



UNITED STATES  
FASHION INDUSTRY  
ASSOCIATION

# Sourcing Trends & Outlook for 2017

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## INTRODUCTION

The past year has been one of transition and dramatic change—from the shift in tone and policy in U.S. politics, to Brexit and the rise of nationalist sentiment in Europe. And sourcing trends match, with movement away from the stability we've seen in previous years.

The path forward is not entirely clear, as apparel brands and retailers, as well as textile companies, are grappling with the shifting landscape, not only in terms of global trade policy but also consumer demands and shopping habits.

The United States Fashion Industry Association (USFIA) provides members with statistics and data to support your sourcing decisions for the year ahead. In some ways, the data just supports what we already see every day: retailers closing stores and adjusting inventories, and brands looking for new ways to reach the consumer.

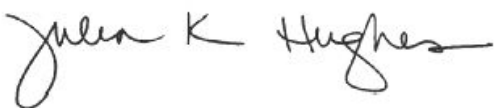
In the fourth-annual Sourcing Trends & Outlook Report, we take a look at the data from the U.S. Department of Commerce Office of Textiles & Apparel (OTEXA) to uncover what we are sourcing, where, and how much is duty free.

This year, we take a look at sourcing in Africa and the benefits of the African Growth and Opportunity Act (AGOA). While there is a lot of political support for AGOA, there is substantial room for expanding sourcing there. You'll find a snapshot of the business in the key AGOA countries, as well as the top products currently imported from the region. Hopefully, this will spark some ideas for you to save money and utilize this important program.

We also examine duty-free sourcing opportunities in the Western Hemisphere. The North American Free Trade Agreement (NAFTA) and the Central America-Dominican Republic Free Trade Agreement (CAFTA-DR) remain the most-utilized agreements for textile and apparel companies. Even with the uncertainty about what exactly the Trump Administration intends to renegotiate with Canada and Mexico, we expect sourcing to continue to grow. We're also shining the spotlight on Colombia, thanks to our partnership with ProColombia, another important opportunity in the Western Hemisphere.

We hope you will find this data useful, and we wish you continued success in 2017. In the meantime, you can find us in Washington, D.C., continuing our work to support your work—fashion made possible by global trade.

With best regards,



Julia K. Hughes, President, United States Fashion Industry Association



## OVERVIEW: Sourcing Trends for 2016

While American brands and retailers are used to seeing growth in textile and apparel imports, we saw a shift in 2016 with falling trade in most categories. Overall, total textile and apparel imports remained steady—down by 0.95 percent in volume, and down more substantially by value, falling by 6.44 percent. This is a substantial decrease compared to 2015, when total U.S. imports grew 6.9 percent in volume and 4 percent in value.

Not only did total textile and apparel imports fall, but imports in almost every category declined, as well.

Apparel imports fell by 1.06 percent in volume and 5.23 percent in value.

Made-ups fell 3.72 percent in volume, and 11.9 percent in value, while yarn fell a whopping 5.21 percent in volume and 12.94 percent in value.

Only fabric saw an increase in volume, of 5.29 percent, although fabric value fell by 5.02 percent, too.

If we dig deeper into the data, four key trends emerge:

1. Even with concerns about higher prices, China remains the dominant supplier of textiles and apparel.
2. Although the Trans-Pacific Partnership (TPP) is dead as we know it, Vietnam remains one of the fastest-growing suppliers to the U.S. market.
3. Despite high duty rates, duty-free programs are underutilized.
4. However, the popularity of Made in USA initiatives and close-to-home sourcing represent an opportunity for expanding duty-free imports from the Western Hemisphere.



## **TREND #1: China remains the dominant supplier.**

Since China joined the World Trade Organization, and the phase-out of the quota system, China has remained the dominant supplier of all textiles and apparel imports to the United States.

However, like the overall trendline in 2016, imports fell or remained stagnant in almost every category. In 2016, U.S. textile and apparel imports from China fell by 2.37 percent in volume, or 730 million SME, and fell by more than 10 percent in value.

China remains the dominant supplier in all categories, supplying 41.5 percent of apparel, 38.5 percent of fabric, 21.4 percent of yarn, and 66.1 percent of made-ups to the United States. However, while there's no substitute for China, we saw stagnant growth, and in fact, startling declines in some categories. Fabric and yarn imports grew very slightly, 6.4 percent and .44 percent, respectively, but apparel and made-up imports fell.

To give some perspective, it is not just that China is largest supplier to the U.S. market. China is the top supplier of the major apparel imports: cotton and man-made fiber trousers, cotton and man-made fiber knit tops, sweaters, cotton and man-made fiber underwear... you get the point. While many other countries may be the top supplier of just one or two categories, only China is the major supplier for many categories.

This explains why one of the key findings in the 2016 Fashion Industry Benchmarking Study is sourcing executives' commitment to the "China Plus Many" strategy. Our respondents reported sourcing from as many as 56 countries or regions last year, a significant increase from 41 countries in the 2015 study, and 52 percent source from 10 or more total. So, companies need many sourcing countries or regions to cover all their product, and generally, the larger the company, the more diversified the sourcing base.



## TREND #2:

### **Vietnam remains one of the fastest-growing suppliers to the U.S. market.**

Vietnam stands out because, despite the overall decline in imports, imports from Vietnam continued to grow in 2016. Total imports grew 2.5 percent, and imports of apparel grew 6.9 percent, while imports of yarn grew 1.5 percent.

Vietnam is a substantial producer for the United States—in fact, the third-largest supplier of total textiles and apparel, with 7 percent of imports by volume, in 2016. Despite the fact that most apparel made in Vietnam uses imported fabric, the data shows that Vietnam has created a market for its fabrics in the United States. In 2016, Vietnam ranks as the fourth-largest supplier of fabrics, with 6 percent of imports by volume.

Perhaps even more importantly, Vietnam continues to expand its ranking as the second-largest supplier of apparel, shipping 12.5 percent of imports to the United States by volume. And Vietnam ships an even higher number - 13.3 percent - by value.

Last year, we were looking ahead to the Trans-Pacific Partnership (TPP), and hypothesized that imports from Vietnam would continue to grow, especially after implementation of the agreement and investment in factories in the country by the United States, by China, and by other Asian industrial giants. The TPP is in the freezer for the moment, and while we cannot expect to see duty-free imports from Vietnam in the near future, we can expect to continue to see growth in imports from Vietnam. American brands and retailers see the opportunity to rely on the quality production from Vietnam, even with duties on those imports. The volume from Vietnam cannot match China, but the unit values remain consistently below the prices in China. And for those companies also doing business in Europe, the EU-Vietnam Free Trade Agreement still is an opportunity on the horizon.

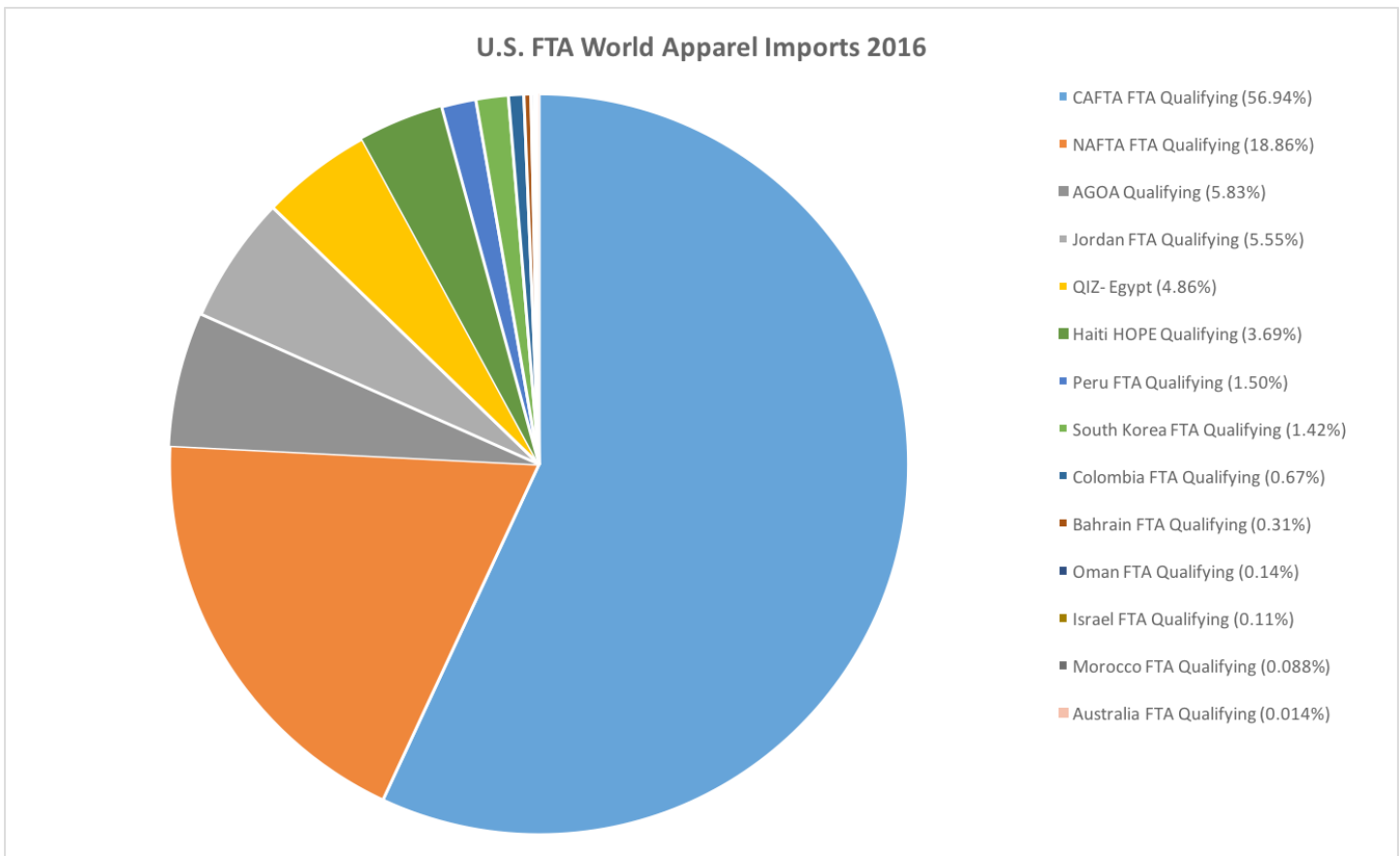


### TREND #3: Despite high duty rates, duty-free programs are under-utilized.

Despite continued high duty rates on textile and apparel imports, only 14.5 percent of U.S. apparel imports were duty free in 2016. This is a slight decrease from 2015, when 14.8 percent of apparel imports took advantage of a Free Trade Agreement, Qualified Industrial Zone (QIZ), or other preference program. In fact, duty-free imports have fallen every year since 2012. And among the top five suppliers of apparel to the United States, only Honduras, ranked #5 in 2016, has a free trade agreement, the Central America Dominican Republic Free Trade Agreement (CAFTA-DR).

Of all duty-savings programs, the North American Free Trade Agreement (NAFTA) and CAFTA-DR were the most utilized in 2016, representing 76 percent of all duty-free apparel imports to the United States—although use of both agreements fell slightly (down by 4.9 percent and .7 percent, respectively).

The U.S.-Jordan FTA ranked #3 with 5.5 percent of duty-free imports, and the Egypt QIZ ranked #4 with 4.8 percent of duty-free imports. Every other agreement just has a tiny share of the duty-free pie.



**TREND #3:**  
**Despite high duty rates, duty-free programs are under-utilized.**

In this report, we are taking a detailed look at the current trading patterns for the African Growth & Opportunity Act (AGOA), too. As you can see, even with the long-term extension of AGOA benefits until 2025, there is only a small share of U.S. apparel imports that come from the AGOA countries.

While it's certainly concerning that these agreements and preference programs were underutilized, it's more problematic that members have told us there are circumstances when they source in regions with FTAs or preference programs but don't take advantage of the duty savings because the reporting requirements are too cumbersome.

In the 2016 Fashion Industry Benchmarking Study, as many as 22 percent and 15 percent of respondents, respectively, said they do not use NAFTA or CAFTA-DR when they source from these regions.

In today's protectionist climate, with the possibility of additional border taxes and border adjustment taxes on importers, some sourcing executives may be discouraged about the future availability of duty-free benefits. We don't have a crystal ball to predict what may happen, but we still strongly encourage companies to take another look at FTAs and preference programs to save money where they can—and, when opportunities arise, talk to Congress and the Trump Administration about how new negotiations, and of course renegotiations of existing agreements, could be changed to better reflect your business practices. This is a key issue on USFIA's trade agenda for the year and we will continue to support and encourage more FTA business.





## **TREND #4: Western Hemisphere sourcing has an opportunity to expand.**

As noted, while FTAs and preference programs are generally underutilized, NAFTA and CAFTA-DR represented 76 percent of all duty-free apparel imports into the United States. Additionally, almost three-quarters of all apparel imported from the CAFTA-DR region is duty free, while nearly 80 percent of apparel from the NAFTA region is duty free, although this number has fallen slightly in the last year.

So, why do we think that there is an opportunity to expand Western Hemisphere duty-free imports to the United States? We see two trends that suggest expanding trade.

First, the renewed interest in Made in USA sourcing represents a new opportunity for brands and retailers to work with the U.S. yarn and fabric manufacturers. Every day, companies are looking for new suppliers here at home. It is not always easy to find apparel manufacturers—but even when there may not be sufficient capacity to make apparel in the United States, the search usually introduces companies to the substantial production of American-made yarns and fabrics.

The second trend is that the Western Hemisphere suppliers are expanding the range of apparel that is available. For many years, the Western Hemisphere supply chain was predominantly shipping “basics” to the U.S. brands and retailers; t-shirts and underwear dominated.

But, that has changed. Today, there are manufacturers producing complicated, innovative, technical apparel, and shipping with fast lead-times to provide consumers with the product that they want. We expect to see more of this from Western Hemisphere manufacturers.

While American brands and retailers know NAFTA and CAFTA-DR best, in this report we are highlighting some of the sourcing trends for another important Western Hemisphere partner, Colombia. See page 13 of this report for more specifics on what’s available under the U.S.-Colombia FTA.



## Sourcing Spotlight: AGOA

The African Growth & Opportunity Act (AGOA) is an important preference program to boost business and growth in sub-Saharan Africa, while at the same time, providing an important duty-savings opportunity for companies in the United States.

Even more important in this protectionist climate, AGOA is a program that was passed by Congress, so the Administration cannot unilaterally end or otherwise change the program without congressional action. Since AGOA remains in effect until 2025, it's a good program to consider if you want to find areas to save money on duties, and support economic development in your supply chain.

Nonetheless, AGOA imports are very small for our industry. Despite being in effect since 2000, AGOA apparel imports represent less than 1 percent of the total U.S. apparel imports, with a very slight decrease from the year prior.

### Top AGOA Apparel Suppliers to the United States in 2016

Country	Pref. Rank	Total Trade			Preference Trade			
		Quantity in SME			Quantity in SME			
		2016	2015	% Growth	2016	2015	% Growth	% Share Total Trade
World		26,926,996,908	27,215,659,522	-1.06	3,906,766,651	4,022,346,351	-2.87	14.51
AGOA		231,241,350	238,610,812	-3.09	227,831,933	235,005,568	-3.05	98.53
Kenya	1	96,178,717	104,840,199	-8.26	95,710,316	104,430,618	-8.35	99.51
Lesotho	2	67,639,384	68,400,674	-1.11	67,596,095	68,316,513	-1.05	99.94
Mauritius	3	28,317,568	31,356,419	-9.69	26,727,154	30,122,609	-11.27	94.38
Ethiopia	4	16,649,061	8,925,182	86.54	16,567,220	8,791,758	88.44	99.51
Tanzania	5	15,974,103	13,829,111	15.51	15,958,888	13,809,532	15.56	99.90
Ghana	6	2,965,110	4,905,006	-39.55	2,877,453	4,845,278	-40.61	97.04
Botswana	7	1,011,089	1,903,738	-46.89	1,011,089	1,903,738	-46.89	100.00
South Africa	8	980,746	1,159,588	-15.42	869,469	874,928	-0.62	88.65



## Sourcing Spotlight: AGOA

If you not already sourcing from AGOA countries, you may be wondering what types of apparel they ship to the U.S. market. Below, we take an in-depth look at the top U.S. apparel imports from the top 4 AGOA countries. You'll find the top 5 apparel products for each as well as the unit value to give a comparison of the costs.

### Top Products from Kenya to United States in 2016

	Rank	U.S. Imports by Quantity (Doz.)			Unit Value	Preference Share
		2016	2015	% Growth	2016	2016
347: Cotton Trousers & Shorts, Men's & Boys'	12	1,302,498	1,149,811	13.28	55.61	98.67
348: Cotton Trousers & Shorts, Women's & Girls'	15	1,031,052	1,101,646	-6.41	61.03	99.82
648: MMF Trousers & Shorts, Women's & Girls'	15	752,660	1,074,951	-29.98	55.81	99.80
647: MMF Trousers & Shorts, Men's & Boys'	15	697,032	705,437	-1.19	55.86	99.84
638: MMF Knit Shirts, Men's & Boys'	21	655,940	599,817	9.36	60.53	99.93

### Top Products from Lesotho to United States in 2016

	Rank	U.S. Imports by Quantity (Doz.)			Unit Value	Preference Share
		2016	2015	% Growth	2016	2016
638: MMF Knit Shirts, Men's and Boys'	13	1,351,209	1,034,115	29.96	55.69	99.98
648: MMF Trousers & Shorts, Women's & Girls'	10	1,028,046	978,541	22.65	73.62	99.93
347: Cotton Trousers & Shorts, Men's & Boys'	14	825,424	941,050	18.18	80.91	99.84
639: MMF Knit Shirts & Blouses, Women's & Girls'	21	467,884	674,487	8.65	41.02	99.99
348: Cotton Trousers & Shorts, Women's & Girls'	20	401,249	414,945	8.84	61.30	99.99



## Sourcing Spotlight: AGOA

### Top Products from Mauritius to United States in 2016

	Rank	Total Trade by Quantity (Doz.)			Unit Value	Preference Share
		2016	2015	% Growth	2016	2016
340: Cotton Woven Shirts, Men's & Boys	7	965,393	1,110,984	-13.10	130.93	99.49
347: Cotton Trousers & Shorts, Men's & Boys'	24	159,840	197,577	-19.10	157.10	98.73
339: Cotton Knit Shirts & Blouses, Women' & Girls'	24	151,635	140,473	7.95	45.34	84.07
639: MMF Knit Shirts & Blouses, Women's & Girls'	34	78,116	68,017	14.85	66.91	57.78
348: Cotton Trousers & Shorts, Women's & Girls'	31	75,626	63,516	19.07	153.04	95.28

### Top Products from Ethiopia to United States in 2016

	Rank	Total Trade by Quantity (Doz.)			Unit Value	Preference Share
		2016	2015	% Growth	2016	2016
239: Cotton and/or MMF Baby Wear	15	506,554	95,811	428.70	16.41	98.83
659: MMF Other Apparel	24	438,483	334,746	30.99	11.18	99.55
638: MMF Knit Shirts, Men's & Boys'	26	180,011	60,825	195.95	40.98	99.99
647: MMF Trousers & Shorts, Men's & Boys'	24	72,678	27,953	160.00	30.74	99.96
347: Cotton Trousers & Shorts, Men's & Boys	32	53,690	50,366	6.60	36.99	99.98



## Sourcing Spotlight: Colombia

Colombia is another country to consider in the Western Hemisphere, given its proximity to the United States and duty-free benefits under the U.S.-Colombia FTA, which entered into force in 2012. The U.S.-Colombia FTA ranks 7th, supplying .74 percent of duty-free apparel imports to the United States in 2016. Nearly 90 percent of apparel imports from the country take advantage of the FTA, although this is a slight drop from the year prior.

Colombia	Square Meter Equivalents (SMEs)			U.S. Customs Value			
	2016	2015	% Change	2016 Pref.	2016 Non-Pref.	2015 Pref.	2015 Non-Pref.
<b>Total Textiles &amp; Apparel</b>	71,297,631	90,474,547	-21.20	4.14	1.59	3.89	1.12
<b>Apparel</b>	29,073,926	32,997,685	-11.89	6.87	6.54	6.98	5.81

### Top Products from Colombia to United States in 2016

		2016 Quantity	2015 Quantity	% Change	2016 Share	2015 Share
659: MMF Apparel	World	230,210,616	235,305,689	-2.17	100.00	100.00
21	Colombia	507,805	602,105	-15.66	0.22	0.26
639: MMF Knit Shirts & Blouses, Women's & Girls'	World	119,056,137	107,194,504	11.07	100.00	100.00
25	Colombia	295,584	229,256	28.93	0.25	0.21
347: Cotton Trousers & Shorts, Men's & Boys	World	80,338,419	80,984,542	-0.80	100.00	100.00
20	Colombia	244,129	340,235	-28.25	0.30	0.42
649: MMF Brassieres & Body Support Garments	World	52,673,714	52,862,277	-0.36	100.00	100.00
16	Colombia	183,331	203,984	-10.12	0.35	0.39
652: MMF Underwear	World	77,753,791	73,742,680	5.44	100.00	100.00
20	Colombia	175,315	158,863	10.36	0.23	0.22
638: MMF Knit Shirts, Men's & Boys'	World	88,172,254	83,789,197	5.23	100.00	100.00
28	Colombia	172,747	198,835	-13.12	0.20	0.24

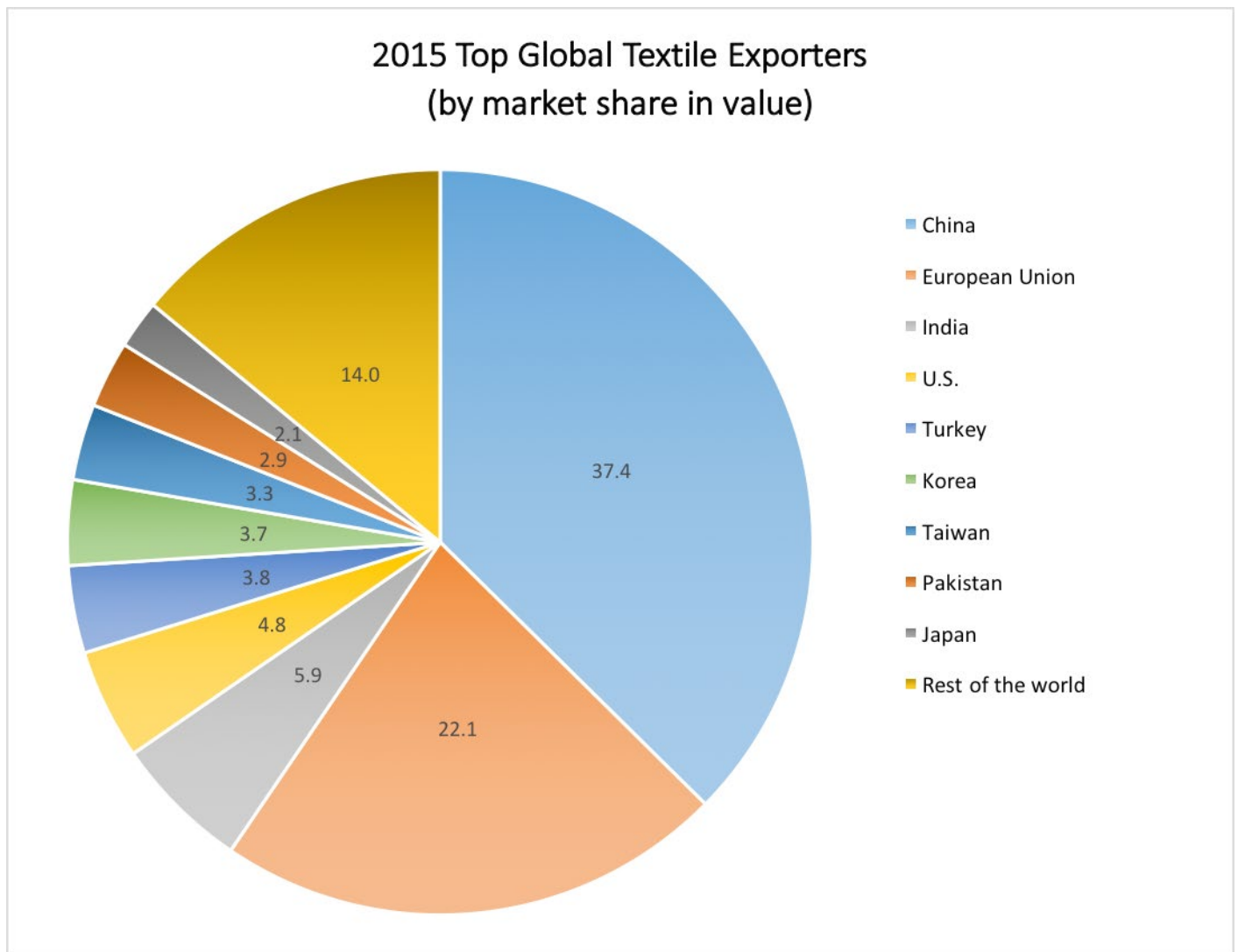


## WTO Data: Global Textile Exporters

As we like to say at USFIA, our members are no longer just importers—they're exporters and global brands, too. So, we're also taking a look at global trends. The World Trade Organization (WTO) recently released the annual International Trade Statistics, providing a comprehensive overview of global trade developments during 2015.

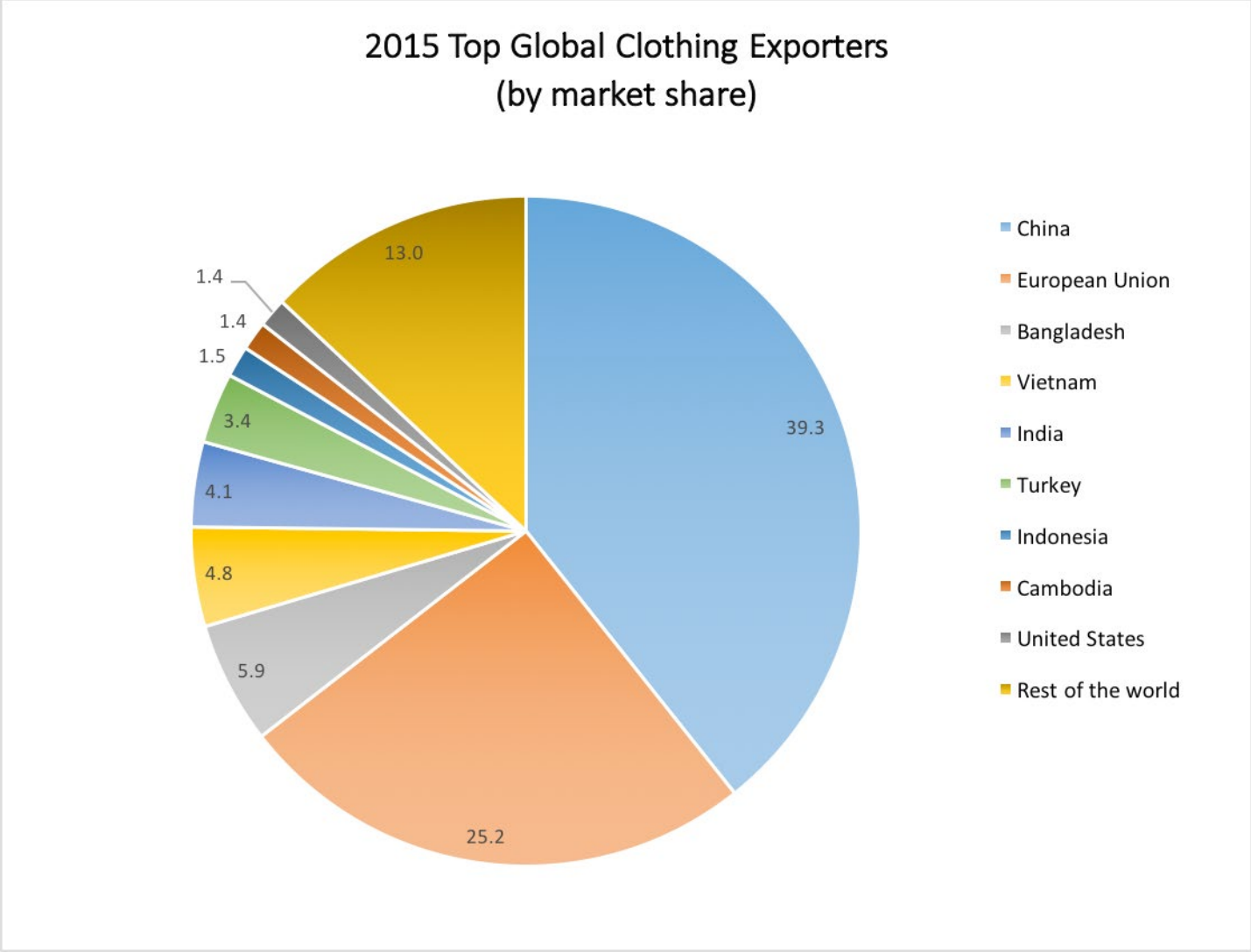
It's no surprise that globally, as in the United States, China remains the top exporter of both textiles and apparel. The EU follows. Both China and the EU are the only countries with double-digit market share of exports.

For textiles, India is ranked #3, and the United States is ranked #4. Let's hope the protectionist trade agenda in the United States does not harm this competitive industry.



# WTO Data: Global Apparel Exporters

For apparel, China is first, followed by the European Union. Bangladesh and Vietnam are #3 and #4, respectively, though they have very small global market share compared to China and the European Union.



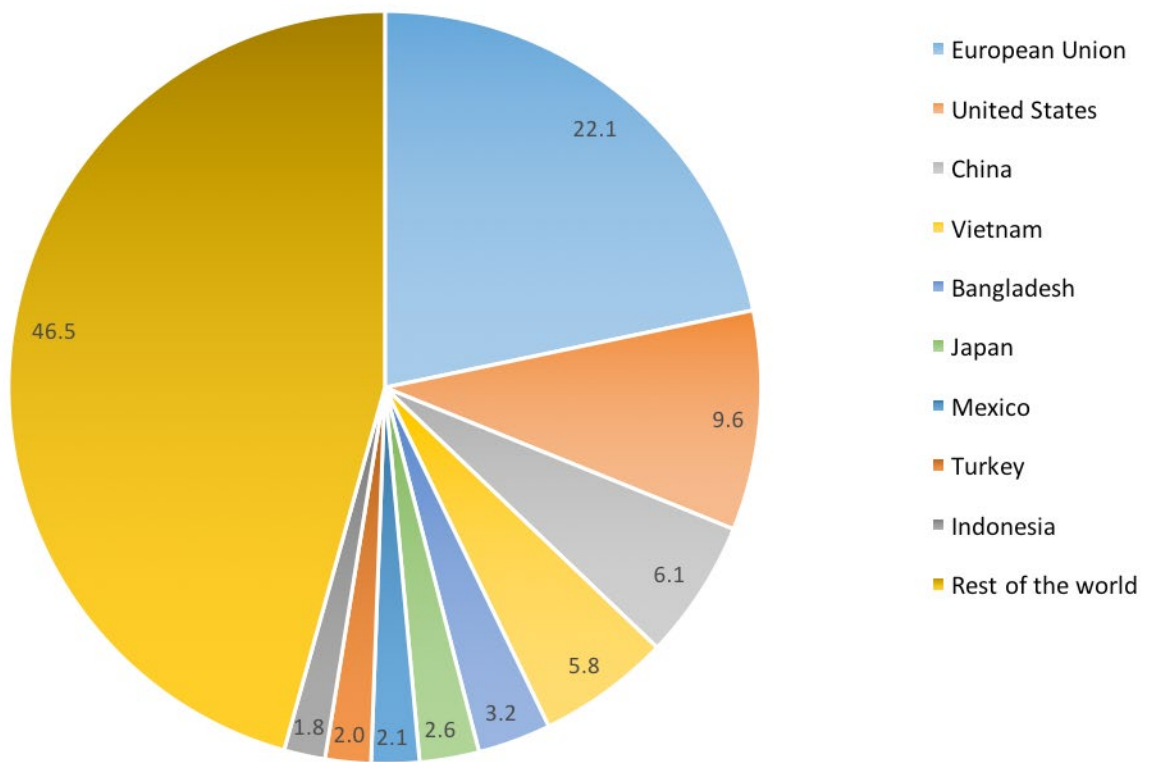
Of particular note, Cambodia made the list this year, tied with--you guessed it--the United States for 8th place, and 1.4 percent of global exported apparel.



## WTO Data: Global Textile Importers

Looking at the importers, the European Union dominates, buying 22 percent of the share of imports, followed by the United States, buying just 9.6 percent of the share. China, Vietnam, and Bangladesh follow. But it's important to note that "the rest of the world" captures nearly half of the share of textile imports.

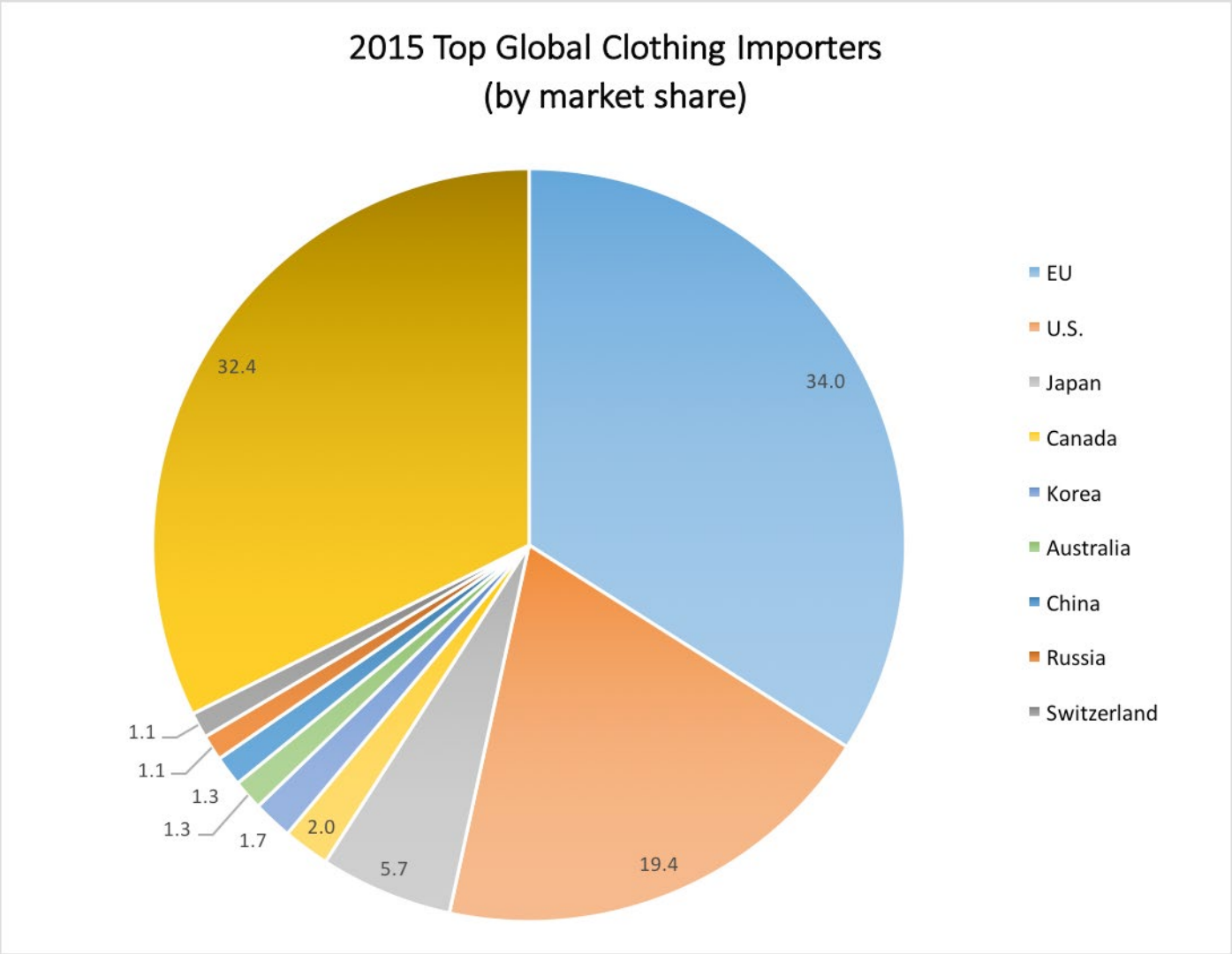
2015 Top Global Textile Importers  
(by market share in value)





# WTO Data: Global Apparel Importers

The European Union remains the top world apparel importer in 2015, buying 1/3 of the world's clothing. Unsurprisingly, the United States follows, buying nearly 20 percent of the world's clothing. Combined with #3 Japan, the three countries buy more than half of the world's apparel, although "the rest of the world" buys another third.



## The Crystal Ball: The Sourcing & Policy Outlook for 2017 (And Beyond!)

In January 2017, USFIA President Julia K. Hughes provided her perspective to just-style on what lies ahead for the industry. (You can find the article with her thoughts as well as the thoughts of other industry leaders at [http://www.just-style.com/management-briefing/outlook-2017-what-next-for-apparel-sourcing\\_id129689.aspx](http://www.just-style.com/management-briefing/outlook-2017-what-next-for-apparel-sourcing_id129689.aspx).)

Below, we've published Julie's entire interview, which provides insight into the outlook for sourcing, retail, and key policy initiatives.

### Question #1

#### **What do you see as the biggest challenges—and opportunities—facing the apparel industry in 2017, and why?**

From the U.S. perspective, the biggest challenge right now is the transition to the Trump Administration. Honestly, any new Administration brings a lot of uncertainty, though this year there is a bit more than usual considering the rhetoric against trade and imports. Uncertainty is not only unsettling to consumers, but also to the brands and retailers who sell to them. In addition to the anti-trade rhetoric giving the industry anxiety, we've seen surprise Cabinet picks, tension between the new Administration and Congress, and questions about which campaign promises will be honored, and which will not. We know the Trans-Pacific Partnership (TPP) is on the back burner, and brands and retailers wait to see what will happen to NAFTA, one of the most-utilized free trade agreements by our industry, and other trade agreements and negotiations, as well as the U.S. relationship with China.

But, business continues—and there are some opportunities, especially in terms of making regulations more business friendly. For too long, brands and retailers have juggled conflicting rules and regulations in the United States and around the world, in areas such as labeling, testing, and compliance. The new Administration has an opportunity to work with business and Congress to untangle the mess of conflicting regulations.

We remain hopeful that the Trump Administration will understand the issues facing our industry—after all, Donald Trump and his daughter Ivanka Trump are in the business of importing fashion and accessories from around the world, too.



## Question #2

### **What’s happening with sourcing? How is the sourcing landscape likely to shift in 2017, and what strategies can help apparel firms and their suppliers to stay ahead?**

Sourcing trends remain stable. China remains the major supplier to the world. While we do not see that changing, “China Plus Many” is the strategy of many brands and retailers of all sizes, and we expect companies to continue to diversify their sourcing to help them meet consumers’ needs as well as mitigate global supply chain risks. Vietnam remains the strong No. 2 supplier—and even though President-Elect Trump plans to withdraw from the TPP, we expect Vietnam to continue to attract business.

Made in America remains an important aspect of sourcing. In USFIA’s 2016 Fashion Industry Benchmarking Study, 52 percent of companies said they source from the United States, basically no change from the prior year, with 20 percent saying they expect to increase sourcing from the United States in the next two years.

Social compliance and sustainability are also critical to companies’ sourcing decisions. In 2016, 89 percent of our study respondents said ethical sourcing and sustainability issues are more important to their sourcing decisions now compared to five years ago. “Ethical issues are a top priority—top of mind when making sourcing partnership decisions,” said one company. “Customers expect social responsibility and we require our supply chain to adhere,” said another. And USFIA plans to expand our work on social compliance and sustainability in 2017, too.

To stay ahead, I am going to repeat a theme from last year. Today, now more than ever, it is important for companies to get involved—and stay involved—in the policy process in Washington, D.C. Companies should participate in benchmarking studies to ensure we have accurate data, and participate in advocacy efforts, either on their own, or through associations like USFIA, or both. Government officials need to hear from the brands and retailers who are creating high quality jobs in the United States, creating new technologies, and creating the products that consumers need and want.

## Question #3

### **What should apparel firms be doing if they want to remain competitive into the future? What will separate the winners from the losers?**

Sustainability, sustainability, sustainability. It’s no longer about price; in fact, for the best companies, finding a socially compliant and sustainable product at an okay price is much better than finding a non-compliant product at a cheap price.

In USFIA’s 2016 Fashion Industry Benchmarking Study, 89 percent of companies said social compliance and sustainability are more important to their decisions now than they



were five years ago—and the 11 percent who said “no change” are most likely some of the companies who have been at the forefront of these issues.

Companies need to build their sustainability network, and proactively reach out to their peer brands and retailers, their suppliers, their service providers, and especially third-party organizations with expertise in these issues, like Worldwide Responsible Accredited Production (WRAP), the Sustainable Apparel Coalition, the Better Cotton Initiative, and the Conflict-Free Sourcing Initiative, to name just a few that USFIA will work with next year. There are many resources available—and many companies who are now sharing what they are doing through these organizations—so companies just need to reach out.

An internal network is necessary, too. The sourcing, compliance, customs, and government affairs teams can no longer remain in their own silos; everyone must work together and share information to ensure a compliant, sustainable business practice.

#### **Question #4**

**What keeps you awake at night? Is there anything else you think the apparel industry should be keeping a close eye on in the year ahead? Do you expect 2017 to be better than 2016, and why?**

Last year I said that I was lying awake at night thinking about the 2016 elections and the impact on trade policy and especially the TPP and the TTIP. Wow, did that turn out to be an understatement!

Now, the uncertainty following the election remains the top concern—about the future of trade policy and free trade agreements, about potential gridlock in D.C. and potential problems with China and other nations, and of course, about consumers’ confidence in the economy and the impact on the industry. We’ll all be getting a little less sleep until we know more about the new Administration.

Nonetheless, USFIA is prepared to work with the new Administration and Congress to find opportunities to eliminate tariffs and open markets, to expand activities with U.S. Customs and Trusted Trader Programs, and to provide resources to help companies source in cost-effective, efficient, and ethical ways.



## ADDENDUM - TOTAL TEXTILES & APPAREL

### U.S. General Imports - Total Textiles & Apparel (In Millions) in YE December 2016

Region	Square Meter Equivalentents (SMEs)				U.S. Customs Value			
	2016	2015	% Change	% Share	2016	2015	% Change	% Share
World	62,917.233	63,523.866	-0.95	100	104,722.617	111,928.015	-6.44	100
ASEAN	8,213.194	8,418.335	-2.44	13.05	21,041.360	22,052.445	-4.58	20.09
NAFTA	3,492.606	3,429.843	1.83	5.55	5,744.569	5,960.775	-3.63	5.49
CAFTA	3,196.827	3,156.209	1.29	5.08	8,236.542	8,424.497	-2.23	7.87
Sub Sahara Africa	281.351	276.588	1.72	0.45	1,044.059	1,030.802	1.29	1

Country	Rank	Square Meter Equivalentents (SMEs)				U.S. Customs Value			
		2016	2015	% Change	% Share	2016	2015	% Change	% Share
China	1	11,385.74	10,780.02	5.62	41.84	30,541.02	29,793.77	2.51	35.86
India	2	3,135.55	2,751.07	13.98	11.52	10,563.85	9,268.66	13.97	12.40
Vietnam	3	1,869.94	1,609.71	16.17	6.87	5,401.43	4,834.11	11.74	6.34
Pakistan	4	1,264.03	1,246.39	1.42	4.64	4,937.51	4,832.78	2.17	5.80
Mexico	5	1,114.37	1,084.78	2.73	4.09	2,673.53	2,582.43	3.53	3.14
Bangladesh	6	1,051.48	1,020.71	3.02	3.86	2,481.98	2,478.75	0.13	2.91
Indonesia	7	1,023.54	956.68	6.99	3.76	3,665.39	3,400.90	7.78	4.30
Korea	8	898.40	916.85	-2.01	3.30	3,556.80	3,732.35	-4.70	4.18
Honduras	9	813.00	788.69	3.08	2.99	1,950.01	1,903.85	2.42	2.29
Canada	10	590.97	586.27	0.80	2.17	1,433.38	1,459.53	-1.79	1.68
Cambodia	11	485.39	482.45	0.61	1.78	1,466.99	1,512.61	-3.02	1.72
Taiwan	12	484.12	413.07	17.20	1.78	2,037.45	1,759.21	15.82	2.39
El Salvador	13	353.70	338.97	4.35	1.30	1,109.84	1,103.56	0.57	1.30
Turkey	14	350.16	338.18	3.54	1.29	1,426.49	1,338.72	6.56	1.67
Nicaragua	15	336.36	313.87	7.16	1.24	895.28	854.16	4.81	1.05
Germany	16	322.11	315.10	2.22	1.18	1,017.78	1,018.77	-0.10	1.20
Thailand	17	496.131	425.578	16.58	0.78	2,042.265	1,766.136	15.63	1.82
Sri Lanka	18	488.109	483.812	0.89	0.77	1,472.078	1,515.032	-2.84	1.32
Israel	19	477.455	431.415	10.67	0.75	354.987	378.132	-6.12	0.32
Guatemala	20	449.309	526.671	-14.69	0.71	273.315	308.242	-11.33	0.24



## ADDENDUM - APPAREL

### U.S. General Imports - Apparel (In Millions) in YE December 2016

		Square Meter Equivalents (SMEs)				U.S. Customs Value			
Region	Rank	2016	2015	% Change	% Share	2016	2015	% Change	% Share
World		26,927.00	27,215.66	-1.06	100.00	80,713.84	85,164.67	-5.23	100.00
ASEAN		6,249.95	6,254.60	-0.07	23.21	20,043.48	20,701.21	-3.18	24.83
CAFTA		3,097.99	3,049.86	1.58	11.51	8,164.97	8,348.90	-2.20	10.12
NAFTA		923.63	947.65	-2.54	3.43	3,950.53	4,150.78	-4.82	4.89
Sub-Sahara Africa		261.75	254.38	2.90	0.97	1,028.75	1,013.75	1.48	1.27
Country	Rank	2016	2015	% Change	% Share	2016	2015	% Change	% Share
China	1	11,174.81	11,385.72	-1.85	41.50	27,922.01	30,540.94	-8.58	34.59
Vietnam	2	3,352.37	3,135.56	6.91	12.45	10,807.96	10,563.85	2.31	13.39
Bangladesh	3	1,862.26	1,869.94	-0.41	6.92	5,305.67	5,401.45	-1.77	6.57
Indonesia	4	1,267.67	1,264.03	0.29	4.71	4,706.46	4,937.51	-4.68	5.83
Honduras	5	1,080.80	1,114.37	-3.01	4.01	2,553.94	2,673.53	-4.47	3.16
India	6	1,044.24	1,023.54	2.02	3.88	3,640.27	3,665.39	-0.69	4.51
Cambodia	7	903.19	1,051.48	-14.10	3.35	2,143.72	2,481.98	-13.63	2.66
Mexico	8	879.62	898.40	-2.09	3.27	3,401.78	3,556.80	-4.36	4.21
El Salvador	9	824.57	813.00	1.42	3.06	1,941.47	1,950.01	-0.44	2.41
Pakistan	10	534.70	590.97	-9.52	1.99	1,262.39	1,433.38	-11.93	1.56
Nicaragua	11	530.80	485.39	9.36	1.97	1,472.14	1,466.99	0.35	1.82
Sri Lanka	12	470.99	484.12	-2.71	1.75	1,967.30	2,037.45	-3.44	2.44
Guatemala	13	364.66	350.16	4.14	1.35	1,379.75	1,426.49	-3.28	1.71
Haiti	14	334.38	336.36	-0.59	1.24	848.67	895.28	-5.21	1.05
Thailand	15	310.15	322.11	-3.71	1.15	901.46	1,017.78	-11.43	1.12
Philippines	16	304.23	353.70	-13.99	1.13	962.49	1,109.84	-13.28	1.19
Dominican Republic	17	290.14	275.17	5.44	1.08	788.69	793.46	-0.60	0.98
Jordan	18	223.20	217.84	2.46	0.83	1,260.36	1,246.07	1.15	1.56
Egypt	19	194.60	223.53	-12.94	0.72	690.77	849.65	-18.70	0.86
Kenya	20	96.18	104.84	-8.26	0.36	340.54	368.27	-7.53	0.42



## ADDENDUM - APPAREL (CONTINUED)

### Duty-Free Apparel Imports (In SME) in YE December 2016

	Total 2016	Preference 2016	Preference Apparel Imports 2016		
			% Growth 2016	Share 2016	Share 2015
World	26,926,996,908	3,906,766,651	-2.9	14.5	14.8
AGOA	231,241,350	227,831,933	-3.1	98.5	98.5
CAFTA	3,097,990,155	2,224,362,023	-0.7	71.8	73.4
NAFTA	923,629,598	736,624,276	-4.9	79.8	81.8
CBTPA	1,640,505	214,763	-80.7	13.1	74.1
Australia	1,008,237	555,427	5.9	55.1	59.0
Bahrain	12,813,979	11,931,477	-31.5	93.1	99.8
Chile	311,034	213,666	3.1	68.7	92.8
Colombia	29,073,926	26,149,016	-12.1	89.9	90.1
Egypt	194,603,928	190,045,773	-10.7	97.7	95.2
Haiti	334,376,921	144,353,344	-17.74	43.2	52.2
Israel	7,776,644	4,359,572	5.5	56.1	37.2
Jordan	223,200,704	217,019,962	0.8	97.2	98.8
Korea	67,012,870	55,315,360	4.3	82.5	77.1
Morocco	18,657,806	3,432,972	-36.9	18.4	35.9
Oman	5,442,793	5,386,158	48.9	99.0	94.8
Panama	320,637	50,198	-12.8	15.7	19.5
Peru	60,306,803	58,787,459	8.3	97.5	96.8
Singapore	1,489,491	133,272	-21.3	8.9	9.0



## ADDENDUM - FABRICS

### U.S. General Imports - Fabrics (In Millions) in YE December 2016

		Square Meter Equivalents (SMEs)				U.S. Customs Value			
Region	Rank	2016	2015	% Change	% Share	2016	2015	% Change	% Share
World		12,622.941	11,988.412	5.29	100	6,144.433	6,469.500	-5.02	100
NAFTA		1,246.007	1,171.941	6.32	9.87	700.577	707.203	-0.94	11.4
ASEAN		1,042.484	1,065.859	-2.19	8.26	337.582	375.999	-10.22	5.49
CAFTA		20.604	23.304	-11.59	0.16	16.078	13.521	18.91	0.26
Sub-Sahara Africa		14.911	16.879	-11.66	0.12	6.865	8.229	-16.58	0.11
Country	Rank	2016	2015	% Change	% Share	2016	2015	% Change	% Share
China	1	4,854.136	4,560.530	6.44	38.45	1,861.854	1,959.658	-4.99	30.3
India	2	1,146.017	995.843	15.08	9.08	379.599	376.444	0.84	6.18
Korea	3	854.236	802.366	6.46	6.77	496.166	510.823	-2.87	8.08
Vietnam	4	779.340	836.043	-6.78	6.17	188.480	221.511	-14.91	3.07
Canada	5	734.718	743.573	-1.19	5.82	367.950	389.674	-5.57	5.99
Taiwan	6	517.577	540.372	-4.22	4.1	328.606	364.088	-9.75	5.35
Mexico	7	511.289	428.368	19.36	4.05	332.627	317.528	4.75	5.41
Germany	8	451.646	398.018	13.47	3.58	246.607	235.413	4.76	4.01
Turkey	9	373.460	370.546	0.79	2.96	187.889	198.268	-5.23	3.06
Japan	10	259.229	240.075	7.98	2.05	364.614	353.522	3.14	5.93
Israel	11	234.828	295.804	-20.61	1.86	66.533	98.567	-32.5	1.08
Italy	12	233.266	251.905	-7.4	1.85	324.878	360.791	-9.95	5.29
Saudi Arabia	13	175.304	136.701	28.24	1.39	33.481	31.768	5.39	0.54
Pakistan	14	131.121	154.925	-15.37	1.04	95.298	115.293	-17.34	1.55
Thailand	15	130.592	119.105	9.64	1.03	81.837	84.457	-3.1	1.33
Luxemburg	16	116.626	101.245	15.19	0.92	54.449	82.289	-33.83	0.89
Russia	17	102.576	29.421	248.65	0.81	16.162	5.204	210.58	0.26
Indonesia	18	100.682	61.058	64.9	0.8	52.884	52.910	-0.05	0.86
France	19	100.354	103.934	-3.44	0.8	76.004	83.553	-9.03	1.24
United Arab Emirates	20	72.815	101.502	-28.26	0.58	29.353	40.885	-28.21	0.48





## ADDENDUM - MADE-UPS

### U.S. General Imports - Made-Ups (In Millions) in YE December 2016

		Square Meter Equivalent (SMEs)				U.S. Customs Value			
Region	Rank	2016	2015	% Change	% Share	2016	2015	% Change	% Share
World		20,379.746	21,168.007	-3.72	100	16,624.126	18,869.255	-11.9	100
NAFTA		878.194	838.934	4.68	4.31	785.394	768.631	2.18	4.72
ASEAN		543.309	644.237	-15.67	2.67	534.688	817.666	-34.61	3.22
CAFTA		62.675	63.238	-0.89	0.31	48.030	53.845	-10.8	0.29
SubSahara Africa		4.337	4.700	-7.74	0.02	6.219	4.691	32.57	0.04
Country	Rank	2016	2015	% Change	% Share	2016	2015	% Change	% Share
China	1	13,471.425	14,287.244	-5.71	66.1	8,549.227	10,492.090	-18.52	51.43
India	2	2,392.237	2,289.020	4.51	11.74	3,121.244	3,134.342	-0.42	18.78
Pakistan	3	1,765.732	1,843.387	-4.21	8.66	1,357.071	1,459.896	-7.04	8.16
Mexico	4	745.753	719.286	3.68	3.66	584.327	585.506	-0.2	3.51
Bangladesh	5	332.533	326.250	1.93	1.63	185.960	200.306	-7.16	1.12
Vietnam	6	312.800	345.966	-9.59	1.53	315.326	487.175	-35.27	1.9
Turkey	7	208.646	191.993	8.67	1.02	587.689	503.522	16.72	3.54
Israel	8	175.789	128.618	36.68	0.86	117.068	101.118	15.77	0.7
Canada	9	132.441	119.648	10.69	0.65	201.067	183.126	9.8	1.21
Indonesia	10	103.960	131.216	-20.77	0.51	61.157	86.971	-29.68	0.37
Taiwan	11	97.667	101.996	-4.24	0.48	85.768	103.914	-17.46	0.52
Cambodia	12	63.957	68.763	-6.99	0.31	41.870	58.528	-28.46	0.25
Portugal	13	58.754	73.075	-19.6	0.29	126.402	136.304	-7.26	0.76
Italy	14	54.520	51.711	5.43	0.27	153.987	180.935	-14.89	0.93
Bahrain	15	53.841	53.062	1.47	0.26	78.656	76.115	3.34	0.47
Egypt	16	48.460	50.933	-4.85	0.24	165.916	169.126	-1.9	1
Korea	17	42.665	37.285	14.43	0.21	69.079	68.526	0.81	0.42
Germany	18	35.268	26.667	32.25	0.17	58.071	49.464	17.4	0.35
Thailand	19	32.406	51.737	-37.36	0.16	60.580	90.739	-33.24	0.36
Honduras	20	27.412	20.642	32.8	0.13	13.692	10.736	27.53	0.08



## ADDENDUM - Yarn

### U.S. General Imports - Yarn (In Millions) in YE December 2016

		Square Meter Equivalents (SMEs)				U.S. Customs Value			
Region	Rank	2016	2015	% Change	% Share	2016	2015	% Change	% Share
World		2,987.550	3,151.787	-5.21	100	1,240.220	1,424.593	-12.94	100
NAFTA		444.776	471.313	-5.63	14.89	308.066	334.156	-7.81	24.84
ASEAN		377.454	453.640	-16.79	12.63	125.609	157.570	-20.28	10.13
CAFTA		15.558	19.810	-21.47	0.52	7.460	8.230	-9.35	0.6
Sub-Sahara Africa		0.353	0.630	-43.86	0.01	2.228	4.128	-46.03	0.18
Country	Rank	2016	2015	% Change	% Share	2016	2015	% Change	% Share
China	1	637.716	634.930	0.44	21.35	200.045	226.631	-11.73	16.13
Korea	2	583.731	565.382	3.25	19.54	95.069	101.115	-5.98	7.67
Mexico	3	288.100	321.729	-10.45	9.64	148.480	165.156	-10.1	11.97
Indonesia	4	261.435	310.723	-15.86	8.75	83.899	103.851	-19.21	6.76
India	5	246.925	255.761	-3.45	8.27	81.494	94.278	-13.56	6.57
Turkey	6	160.656	139.509	15.16	5.38	77.713	97.615	-20.39	6.27
Canada	7	156.676	149.584	4.74	5.24	159.586	169.001	-5.57	12.87
Taiwan	8	150.779	160.526	-6.07	5.05	52.203	56.723	-7.97	4.21
Portugal	9	58.199	76.729	-24.15	1.95	23.689	33.492	-29.27	1.91
Pakistan	10	48.455	52.833	-8.29	1.62	16.216	19.464	-16.69	1.31
Germany	11	39.974	48.696	-17.91	1.34	34.219	42.940	-20.31	2.76
Thailand	12	38.601	38.939	-0.87	1.29	18.722	19.684	-4.89	1.51
Malaysia	13	35.274	39.026	-9.62	1.18	7.737	9.741	-20.57	0.62
Vietnam	14	34.555	51.072	-32.34	1.16	11.554	17.446	-33.77	0.93
Japan	15	31.034	42.126	-26.33	1.04	21.701	27.265	-20.41	1.75
Latvia	16	27.706	36.013	-23.07	0.93	3.901	5.889	-33.75	0.31
Italy	17	20.015	29.566	-32.3	0.67	37.997	51.401	-26.08	3.06
Spain	18	19.858	19.264	3.08	0.66	11.364	10.900	4.26	0.92
France	19	14.053	15.088	-6.86	0.47	23.296	25.734	-9.48	1.88
Czech Republic	20	11.143	20.522	-45.7	0.37	4.566	8.177	-44.16	0.37

