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Louisiana 2013 Exports reach \$63.1 billion

New Orleans, LA – Louisiana's 2013 worldwide merchandise exports increased by 0.3 percent over 2012 according to a report released today by the World Trade Center of New Orleans. For the year, Louisiana exports totaled \$63.1 billion, compared to \$62.9 billion in 2012, and \$55 billion in 2011.

Louisiana's principal export markets for 2013 were China (\$8.23 billion, down 11.6 percent), Mexico (\$6.3 billion, down 2.9 percent), and Canada (\$3.1 billion, up 14.9 percent), followed by Japan, the Netherlands, Singapore, and Brazil. Rounding out the top ten, were France, Colombia, and Panama.

World Trade Center CEO Dominik Knoll remarks that, "In terms of exports, 2013 was a fantastic year for both the state of Louisiana and the United States as a whole. Louisiana surpassed Florida to become the sixth highest producing export state in the country." Knoll added, "Here at the World Trade Center of New Orleans, we are proud of Louisiana businesses for their accomplishments. We will continue working to help our members and Louisiana industries by providing assistance to further develop international trade relations around the world, and to create more jobs and wealth in Louisiana."

Exports for all 50 states and Puerto Rico, the U.S. Virgin Islands, and the District of Columbia set a record in 2013, totaling \$1.58 trillion, a 2.14 percent increase over 2012. Louisiana ranked 6th among U.S. states, one spot higher than its 7th place ranking last year. Among all other U.S. States, Texas, California and New York remained the top three exporters and Louisiana moved the ranks to number 6, one spot higher than last year.

In terms of overall growth in Louisiana, Gary LaGrange, President and CEO of the Port of New Orleans, states, "Louisiana exports continue to be driven by investments in manufacturing and refining on the Lower Mississippi River, as we continue to strive to reach the President's goal of doubling U.S. exports by 2016."

Petroleum and Coal, Agriculture Products leading; Large Gains in Transportation Equipment

The value of Louisiana's petroleum and coal exports rose 9.7 percent in 2013, from \$23.2 billion to \$25.5 billion, and remained the top exported product from Louisiana. Agriculture products and Chemicals followed, accounting for \$15.8 billion and \$9.1 billion of Louisiana's exports.

When compared to last year, there were no major fluctuations in terms of ranking of Louisiana's top ten industries. The few shifts in industry ranking were experienced in the areas of Transportation Equipment, Fabricated Metal Products, and Beverage and Tobacco Products.

Transportation equipment moved to the 8th position, up from number ten in 2012. Fabricated Metal Products and Beverages and Tobacco Products, however, suffered a decrease in the rankings, finishing 2013 in positions 9th and 10th respectively among Louisiana's top ten industries. In terms of growth, the largest growth was experienced by Transportation Equipment (64.22 percent), Primary Metal Manufacturing and Fabricated (29.59 percent) Metal Products (27.27 percent).

Compared to U.S. industry results, the Louisiana ranking displays certain distinctions. To Louisiana, for example, Petroleum and Coal Products remains the main export product, while for the US is only the 5th. Such situation is explained by the concentration of petroleum and coal related facilities located in Louisiana. A similar situation takes place regarding Agricultural Products, Louisiana's second largest export commodity, but only U.S.'8th. Particularities such as these portray Louisiana's strengths and ability to remain unique while being productive.

"Last year was phenomenal, with total US agriculture and food exports reaching an all-time record \$141 billion" says Jerry Hingle, Executive Director of the Southern US Trade Association and chair of the World Trade Center's agriculture committee. "Measured by value, Louisiana exports are down by 19%, but that's only because bumper



crops lowered bushel prices -- the volume of exports actually increased" he adds. Hingle also points out that strong growth in poultry and value-added food exports has been a big boost to Louisiana's economy.

Increased exports to France and Panama

The 2013 numbers show that Louisiana recorded significant growth in exports to France and Panama when compared to the previous year. Exports to France grew 121.9 percent in 2013 while exports to Panama reached a 110.03 percent. "The Consulate General of France in New Orleans welcomes this sign of an increase of trade relations between Louisiana and France, and hopes, in return that the trend of French exports to Louisiana may also increase soon," Press Attaché' for the French Consulate in New Orleans, Bartholomew Wander tells the WTCNO regarding the relevant growth of Louisiana's trade partnership with France.

Louisiana's exports in 2013 declined to trading partners such as China (down 11.57 percent), Japan (down 27.2 percent) and the Netherlands (down 18.91 percent). According to a report published by the *Associated Press*, growth in China is showing signs of slowing, as the nation transitions from an export-driven economy to one that is fueled by demand from Chinese consumers. Though Professor Scheherazade Rehman, of George Washington University, said in an interview on *NPR* that she believes China's slight slowdown is not expected to last long. Rehman, a professor of international business, finance, and international affairs further commented that of the BRICS (Brazil, Russia, India, China, South Africa) emerging economies, China will still display positive economic performance.

Klaus-Jochen Guhlcke, German Consul General to Louisiana, Texas, New Mexico, Oklahoma and Arkansas notes that, "Germany is the United States' most important trading partner in Europe, just as the United States is our most important partner outside the EU. Bilateral trade volume amounted to \$162 billion in 2013 – Germany thus ranks fifth among the United States trading partners. Louisiana plays an important part in this equation – with \$553 million imports (above all chemicals, machinery and electronics) from and \$1,329 exports (mainly agricultural, petroleum and coal products) to Germany (2012). Important German companies have directly invested in Louisiana – BASF, Degussa, Benteler Steel and German Pellets, to name a few. Let's continue on this path!"

The WTCNO report covers the exports of both Louisiana-originating products and some major commingled bulk commodities (especially grain and coal) that are produced in other states, shipped abroad from Louisiana's ports, and recorded as Louisiana exports because of Department of the Census standards used to calculate exports.

The following charts summarize the data reported above. Trade data and chart representations are presented by the World Trade Center of New Orleans and WISERTrade.

Trade reports that provide information on 32 industry categories of Louisiana exports ([NAICS](#)) and 97 commodities ([HS](#)) to more than 230 countries worldwide, as well as export totals of other U.S. states, are available on the WTC's website, www.wtcno.org.

Louisiana Exports by Country

(US \$, NAICS Database)

Rank	Code	Description	ANNUAL 2011	ANNUAL 2012	ANNUAL 2013	%2012-2013
		TOTAL ALL PARTNER COUNTRIES	54,951,018,343.00	62,892,633,604.00	63,079,100,473.00	0.3
1	CHN	China	7,280,892,876.00	9,310,143,438.00	8,233,077,607.00	-11.57
2	MEX	Mexico	5,766,796,536.00	6,507,581,717.00	6,320,429,462.00	-2.88
3	CAN	Canada	2,309,012,524.00	2,670,881,417.00	3,067,525,861.00	14.85
4	JPN	Japan	3,841,030,233.00	3,820,172,038.00	2,780,973,566.00	-27.2
5	NLD	Netherlands	3,138,314,805.00	3,407,983,048.00	2,763,604,587.00	-18.91
6	SGP	Singapore	2,002,314,601.00	2,270,502,825.00	2,752,840,855.00	21.24
7	BRA	Brazil	1,705,749,541.00	2,283,845,500.00	2,622,176,599.00	14.81
8	FRA	France	721,971,793.00	1,118,609,460.00	2,482,220,620.00	121.9
9	COL	Colombia	893,180,782.00	1,415,282,528.00	1,903,907,540.00	34.52
10	PAN	Panama	434,163,573.00	825,691,872.00	1,734,163,664.00	110.03



Louisiana Exports by Industry (US \$, NAICS Database)

Rank	Code	Description	ANNUAL 2011	ANNUAL 2012	ANNUAL 2013	%2012-2013
		TOTAL ALL INDUSTRIES	54,951,018,343.00	62,892,633,604.00	63,079,100,473.00	0.3
1	324	Petroleum And Coal Products	18,847,631,194.00	23,217,573,365.00	25,479,169,558.00	9.74
2	111	Agricultural Products	17,246,958,692.00	19,475,783,915.00	15,752,781,322.00	-19.12
3	325	Chemicals	8,140,435,010.00	8,235,267,094.00	9,117,951,154.00	10.72
4	311	Food And Kindred Products	4,028,133,498.00	5,092,452,594.00	4,654,261,295.00	-8.6
5	333	Machinery, Except Electrical	1,088,729,552.00	1,757,985,183.00	2,512,666,183.00	42.93
6	212	Minerals And Ores	1,719,020,577.00	1,290,408,237.00	904,020,002.00	-29.94
7	331	Primary Metal Manufacturing	398,300,049.00	603,165,461.00	781,628,319.00	29.59
8	336	Transportation Equipment	498,474,627.00	458,178,177.00	752,441,885.00	64.22
9	332	Fabricated Metal Products, Nesoi	392,390,036.00	584,175,921.00	743,463,364.00	27.27
10	312	Beverages And Tobacco Products	538,104,436.00	568,557,435.00	572,027,903.00	0.61

U.S. Exports by State (US \$, NAICS Database)

Rank	Code	Description	ANNUAL 2011	ANNUAL 2012	ANNUAL 2013	%2012-2013
		TOTAL ALL STATES	1,480,290,226,627.00	1,545,708,500,116.00	1,578,851,422,749.00	2.14
1	TX	Texas	250,662,346,912.00	264,708,659,761.00	279,694,916,153.00	5.66
2	CA	California	159,135,679,549.00	161,879,918,490.00	168,128,418,347.00	3.86
3	NY	New York	84,792,643,747.00	81,358,857,002.00	83,994,769,837.00	3.24
4	WA	Washington	64,774,252,895.00	75,618,900,503.00	81,938,684,618.00	8.36
5	IL	Illinois	64,831,160,887.00	68,127,010,189.00	65,848,653,705.00	-3.34
6	LA	Louisiana	54,951,018,343.00	62,892,633,604.00	63,079,100,473.00	0.3
7	FL	Florida	64,928,828,216.00	66,201,800,100.00	60,461,046,942.00	-8.67
8	MI	Michigan	51,004,139,930.00	56,993,402,032.00	58,456,169,285.00	2.57
9	UK	Unknown State	45,314,856,697.00	47,903,048,670.00	51,360,339,792.00	7.22
10	OH	Ohio	46,430,910,893.00	48,647,707,663.00	50,548,837,194.00	3.91

For more information on this report or its contents, please contact the World Trade Center of New Orleans at (504) 529-1601 or info@wtcno.org.

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The World Trade Center of New Orleans (WTCNO) is one of the strongest international business organizations in the Gulf Coast region, consisting of 1,000+ companies as well as high profile individual members. This membership base represents a diverse group of industry leaders, companies, professional organizations, and government institutions that include manufacturers, energy, agriculture, maritime, digital media, foreign consulates, and other interests. In 2013, member organizations were able to significantly contribute to the state's record-breaking exports, the total value of which exceeded \$63 billion. This strong international organization creates a variety of opportunities for its stakeholders with the objective to add wealth to its community as well as create jobs through international trade and related services while fostering business and economic development by engaging in allied activities.