

WORLD TRADE WEEK

May 18-24, 1986

In 1926, a civic visionary named Stanley T. Olafson, then World Trade Department manager for the Los Angeles Chamber of Commerce, organized the first World Trade Week to create community awareness of the important part played by its harbor in the local economy. The idea caught on and in 1935, President Franklin D. Roosevelt declared that a week be set aside each May as a national observance of World Trade.



**World Trade . . .
Everybody's Business**

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Published by:

1986 World Trade Week Committee
Los Angeles Area Chamber of Commerce
in cooperation with
Los Angeles Board of Harbor Commissioners
Long Beach Board of Harbor Commissioners
Los Angeles Board of Airport Commissioners
Santa Fe Railway
Southern Pacific Transportation Company
Union Pacific Railroad

SOUTHERN CALIFORNIA WORLD TRADE GUIDE 1986



60th Year
World Trade Week
May 18-24, 1986
1926 - 1986

WORLD TRADE '86

International commerce handled by the Los Angeles and Long Beach harbors, airports and railroads totaled \$63.8 billion last year, up 28.6 percent over the previous year and an increase of 82.8 percent over 1980. More than 100 million tons of freight moved through the two ports alone.

Exports of minerals, agricultural products, machinery, manufactured goods and other commodities are transported by truck, train or plane to the Greater Los Angeles area. Here, they are loaded aboard ships and cargo planes to destinations all over the world.

Hardly an item misses this network as it moves from farm or manufacturer to world user.

Imported products take the return track, creating thousands of jobs for cargo handlers, customs agents, forwarders, bankers, insurance clerks, foreign exchange agents, truck drivers and others throughout the transportation industry who live and work in Southern California.

Thousands more jobs in the service industry handle millions of international passengers transiting Los Angeles International Airport each year.

It's safe to say that nearly every sector of the local economy benefits from world trade.

The Los Angeles Area Chamber of Commerce, Port of Los Angeles, Port of Long Beach, Santa Fe Railway, Southern Pacific Transportation Company, Union Pacific Railroad and Los Angeles Department of Airports join in celebrating the 60th anniversary of World Trade Week, May 18-24.

World Trade . . . Everybody's Business

MESSAGE FROM THE CHAIRMAN



One of the more complicated issues in business today is the subject of world trade. Its impact is felt upon every household, yet few are aware how its intricate maze of benefits and deficits affect day-to-day living.

The handling of imports and exports provides hundreds of thousands of jobs in the Greater Los Angeles area, as well as construction jobs for expanded facilities at both ports, the railroads and Los Angeles Inter-

national Airport. Every \$1 billion in exports alone creates approximately 25,000 jobs nationwide.

During this 60th observance of World Trade Week, American exporters face monumental challenges ahead. Despite a drop in the value of the dollar, they are reeling from the aftershock of the hard dollar that has stifled sales overseas. Much of our marketplace has been lost there, and it may be another year before sales of U.S.-made products abroad begin to show significant improvement.

Re-establishing our foreign markets is of vital strategic and economic importance to the United States because world trade is everybody's business.

Al Mazzarella
Chairman
1986 World Trade Week

WORKING TOGETHER IN WORLD TRADE

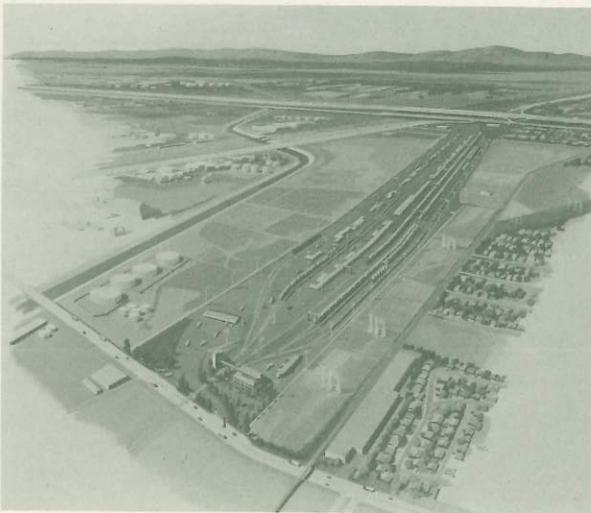
□ The Ports of Long Beach and Los Angeles have entered into an agreement with the Southern Pacific Transportation Company to build a much needed rail container transfer facility within easy four-mile access of both harbors.

□ Construction began in January 1985, and when put into operation later this year, the \$54 million, 150-acre Intermodal Container Transfer Facility (ICTF) will greatly enhance the capacity and competitive position of both ports to serve international trade traffic through the Southern California gateway.

□ The ICTF will offer a seven-to-ten-day advantage in transit time over the Panama Canal route, resulting in a significant economic benefit to shippers.

□ Located within four miles of all container terminals in the two ports, the ICTF will drastically reduce both drayage distance and cost of transporting containers by truck from ship to train. Improvement in freeway and surface street traffic flow will also be achieved.

□ The largest such rail container transfer facility in the United States, the ICTF will be operated by the Southern Pacific Transportation Company.



MAJOR TRADING PARTNERS

LOS ANGELES CUSTOMS DISTRICT

Total Export/Import — 1985

(\$MILLIONS)	TOTAL	EXPORTS	IMPORTS
Japan	\$25,380	\$4,049	\$21,331
Taiwan	6,431	977	5,454
Korea	5,297	1,941	3,356
Australia	2,880	2,385	495
Hong Kong	2,832	754	2,078
W. Germany	2,707	789	1,917
United Kingdom	1,700	932	768
Singapore	1,575	764	810
Italy	1,302	572	730
France	1,291	815	476
*Canada	1,286	466	820
Indonesia	961	139	822
China	957	354	603
Malaysia	939	446	493
Sweden	855	359	495
Netherlands	768	579	190
New Zealand	507	342	165
Philippines	468	207	260
Thailand	451	132	319
Belgium & Luxembourg	394	220	174
Saudi Arabia	383	347	36
Brazil	363	98	265
Mexico	332	242	90
Switzerland & Liechtenstein	314	146	168
Denmark	309	60	249

*These are Department of Commerce figures and do not reflect true trade with Canada

Source: Security Pacific National Bank
U.S. Department of Commerce

RAIL CARRIERS

□ Three of the nation's most efficient and financially sound transcontinental rail carriers, Santa Fe, Southern Pacific and Union Pacific, serve the Los Angeles/Long Beach harbor area, offering direct connections to the entire 250,000-mile North American rail network.

□ Continuously increasing commodity volumes passing through the Pacific gateway at Los Angeles and Long Beach move by rail.

□ To meet these increases, the three rail carriers have made multimillion-dollar investments in equipment and facilities to handle future needs of the expanding import-export marketplace.

□ Santa Fe, Southern Pacific and Union Pacific stand ready to meet the challenges of the expanding world marketplace by providing fast, efficient and economical transportation services.



LOS ANGELES INTERNATIONAL AIRPORT

□ Los Angeles International Airport (LAX) is the world's third busiest air travel center, with 37.6 million passengers in 1985, and second busiest air cargo center, with 929,000 tons processed last year.

□ To meet projected growth in passenger traffic, LAX recently completed a massive central terminal improvement program with the opening of the new one million-square-foot Tom Bradley International Terminal, largest facility of its kind in the United States.

□ With existing cargo facilities operating at near capacity and LAX cargo volume expected to reach an annual 1.35 million tons by 1990, work is now moving ahead on development of the new 57.4-acre Imperial Cargo Complex, where four cargo terminals already are completed and two more are on the drawing boards.

□ Future expansion will increase LAX's cargo-handling capacity from the present 1.5 million square feet of floor space to an estimated 2.3 million square feet.

□ Eighty scheduled air carriers now serve LAX, including 40 international and eight all-cargo carriers.



PORT OF LOS ANGELES

- WORLDPORT LA provides a wide variety of cargo handling terminals and facilities. International shippers can be serviced by 24 container cranes located at eight massive container terminals whose combined area totals more than 500 acres devoted to container handling and backland.
- Shippers at WORLDPORT LA can utilize modern dry and liquid bulk terminals, the West Coast's largest Omni terminal, Ro-Ro facilities and several auto import receiving centers. The Port is also home to the nation's second largest concentration of passenger liners.
- WORLDPORT LA encompasses 7,500 acres of land and sheltered water, and 28 miles of waterfront. Its facilities and equipment have a replacement value of nearly \$700 million.
- Imports and exports through WORLDPORT LA in 1985 were valued at over \$14 billion by the U.S. Department of Commerce.
- Total cargo handled from more than 3,400 vessels reached 45.1 million revenue tons and led to a gross revenue of \$91.8 million. Net income — the highest for any port in the nation — totaled \$48.7 million for WORLDPORT LA.



PORT OF LONG BEACH

- Development of a 2.1-million-square-foot World Trade Center on six blocks in downtown Long Beach is underway. The \$550 million project is sponsored by the Port to serve not only the San Pedro Bay harbors, but international commerce throughout the Pacific...and all the world. IDM Corp. and Kajima International are the developers.
- Long Beach is the busiest of all Pacific Coast ports, with nearly 5,000 ship calls last year loading and unloading over 53 million metric tons of cargo.
- Long Beach handles more than \$28 billion worth of goods annually, and is responsible — directly and indirectly — for the existence of 260,000 jobs and \$700 million in economic benefits to Southern California.
- Long Beach moves over 20 million metric tons of containerized cargo through seven container terminals covering 500 acres and served by 24 giant gantry cranes. It is among the six leading container ports in the world.
- Long Beach Foreign Trade Zone No. 50 has been expanded by sub-zones in Long Beach and San Diego and by addition of the 1,350-acre California Commerce Center in Ontario, adjacent to Ontario International Airport.



VALUE OF WORLD TRADE

LOS ANGELES CUSTOMS DISTRICT 1985

	EXPORTS		IMPORTS	
	DOLLARS	% CHANGE	DOLLARS	% CHANGE
NORTH AMERICAN REGION	\$ 465,716,986	4.3	\$ 820,420,944	6.0
Mexico	242,218,121	1.6	90,139,665	11.9
Central America Area	43,238,293	-48.0	191,751,503	69.0
Bermuda & Caribbean Area	63,333,364	8.4	28,208,868	8.7
South America Area	214,604,384	2.7	565,730,235	14.3
LATIN AMERICA REGION	563,394,162	5.4	875,830,271	22.5
Western Europe Area	4,957,047,762	29.3	5,579,403,096	47.2
Eastern Europe Area	53,092,590	46.2	85,595,262	20.6
EUROPEAN REGION	5,010,140,352	29.5	5,664,998,358	46.8
Middle East Area	542,593,192	59.9	199,999,571	53.7
South & Southeast Asia Area	1,864,231,191	-12.5	3,135,865,684	7.1
East Asia Area	8,076,060,862	- 3.9	32,823,126,476	46.1
ASIAN REGION	10,482,885,245	- 3.6	36,158,991,731	41.7
Australia	2,385,013,885	8.5	495,155,818	22.5
Oceania Area	420,963,825	9.7	176,561,764	33.8
AUSTRALIA-OCEANIA REGION	2,805,977,710	8.7	671,717,582	25.3
Northern Africa Area	87,813,506	260.6	5,765,675	- 70.4
Western Africa Area	9,593,940	- 25.5	9,358,774	333.0
Eastern Africa Area	11,920,496	116.1	21,097,246	519.9
Southern Africa Area	37,504,951	- 46.3	77,726,434	36.6
AFRICAN REGION	146,832,893	30.4	113,948,129	24.2
DISTRICT TOTALS	\$19,474,947,348	5.7	\$44,305,907,015	41.8

Source: Security Pacific National Bank
U.S. Department of Commerce

The Greater Los Angeles area ranks among the top ten of the world's leading trading nations.

VALUE OF TRADE — L.A. CUSTOMS DISTRICT (\$ Billions)

	1985	1980	1977	1975
IMPORTS	44.3	20.1	12.5	7.6
% Increase	120.4	61.0	64.5	
EXPORTS	19.5	14.8	6.2	5.5
% Increase	31.8	135.0	12.7	
TOTAL	63.8	34.9	18.7	13.1
% Increase	82.8	87.0	42.7	