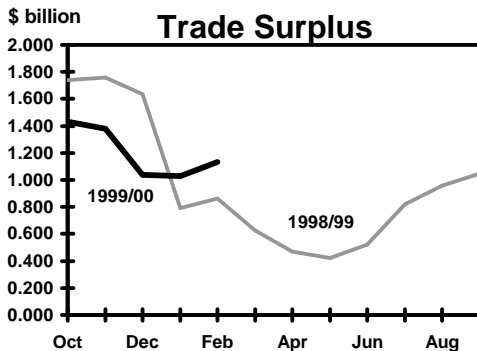


U.S. Agricultural Trade Update

Economic Research Service
U.S. Department of Agriculture

April 25, 2000



Summary—The \$22 billion October-February U.S. agricultural exports are virtually unchanged from last fiscal year. While the trade surplus for February is up more than \$100 million from January, the cumulative surplus is down by about \$720 million, an 11-percent decline. The reason is that year-to-date imports are up \$748 million, a 5-percent jump.

February's exports gained 4 percent from January as foreign demand for red meat, poultry, soybeans, tobacco, and feeds rose. Wheat and corn lost export sales in February.

Exports—Bulk commodity shipments are \$471 million below fiscal 1999's year-to-date value. All bulk commodities are posting declines, led by wheat. In volume, bulk shipments are up 4.7 percent as corn, soybeans, and cotton all gained.

Larger shipments of *corn*, up 528,000 tons, have not been sufficient to offset lower corn prices. Cumulative export value of \$1.9 billion has slipped by close to \$80 million from last year. Volume shipments to Mexico and South Korea show the biggest declines. China's corn exports are displacing U.S. sales in South Korea. In Mexico, import permits allotted to farmers have been lagging, and sorghum imports from the United States have substituted as feed.

Wheat exports of \$1.3 billion from October to February are significantly lower in value and volume compared with 1999. The overall decline in export volume is 578,000 tons.

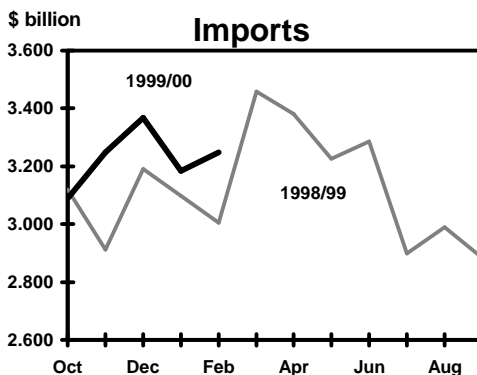
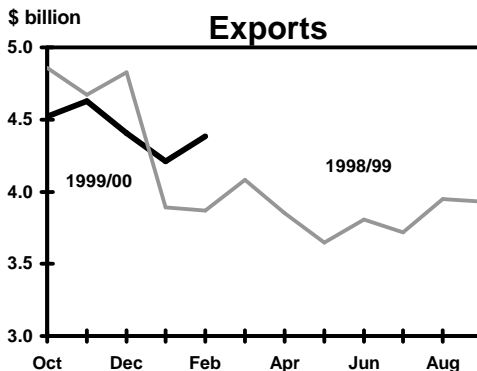
Volume shipments to Asia and Latin America declined as demand from China, Japan, and Indonesia fell. Competing supplies from Australia and Argentina are partly responsible, along with increased production in China.

Cotton exports are significantly reduced—\$685 million compared with \$800 million in 1999. Even a 10-percent cumulative increase in volume shipments to 581,000 tons was not enough to overcome lower cotton prices. Bigger shipments to Southeast Asia and Turkey are being countered by smaller shipments to Mexico and East Asia. Part of the reason for larger shipments in late 1999 was the year-end expiration of Step 2 marketing loan payments. Also, last year's drought-diminished crop is still being shipped.

While year-to-date *soybean* exports of \$2.8 billion are about equal to last year, higher volume shipments, up 1.6 million tons, were needed to offset lower prices. Larger shipments to the European Union and Asia more than offset lower sales to Central America, which so far has imported more soybeans from South America. Because of the euro's weakness against the dollar, import costs are favoring U.S. soybeans over soybean meal sales to the EU.

A \$500-million year-to-date increase in *high-value product* (HVP) exports has offset lower bulk export sales. Rising foreign demand for red meat, poultry, hides, sugar, and vegetables is keeping the U.S. farm trade balance positive. Higher red meat sales to Mexico, Canada, Japan, South Korea, and Russia are behind the \$567 million rise in U.S. meat exports. Larger sales of poultry meat to Russia, Hong Kong, and Mexico are also credited for helping push HVP exports up.

Imports—Despite the drop in noncompetitive imports of coffee, cocoa, bananas, and rubber, competitive imports of \$12.7 billion surged \$803 million compared with last year. Meat and animal imports are leading the rise, followed by wine and beer, then nuts. These income-sensitive imports are responding to Americans' overall consumption growth. In contrast, imports of grains and oilseeds have shrunk. Lower prices of noncompetitive tropical imports are largely responsible for reduced value of these imports. [Andy Jerardo, 202-694-5323]



In terms of penetration and intensity, U.S. agricultural exports are highly competitive in world markets. Despite having only a 13-percent share of world export value in farm products in 1998, U.S. export penetration as measured by market share exceeded 13 percent in half of its major markets. These 41 major markets represent 93 percent of total U.S. export value (see Table A). A strong "gravity" factor accounts for larger market shares in geographically closer countries. U.S. export intensity, as shown in Table B, also reflects high relative competitiveness in more than half of these countries. More than 80 percent of U.S. agricultural export sales in fiscal 1999 were in these export-intensive markets. (See article following page 4.)

Next Update: May 25, 2000

Table 1--U.S. agricultural exports: Quantity and value by commodity

Quantity and unit	October-February				February			
	Thousand units		Thousand dollars		Thousand units		Thousand dollars	
	1999	2000	1999	2000	1999	2000	1999	2000
Total agricultural exports (NA)	0	0	22,117,996	22,147,138	0	0	3,870,204	4,382,048
Animals & animal prods (NA)	0	0	4,159,280	5,013,091	0	0	786,624	1,096,620
Animals live - ex poultry (NA)	0	0	307,565	395,731	0	0	21,822	40,155
Cattle & calves - live (NO)	135	252	70,682	140,829	17	38	8,373	21,380
Horses, mules, burros-live (NO)	42	52	205,467	228,817	3	5	8,581	12,471
Swine - live (NO)	176	40	13,513	5,422	22	15	1,776	1,930
Sheep, live (NO)	165	166	6,197	7,872	14	28	516	1,520
Other live animals (NA)	0	0	11,706	12,792	0	0	2,576	2,854
Meats & meat prods (MT)	835	1,069	1,764,598	2,332,022	163	254	361,725	556,439
Beef & veal (MT)	312	377	980,933	1,328,096	61	91	200,693	313,765
Beef & veal - fr or froz (MT)	303	369	947,532	1,299,085	60	89	195,951	307,985
Beef - prep or pres (MT)	8	8	33,401	29,011	1	2	4,742	5,780
Horsemeat-fr, chill, froz (MT)	4	5	14,790	14,517	1	1	2,328	2,369
Lamb,mutton or goat-fr,ch,frz(MT)	1	1	4,098	2,349	0	0	400	588
Pork (MT)	156	220	383,591	559,130	29	65	74,073	154,210
Pork - fr or froz (MT)	141	195	347,903	499,684	26	60	68,113	140,674
Pork - prep or pres (MT)	15	25	35,688	59,446	3	6	5,960	13,536
Variety meats, edible offals (MT)	194	248	274,018	308,479	42	54	64,096	62,054
Other meats - fr or prep (MT)	167	217	107,168	119,451	30	43	20,135	23,453
Poultry & poultry prods (NA)	0	0	853,189	973,380	0	0	152,376	215,227
Poultry - live (NA)	24,758	19,370	46,376	41,609	4,207	3,614	8,098	6,490
Baby chicks (NO)	20,434	15,233	39,923	36,152	3,449	2,833	7,046	5,646
Other live poultry (NA)	4,324	4,137	6,453	5,456	758	782	1,052	844
Poultry meats (MT)	934	1,262	718,178	853,708	192	316	129,317	194,714
Chickens - fr or froz (MT)	829	1,149	556,799	676,256	174	297	103,644	166,049
Turkeys - fr or froz (MT)	68	74	73,643	86,590	12	14	11,818	15,274
Other poultry - fr or froz (MT)	3	4	5,486	5,697	0	0	865	575
Poultry meats-prep or pres(MT)	33	35	82,249	85,165	5	5	12,989	12,816
Feathers & downs, crude (MT)	1	2	5,346	7,462	0	0	1,074	1,299
Eggs (NA)	0	0	83,288	70,602	0	0	13,888	12,724
Dairy prods (NA)	0	0	363,549	432,056	0	0	69,368	99,128
Evap & condensed milk (MT)	2	3	1,442	1,888	0	1	146	511
Nonfat dry milk (MT)	30	86	44,278	119,746	9	29	11,622	37,910
Butter & anhyd milkfat (MT)	0	1	823	1,420	0	0	182	289
Cheese (MT)	15	16	50,734	51,383	3	3	9,609	7,581
Whey, fluid or dried (NA)	0	0	51,747	60,094	0	0	10,631	11,600
Other dairy prods (NA)	0	0	214,524	197,525	0	0	37,178	41,238
Fats, oils, & greases (MT)	613	477	266,461	194,020	130	95	55,882	36,502
Lard (MT)	30	41	15,145	19,100	6	10	2,746	4,580
Tallow - inedible (MT)	417	305	171,980	107,806	91	62	36,012	20,238
Other animal fats & oils (MT)	166	131	79,336	67,114	33	23	17,125	11,684
Hides & skins, incl furs (NA)	0	0	445,981	511,561	0	0	94,054	115,584
Bovine hides - whole (NO)	7,275	8,027	347,810	413,322	1,500	1,667	71,708	87,718
Other cattle hides - pieces (NA)	0	0	23,854	17,553	0	0	2,960	2,063
Calf skins, whole (PC)	663	495	11,240	10,274	137	77	2,330	1,385
Horse hides, whole (PC)	45	105	1,075	3,414	3	29	78	1,011
Sheep and lamb skins (PC)	0	0	2,609	5,592	0	0	538	1,202
Other hides & skins,ex furs(NA)	3,784	3,393	25,314	22,627	511	720	3,772	4,640
Furskins (NA)	0	0	34,080	38,779	0	0	12,667	17,565
Mink pelts (NO)	1,041	1,273	23,959	29,147	445	715	8,851	15,141
Other furskins (NA)	0	0	10,121	9,632	0	0	3,816	2,425
Wool & mohair (MT)	1	2	6,448	9,095	0	0	1,016	1,062
Sausage casings (MT)	10	10	28,603	28,261	2	2	5,691	6,173
Bull semen (NA)	0	0	26,660	23,973	0	0	5,056	3,939
Misc animal prods - other (NA)	0	0	96,227	112,992	0	0	19,635	22,411
Grains & feeds (MT)	42,336	43,103	6,074,046	5,780,717	7,800	7,775	1,119,565	1,100,053
Wheat, unmilled (MT)	11,547	10,969	1,504,246	1,342,201	1,736	1,712	231,308	208,523
Wheat flour (MT)	362	447	81,824	62,567	65	121	13,540	18,263
Bulqur wheat (MT)	7	0	1,171	46	2	0	301	3
Other wheat prods (MT)	36	45	35,677	41,216	6	9	6,495	8,407
Rice-paddy, milled, parb. (MT)	1,749	1,717	570,044	495,994	310	362	108,622	109,651
Feed grains & prods (MT)	22,849	24,079	2,322,915	2,295,690	4,574	4,353	468,468	444,501
Feed grains (MT)	22,559	23,827	2,230,641	2,211,187	4,525	4,309	454,063	429,154
Barley (MT)	219	304	26,732	38,334	62	45	6,943	6,870
Corn (MT)	20,016	20,544	1,979,761	1,900,360	3,777	3,649	380,795	363,078
Grain sorghums (MT)	2,314	2,970	222,885	271,268	684	612	66,077	58,821
Oats (MT)	9	6	1,246	789	2	2	248	299
Rye (MT)	0	4	18	436	0	1	0	85
Feed grain prods (MT)	290	251	92,274	84,504	49	44	14,404	15,347
Popcorn (MT)	42	39	26,380	25,430	9	7	5,368	6,314
Blended food prods (MT)	143	111	41,307	29,526	27	29	7,324	7,293
Other grain prods (MT)	476	428	480,807	479,347	113	87	90,225	90,372
Feeds & fodders, ex oilcake (MT)	5,125	5,270	1,009,675	1,008,699	958	1,095	187,914	206,725
Corn by-products (MT)	2,336	2,368	244,655	251,012	372	497	41,416	53,656
Alfalfa meal & cubes (MT)	125	96	18,486	14,247	27	16	3,512	2,669
Beet pulp (MT)	259	311	31,426	36,535	41	67	4,623	8,296
Citrus pulp pellets (MT)	278	329	26,103	22,577	107	112	9,622	7,229
Other feeds & fodders (MT)	2,127	2,167	689,005	684,328	412	402	128,741	134,874
Fruits & prep, ex juice (MT)	1,298	1,220	1,040,611	1,008,042	250	255	180,757	181,337
Fruits - fr (MT)	1,085	1,035	729,476	728,872	212	220	126,551	133,000
Fruits - fr - citrus (MT)	440	465	252,039	266,835	117	146	66,236	81,822
Grapefruit - fresh (MT)	245	239	122,901	127,910	77	86	38,841	48,216
Lemons & limes - fresh (MT)	55	48	39,102	37,178	10	8	6,908	5,734
Oranges & tangerines-fresh(MT)	138	175	88,865	100,060	29	52	20,289	27,777

Table 1--U.S. agricultural exports: Quantity and value by commodity

Quantity and unit	October-February				February			
	Thousand units		Thousand dollars		Thousand units		Thousand dollars	
	1999	2000	1999	2000	1999	2000	1999	2000
Other citrus - fresh (MT)	1	2	1,171	1,687	0	0	199	95
Fruits - fr - noncitrus (MT)	645	570	477,437	462,038	95	74	60,315	51,178
Apples - fresh (MT)	360	263	202,088	154,052	72	48	40,566	28,949
Berries - fresh (MT)	16	19	30,462	38,036	2	4	4,230	6,615
Cherries - fresh (MT)	3	2	3,078	2,188	0	0	104	287
Grapes - fresh (MT)	109	127	134,288	160,499	1	1	1,485	1,434
Melons - fresh (MT)	37	38	16,796	18,715	5	6	2,494	2,695
Peaches - fresh (MT)	5	7	4,850	6,207	1	1	631	619
Pears - fresh (MT)	86	89	51,563	52,021	10	12	5,860	6,554
Plums - fresh (MT)	8	5	7,280	4,723	0	0	292	520
Other noncitrus - fresh (MT)	22	21	27,032	25,596	3	3	4,655	3,506
Fruits - dried (MT)	95	77	173,652	150,160	16	12	30,000	23,834
Raisins - dried (MT)	49	33	87,207	63,541	9	4	16,311	7,752
Prunes - dried (MT)	33	30	62,679	61,378	6	6	10,704	12,796
Other dried fruits (MT)	13	14	23,766	25,241	1	2	2,985	3,285
Fruits - canned ex juice (MT)	68	60	65,263	58,500	12	14	11,543	12,243
Fruits - froz ex juice (MT)	19	15	29,083	21,143	3	2	4,907	3,628
Other fruits - prep or pres (MT)	32	33	43,137	49,366	7	6	7,757	8,632
Fruit juices incl froz (HL)	4,068	4,337	253,726	263,023	869	833	54,501	51,181
Apple juice (HL)	128	151	14,978	17,869	24	27	3,232	3,014
Grape juice (HL)	370	311	26,994	26,205	80	67	5,906	5,900
Grapefruit juice (HL)	223	320	15,469	18,738	52	79	3,722	5,001
Orange juice (HL)	1,945	1,964	111,836	106,974	430	367	23,485	20,275
Other fruit juices (HL)	1,401	1,591	84,448	93,236	283	292	18,156	16,991
Wine (HL)	925	1,087	193,865	211,418	171	205	34,098	40,602
Nuts & prep (MT)	255	284	655,112	567,265	36	42	92,636	82,630
Almonds (shelled basis) (MT)	90	106	354,248	267,265	14	15	53,857	40,790
Filberts (MT)	7	7	12,337	12,713	0	1	607	1,293
Peanuts, shelled or prep (MT)	80	93	81,102	92,755	13	17	13,104	16,970
Pistachios (MT)	14	9	55,313	39,981	2	1	9,180	6,797
Walnuts, shelled/unshelled (MT)	48	46	103,423	96,297	3	3	8,425	7,486
Pecans, shelled or unshelled (MT)	4	4	19,411	23,582	1	1	3,682	5,015
Other nuts, shelled or prep (MT)	13	19	29,279	34,671	2	3	3,781	4,280
Vegetables & prep (NA)	0	0	1,798,626	1,855,132	0	0	328,052	336,280
Vegetables - fresh (MT)	717	787	424,526	443,508	135	149	77,371	85,037
Asparagus - fresh (MT)	4	4	10,604	11,869	2	2	5,100	6,805
Broccoli - fresh (MT)	66	63	42,946	42,247	13	14	7,565	8,181
Carrots - fresh (MT)	36	36	20,971	21,786	9	9	5,250	5,328
Cabbage - fresh (MT)	17	16	7,109	7,093	3	4	1,355	1,532
Celery - fresh (MT)	55	52	17,944	22,126	11	11	3,213	4,534
Cauliflower - fresh (MT)	42	33	28,081	21,561	8	7	4,905	4,251
Corn, sweet - fresh (MT)	5	5	2,756	3,318	1	2	522	1,098
Cucumbers - fresh (MT)	11	11	5,975	6,753	1	2	972	1,098
Garlic - fresh (MT)	4	4	6,314	4,965	0	0	584	354
Lettuce - fresh (MT)	142	145	70,016	75,235	26	27	12,171	12,785
Mushrooms - fresh (MT)	3	3	8,193	8,164	0	0	765	856
Onions and shallots-fresh (MT)	101	162	35,723	43,429	15	23	5,585	6,260
Peppers - fresh (MT)	28	28	22,752	27,797	5	5	4,253	5,379
Potatoes - fresh (MT)	62	72	22,006	24,134	14	16	4,762	5,199
Tomatoes - fresh (MT)	55	61	53,708	47,393	10	11	7,749	8,179
Other fresh vegetables (MT)	86	90	69,427	75,637	16	16	12,619	13,196
Vegetables - froz (MT)	282	277	220,663	216,733	48	51	36,671	40,094
Corn, sweet, frozen (MT)	29	28	25,157	23,589	6	4	4,808	3,823
Potatoes - frozen (MT)	201	199	146,576	144,966	33	37	23,443	26,986
Other frozen vegetables (MT)	52	51	48,930	48,179	9	9	8,421	9,285
Vegetables - canned (MT)	178	182	148,237	148,278	33	30	28,382	24,530
Pulses (MT)	285	244	141,284	123,576	42	37	21,565	17,256
Dried beans (MT)	198	170	108,903	95,575	26	22	14,465	12,100
Dried peas (MT)	63	44	23,027	15,319	10	10	4,796	2,843
Dried lentils (MT)	24	30	9,354	12,683	6	5	2,304	2,312
Hops, incl hop ext (MT)	4	5	42,626	45,425	1	1	5,777	7,344
Other veg - prep or pres (NA)	0	0	821,290	877,612	0	0	158,286	162,020
Oilseeds & prods (MT)	18,398	19,556	4,644,787	4,322,140	2,843	3,577	714,423	823,189
Oilcake & meal (MT)	3,270	3,324	552,787	593,688	684	527	114,053	95,296
Bran, hulls, legum. veg. (MT)	198	159	15,093	11,811	30	27	2,375	1,828
Corn oilcake & meal (MT)	34	29	3,643	3,003	6	10	595	1,083
Soybean meal (MT)	2,956	3,059	522,269	567,636	629	478	108,367	90,157
Other oilcake & meal (MT)	81	77	11,783	11,238	19	13	2,717	2,228
Oilseeds (MT)	13,805	15,208	3,151,766	3,089,604	1,920	2,868	431,612	613,221
Rapeseed (MT)	117	77	27,791	17,080	9	8	2,081	2,205
Safflower seeds (MT)	9	16	1,763	5,968	0	5	10	2,161
Soybeans (MT)	13,166	14,772	2,825,820	2,814,061	1,820	2,805	380,205	564,510
Sunflowerseeds (MT)	138	89	57,872	43,438	8	9	5,981	6,053
Peanuts, incl oilstock (MT)	22	21	18,055	16,688	2	5	1,770	3,496
Other oilseeds (MT)	293	177	66,616	43,024	68	26	13,465	6,835
Protein substances (MT)	60	56	153,849	149,345	13	11	28,100	27,962
Vegetable oils (MT)	1,322	1,025	940,234	638,848	239	182	168,758	114,672
Soybean oil (MT)	629	332	389,433	146,854	105	69	63,173	31,513
Cottonseed oil (MT)	24	30	15,665	16,732	5	4	3,346	2,477
Sunflower oil (MT)	171	158	111,785	87,297	47	10	30,469	9,466
Corn oil (MT)	196	192	151,425	125,225	31	38	22,977	22,932
Peanut oil (MT)	3	4	2,607	2,938	0	1	235	904
Rapeseed oil (MT)	69	54	42,677	23,193	4	13	2,274	5,117
Safflower oil (MT)	17	5	17,108	5,855	5	1	5,442	1,707

Table 1--U.S. agricultural exports: Quantity and value by commodity

Quantity and unit	October-February				February			
	Thousand units		Thousand dollars		Thousand units		Thousand dollars	
	1999	2000	1999	2000	1999	2000	1999	2000
Other veg oils & waxes (MT)	215	249	209,534	230,753	42	44	40,842	40,556
Tobacco - unmfq (MT)	99	80	646,972	554,093	24	23	149,078	136,101
Tobacco - light air-cured (MT)	11	10	92,235	81,583	5	3	37,425	22,000
Tobacco - flue cured (MT)	67	47	451,576	339,006	12	13	94,299	95,499
Other tobacco - unmfq (MT)	21	23	103,161	133,504	7	7	17,354	18,603
Cotton, ex linters (MT)	528	581	799,892	685,110	40	160	63,522	181,324
Cotton linters (MT)	14	28	5,716	9,362	3	8	1,071	3,125
Essential oils (MT)	17	19	194,830	216,376	4	4	40,115	40,707
Seeds - field & garden (MT)	276	338	442,824	418,544	51	98	88,699	83,274
Sugar & tropical prods (NA)	0	0	596,524	663,836	0	0	101,192	116,303
Sugar & related prods (NA)	0	0	240,039	254,634	0	0	38,814	47,131
Sugar - cane or beet (MT)	81	55	28,392	18,945	9	9	3,059	3,297
Related sugar prods (NA)	0	0	211,647	235,689	0	0	35,755	43,834
Coffee (MT)	20	25	92,459	104,567	3	4	15,547	18,762
Cocoa (MT)	17	24	37,270	51,952	3	3	6,576	4,981
Chocolate & prep (MT)	42	54	130,651	162,211	8	9	22,196	25,660
Tea & mate (MT)	11	10	49,746	41,613	2	2	8,838	8,247
Spices (MT)	12	13	28,162	32,308	2	3	5,269	7,438
Rubber - crude natural (MT)	11	10	17,019	15,988	3	2	3,822	3,985
Fibers ex cotton (MT)	1	1	1,179	563	0	0	129	97
Other misc veg prods (MT)	0	0	180,859	181,231	0	0	33,316	36,562
Nursery & greenhouse prods (NA)	0	0	138,232	134,435	0	0	27,212	23,450
Beverages ex juices (NA)	0	0	292,097	263,322	0	0	55,344	49,310
Selected non-ag exports (NA)	0	0	6,015,113	5,309,341	0	0	1,256,044	1,073,224
Fertilizers (MT)	4	5	1,390,191	1,052,017	1	1	236,542	197,598
Nitrogen (MT)	2	3	1,386,521	1,048,779	1	0	235,644	196,891
Phosphate (MT)	2	2	3,670	3,238	0	0	899	708
Fish & shellfish (MT)	0	0	916,560	1,023,270	0	0	214,424	153,507
Fish - fr or prep (MT)	0	0	499,021	557,517	0	0	119,341	84,774
Shellfish (MT)	0	0	298,471	347,750	0	0	58,601	52,534
Other fish prods (MT)	86	116	119,068	118,003	18	10	36,481	16,199
Ag chemicals (MT)	113	103	652,076	597,481	32	24	181,395	137,337
Fungicides (MT)	16	11	78,174	62,177	4	3	19,399	14,804
Herbicides (MT)	53	53	276,351	269,473	18	14	99,893	67,403
Insecticides (MT)	25	21	186,748	154,913	6	4	37,096	37,464
Other pesticides (MT)	19	19	110,804	110,919	4	4	25,007	17,667
Farm machinery (NA)	0	0	1,289,873	1,148,961	0	0	227,126	261,843
Tractors & self-prop mach (NO)	19	14	489,057	364,765	4	4	69,379	79,441
Other ag machinery & parts (NA)	0	0	800,816	784,196	0	0	157,747	182,401
Tobacco - mfg (NA)	0	0	1,766,413	1,487,611	0	0	396,557	322,938

Tables contain preliminary data. NA = Not available. Zeros in quantity columns indicate none or less than 500 units.

Table 2- Leading markets in fiscal 1999 and 2000 and February 2000

Wheat	metric tons			Corn	metric tons		
	Oct-Feb 1998/99	Oct-Feb 1999/00	February 2000		Oct-Feb 1998/99	Oct-Feb 1999/00	February 2000
Egypt	1,997,079	2,154,736	191,581	Japan	6,336,656	6,283,102	1,220,895
Japan	1,415,111	1,295,883	282,051	China (Taiwan)	1,924,228	2,207,166	298,541
Mexico	668,241	868,670	172,533	Egypt	1,058,140	1,777,766	492,041
Philippines	626,903	756,511	180,891	South Korea	2,614,325	1,442,306	149,526
South Korea	569,485	640,825	156,834	Mexico	1,916,904	1,340,004	225,768
European Union	614,541	614,452	161	Colombia	610,380	800,749	108,331
Nigeria	532,002	455,485	86,384	Saudi Arabia	515,933	568,794	153,850
Pakistan	499,310	409,948	0	Chile	391,513	477,368	65,845
China (Taiwan)	352,591	409,796	72,236	Iran	0	446,249	0
Israel	332,163	324,842	121,668	Venezuela	560,878	400,454	134,755
World	11,546,947	10,968,765	1,712,009	World	20,016,141	20,544,058	3,648,653
Soybeans	Oct-Feb 1998/99	Oct-Feb 1999/00	February 2000	Cotton	Oct-Feb 1998/99	Oct-Feb 1999/00	February 2000
European Union	5176567	6031562	999428	Mexico	156,817	129,908	32,447
Japan	1907841	1844073	411263	Turkey	4,001	62,615	24,383
Mexico	1437161	1480864	361198	Indonesia	28,027	59,100	15,326
China (Mainland)	1140399	1467236	292813	China (Taiwan)	30,316	46,510	11,144
China (Taiwan)	882669	896805	172845	Japan	55,136	37,877	8,958
South Korea	590245	642163	137779	South Korea	45,211	32,140	6,909
Thailand	380580	567632	100670	Hong Kong	41,227	27,415	8,250
Indonesia	342192	513962	94575	Thailand	8,611	25,568	7,372
Israel	215587	241849	70936	Brazil	40	25,453	10,154
Canada	50877	204754	42170	Canada	33,679	23,366	7,176
World	13166274	14771821	2805269	World	527,931	581,382	160,338

U.S. Export Intensity in World Markets

U.S. agricultural exports have been declining in total value after peaking in fiscal 1996. Exports in fiscal 1999 were more than \$10 billion lower than in 1996. Lower export prices for grains and oilseeds starting in 1997, the high real exchange value of the dollar starting in 1996, stronger competition from China and South America, and the Asian currency devaluations and economic downturns in 1997-98 all contributed to the decline. Although U.S. export competitors faced the same factors, many were able to expand market share. Given these unfavorable market conditions, how have U.S. exports performed relative to foreign competitors?

A direct way of gauging U.S. export performance in world markets is to calculate simple market share. This measure and its pattern over time, however, do not provide a complete picture of U.S. performance in comparison with other exporting countries. Trade intensity provides a more accurate assessment of export competitiveness in a market by accounting for the expected export share in the world market. Is U.S. penetration correlated with export intensity, and are their patterns similar over time? Is U.S. penetration of a market different from the average penetration of competitors?

Export Penetration and Intensity

Export penetration as measured by export share is calculated as:

$$XS = X(US,j) / M(j,world)$$

$X(US,j)$ represent U.S. exports to country j , and $M(j,world)$ are country j 's total imports from the world. This ratio shows what percentage of a country's imports originated in the United States. Besides prices, factors such as transport cost, trade barriers, and exchange rates determine the relative performance of U.S. exports. A market share of 50 percent would indicate dominance of U.S. exports over the collective share of rivals. However, market share is not useful in comparing average U.S. penetration against competitors when U.S. export share is low (see Table A).

The bilateral trade intensity index measures relative market competitiveness such that U.S. export share of a country's imports is compared with U.S. export share of world imports. Equivalently, this index compares U.S. exports to a country expressed as a percent of total U.S. exports to the world, with that country's imports expressed as a percent of world imports. That is,

$$XI = [X(US,j) / X(US,world)] / \{M(j,world) / [M(world) - M(US,world)]\}$$

The numerator is country j 's share of total U.S. exports, and the denominator is country j 's share of world imports. If XI equals 1, U.S. export penetration of market j is the same as that of all other exporters' combined penetration of j . If XI is greater than 1, the United States is doing better than its competitors. Thus the index indicates how much U.S. exports to market j deviates from the presumed proportional share of that market's imports from the world. Is that country's imports from the United States larger or smaller than its relative size as measured by its import share of the world?

These measures for market penetration and export intensity reflect the relative advantage of U.S. farm exports against foreign rivals with respect to price and other demand factors. As remaining trade

barriers decline in world markets, competition for market share becomes more intense such that import-price determinants, including transport costs and exchange rates, assume heavier importance.

Patterns of U.S. Export Penetration and Intensity

Estimates in Tables A and B indicate that U.S. agricultural exports are highly competitive based on market penetration and intensity despite having a relatively small share of overall world agricultural exports. The countries listed in Tables A and B are the largest U.S. export markets, representing 93 percent of U.S. agricultural export value in 1999. U.S. export penetration in Table A shows a strong “gravity” factor, which directly relates market share to geographical proximity, including free-trade areas such as NAFTA. In general, the shorter the transport distance from the United States, the higher the U.S. market penetration. U.S. export penetration is highest in Mexico and Canada, followed by Central and South America, then by East Asia. Over the past 25 years, U.S. market share has declined in most countries, except for Canada.

U.S. export intensity in Table B exhibits a general correlation between high export penetration (share) and high export intensity, in part reflecting the gravity model of trade. However, U.S. export intensity, measured by an index of 1 or greater, indicates U.S. agricultural exports were dominant in more than half of the world’s major markets by 1998. These prime markets represented more than 80 percent of U.S. export sales in fiscal 1999. U.S. export intensity increased in Canada and Mexico, apparently due to NAFTA. While U.S. export intensity remains high, a gradual downward trend has been evident in South America, Southeast Asia, South Korea, and Taiwan since the 1970s.

Note that U.S. market penetration of 12 percent or higher in Table A typically entails an export intensity of 1 or higher in Table B. Thus, U.S. exports do not have to dominate a market to successfully compete and do at least as well as competitors in that market. Since total U.S. agricultural exports made up 13 percent of world export value in 1998, a similar average share is assumed or expected in individual markets. U.S. exports in half of the countries listed in Table A capture at least 13 percent of their total imports. But like market penetration, as U.S. export intensity rises in neighboring countries, it tends to fall in more distant countries. Also, trade areas such as the European Union increasingly capture neighboring markets. Nevertheless, U.S. foreign agricultural sales are still more than holding up against competitors.

Information contact: Andy Jerardo, (202) 694-5323, ajerardo@ers.usda.gov

Reference:

Drysdale, Peter and Ross Garnaut, “Trade Intensities and the Analysis of Bilateral Trade Flows in a Many-Country World: A Survey”, *Hitotsubashi Journal of Economics*, vol. 22, no. 2 (February 1982), pp. 62-84.

Table A

U.S. Export Penetration *

	1976-80	1981-85	1986-90	1991-95	1996-98
	Percent				
NAFTA					
Canada	43.1	39.9	38.4	64.6	64.6
Mexico	77.4	71.8	65.7	64.3	70.5
Central America					
Costa Rica	38.2	45.3	49.5	60.2	54.0
Dominican Rep.	86.9	98.9	89.8	72.1	83.1
Panama	62.1	59.4	57.3	52.5	53.3
South America					
Argentina	5.3	6.8	10.3	11.0	14.9
Brazil	23.9	32.5	13.2	8.2	8.8
Chile	31.5	38.3	16.3	14.4	10.3
Colombia	54.6	48.7	37.4	32.0	33.6
Ecuador	74.5	63.1	60.1	40.9	34.1
Peru	47.9	43.2	24.1	22.0	20.1
Venezuela	33.4	47.1	48.0	33.0	33.1
East Asia					
Japan	32.4	35.4	28.2	26.7	27.3
China	11.9	13.1	7.0	8.2	10.5
Hong Kong	13.5	11.3	9.8	11.7	14.9
South Korea	27.1	20.1	11.9	32.0	33.0
Taiwan	43.9	36.9	31.5	28.7	25.0
Southeast Asia					
Indonesia	24.9	27.6	16.8	15.1	14.9
Malaysia	5.9	7.9	5.7	8.3	11.0
Philippines	47.8	47.1	35.8	34.3	30.7
Singapore	5.9	6.7	5.0	5.2	5.2
Thailand	32.9	26.9	15.7	16.2	19.7
South Asia					
Bangladesh	38.2	24.6	18.9	17.4	9.3
India	27.0	23.8	11.7	11.8	4.9
Pakistan	31.3	24.5	27.1	16.1	16.8
Middle East					
Israel	42.2	36.2	27.6	25.9	25.7
Saudi Arabia	12.5	9.4	12.7	13.4	11.8
Turkey	3.0	24.5	13.5	16.3	17.6
North Africa					
Algeria	10.3	9.6	18.6	18.1	10.4
Egypt	33.3	25.8	26.1	32.1	28.8
Morocco	16.3	24.6	26.0	15.7	11.6
Tunisia	15.1	18.6	15.8	16.0	11.8
Sub-Saharan					
Nigeria	16.5	22.1	8.9	10.7	9.8
South Africa	13.2	22.4	7.2	15.5	13.1
Oceania					
Australia	12.6	12.5	11.0	16.4	12.2
New Zealand	11.8	13.9	10.4	9.5	9.9
Europe					
European Union	30.6	28.3	14.4	13.7	14.1
Norway	13.9	13.5	6.9	6.5	4.8
Switzerland	9.1	10.7	4.0	3.8	6.1
Poland	21.5	12.8	5.9	5.1	4.0
Russia	14.5	10.2	10.5	9.8	9.9

* Average of calendar-year FATUS agricultural export values divided by
FAO food and animal import values.

Table B

Export Intensity Index	1976-80	1981-85	1986-90	1991-95	1996-98
	calendar-year average				
NAFTA					
Canada	2.6	2.4	3.2	5.2	5.0
Mexico	4.6	4.4	5.5	5.2	5.4
Central America					
Costa Rica	2.3	2.8	4.1	4.9	4.1
Dominican Rep.	5.2	6.1	7.5	5.8	6.4
Panama	3.7	3.6	4.7	4.2	4.1
South America					
Argentina	0.3	0.4	0.9	0.9	1.1
Brazil	1.4	2.0	1.1	0.7	0.7
Chile	1.9	2.3	1.4	1.2	0.8
Colombia	3.3	3.0	3.1	2.6	2.6
Ecuador	4.5	3.9	5.0	3.3	2.6
Peru	2.9	2.6	2.0	1.8	1.5
Venezuela	2.0	2.9	4.0	2.7	2.5
East Asia					
Japan	1.9	2.2	2.3	2.2	2.1
China	0.7	0.8	0.6	0.7	0.8
Hong Kong	0.8	0.7	0.8	0.9	1.1
South Korea	3.4	3.1	3.5	2.6	2.5
Taiwan	2.6	2.2	2.6	2.3	1.9
Southeast Asia					
Indonesia	1.5	1.7	1.4	1.2	1.1
Malaysia	0.4	0.5	0.5	0.7	0.8
Philippines	2.9	2.9	3.0	2.8	2.3
Singapore	0.4	0.4	0.4	0.4	0.4
Thailand	2.0	1.6	1.3	1.3	1.5
South Asia					
Bangladesh	2.3	1.5	1.6	1.4	0.7
India	1.6	1.4	1.0	0.9	0.4
Pakistan	1.9	1.5	2.2	1.3	1.3
Middle East					
Israel	2.5	2.2	2.3	2.1	2.0
Saudi Arabia	0.8	0.6	1.1	1.1	0.9
Turkey	0.2	1.4	1.1	1.3	1.4
North Africa					
Algeria	0.6	0.6	1.5	1.5	0.8
Egypt	2.0	1.6	2.2	2.6	2.2
Morocco	1.0	1.5	2.2	1.3	0.9
Tunisia	0.9	1.1	1.3	1.3	0.9
Sub-Saharan					
Nigeria	1.0	1.4	0.7	0.9	0.7
South Africa	0.8	1.4	0.6	1.3	1.0
Oceania					
Australia	0.8	0.8	0.9	1.3	0.9
New Zealand	0.7	0.8	0.9	0.8	0.8
Europe					
European Union 1/	1.8	1.7	1.2	1.1	1.1
Norway	0.8	0.8	0.6	0.5	0.4
Switzerland	0.5	0.6	0.3	0.3	0.5
Poland	1.3	0.8	0.5	0.4	0.3
Russia 2/	0.9	0.6	0.8	0.8	0.8

1/ 1976-85 EU imports excluding intra-trade were estimated as 35 percent of EU-15 total agricultural import value.

2/ Russian trade value from 1976 to 1991 were estimated from trade by former Soviet Union.

Table 3--U.S. agricultural imports: Quantity and value by commodity

Quantity and unit	October-February				February			
	Thousand units		Thousand dollars		Thousand units		Thousand dollars	
	1999	2000	1999	2000	1999	2000	1999	2000
Total agricultural imports (NA)	0	0	15,326,766	16,074,365	0	0	3,005,894	3,248,601
Noncompetitive ag imports (NA)	0	0	3,454,303	3,398,738	0	0	694,384	694,688
Bananas & plantains (MT)	1,661	1,802	458,512	445,547	340	306	93,238	82,031
Coffee, incl prods (MT)	534	577	1,275,503	1,219,923	118	125	285,285	272,652
Cocoa & prods (MT)	373	490	717,447	684,202	79	128	138,832	152,318
Tea (MT)	48	58	89,211	94,903	10	13	16,130	18,516
Spices (MT)	68	69	212,172	222,395	10	11	27,022	30,709
Rubber & allied gums-crude(MT)	494	525	340,277	329,419	94	91	60,325	61,361
Silk - raw (MT)	0	0	272	81	0	0	0	16
Wool, unmfq - carpet (MT)	5	4	10,753	9,200	1	1	2,045	2,156
Fibers, excl cotton (MT)	42	36	17,233	16,717	9	7	3,509	3,125
Essential oils (NA)	0	0	136,611	141,158	0	0	28,784	30,969
Drugs - crude natural (MT)	26	30	196,311	235,192	3	6	39,213	40,836
Competitive ag imports (NA)	0	0	11,872,462	12,675,627	0	0	2,311,510	2,553,914
Animals & prods (NA)	0	0	2,873,296	3,319,782	0	0	498,309	609,263
Animals-live, ex poultry (NO)	0	0	640,759	809,490	0	0	107,435	125,253
Cattle and calves (NO)	933	986	448,943	449,503	177	188	81,096	89,324
Horses, mules, burros (NO)	15	22	101,385	246,363	2	2	9,474	14,308
Swine (NO)	1,686	1,733	72,728	100,426	289	308	13,742	18,953
Sheep, live (NO)	24	21	2,316	2,013	8	5	747	475
Other live animals (NO)	0	0	15,388	11,184	0	0	2,375	2,193
Meats & prods, ex poultry (MT)	0	0	1,158,782	1,405,301	0	0	209,548	270,963
Beef & veal (MT)	344	388	738,312	902,654	61	72	130,543	166,794
Beef & veal - fr or froz (MT)	311	353	627,547	813,352	56	66	113,986	151,186
Beef & veal - prep or pres (MT)	33	35	110,765	89,302	5	6	16,558	15,608
Pork (MT)	139	163	290,646	365,086	26	33	55,084	77,686
Pork - fr or froz (MT)	106	125	187,165	240,368	19	26	34,574	53,483
Pork - prep or pres (MT)	33	38	103,481	124,718	7	8	20,510	24,203
Mutton, goat & lamb (MT)	22	23	71,057	79,464	4	5	13,454	16,702
Horsemeat - fr or froz (MT)	0	0	5	0	0	0	0	0
Variety meats - fr or froz (MT)	21	21	29,744	38,662	3	4	4,963	6,825
Other meats - fr or froz (MT)	2	1	13,038	8,351	0	0	1,897	1,136
Other meats & prods (MT)	5	3	15,979	11,084	1	1	3,607	1,819
Poultry and prods (NA)	0	0	80,849	96,183	0	0	14,510	19,724
Poultry - live (NA)	4,774	4,551	7,607	9,145	852	838	1,409	1,397
Poultry meat (MT)	5	7	14,273	19,149	1	1	2,460	3,263
Eggs (NA)	0	0	6,574	7,903	0	0	1,495	1,705
Feathers & down - crude (MT)	10	10	52,395	59,985	2	2	9,145	13,360
Dairy products (NA)	0	0	665,124	680,725	0	0	108,885	124,453
Milk & cream, fr or dried (MT)	0	0	23,717	18,591	0	0	3,632	4,258
Butter & butterfat mixtures (MT)	13	6	27,250	10,368	2	1	3,551	1,724
Cheese (MT)	88	85	326,007	301,666	13	12	50,821	46,954
Casein & mixtures (MT)	42	50	168,216	189,126	7	10	27,352	38,967
Other dairy prods (NA)	0	0	119,933	160,974	0	0	23,528	32,549
Fats, oils, & greases (MT)	27	51	21,059	35,659	6	9	4,453	6,451
Hides & skins (NA)	0	0	65,889	73,020	0	0	13,259	16,510
Sheep & lamb skins (MT)	1	0	1,947	1,830	0	0	488	126
Other hides & skins (NA)	0	0	38,316	41,757	0	0	7,730	9,410
Furskins (NA)	1,978	1,897	25,626	29,432	405	334	5,041	6,974
Wool-unmfq, apparel grade(MT)	10	6	31,903	17,128	1	1	2,632	3,158
Sausage casings (MT)	6	5	30,591	26,625	1	1	4,847	5,521
Bull semen (NA)	0	0	7,585	8,568	0	0	1,822	2,149
Misc animal prods (NA)	0	0	170,755	167,084	0	0	30,919	35,080
Grains & feeds (MT)	0	0	1,230,094	1,294,568	0	0	225,818	232,755
Wheat, ex seed (MT)	959	627	124,062	76,928	223	158	28,820	19,809
Corn, unmilled (MT)	224	95	21,825	10,826	52	16	4,923	1,824
Oats, unmilled (MT)	617	718	52,342	62,325	99	140	8,803	10,947
Barley, unmilled (MT)	263	296	32,224	39,297	40	32	4,999	4,665
Rice (MT)	146	160	83,801	86,257	26	26	13,842	15,239
Biscuits & wafers (MT)	151	175	361,232	408,879	26	29	59,084	61,607
Pasta & noodles (MT)	129	123	121,969	120,915	23	23	21,798	22,269
Other grains & preps (NA)	0	0	249,239	297,965	0	0	46,660	57,178
Feeds & fodders, ex oilcake(MT)	496	508	183,399	191,177	115	99	36,889	39,218
Fruits & preps (MT)	1,337	1,481	1,047,091	1,108,085	413	400	291,850	295,856
Fruits - fr or froz (MT)	1,053	1,192	769,649	833,017	355	342	236,254	244,089
Apples, fresh (MT)	24	32	13,400	17,126	4	6	2,383	3,866
Avocados (MT)	44	42	47,821	61,006	3	4	3,874	6,298
Berries, excl strawberries (MT)	39	44	65,308	55,912	4	4	8,167	10,540
Citrus, fresh (MT)	152	169	99,839	120,048	33	19	24,549	12,505
Grapes, fresh (MT)	194	182	226,936	227,097	95	94	89,607	100,788
Kiwi fruit, fresh (MT)	5	8	5,349	7,381	1	2	1,417	1,588
Mangoes (MT)	29	41	27,396	36,732	5	9	5,911	9,676
Melons (MT)	328	404	109,413	112,653	129	117	39,662	31,538
Peaches (MT)	41	33	36,690	29,696	16	12	13,001	9,779
Pears (MT)	23	28	22,859	30,619	20	22	16,962	20,009
Pineapples, fresh/frozen (MT)	97	121	38,058	42,844	16	22	4,934	7,077
Plums (MT)	17	15	17,227	15,483	10	8	9,559	7,950
Strawberries, fresh or froz (MT)	17	21	22,874	26,784	8	11	9,450	12,578
Other fruits, fresh or froz (MT)	42	52	36,478	49,637	9	11	6,778	9,897
Fruits - prep or pres (MT)	284	289	277,442	275,068	59	58	55,596	51,767
Pineapples - can. or prep.(MT)	129	135	94,413	84,754	28	27	20,146	16,299
Other fruits - prep or pres (MT)	155	154	183,029	190,315	31	32	35,450	35,469
Fruit juices (HL)	12,441	13,477	301,910	311,037	2,342	2,631	56,449	57,922
Apple juice (HL)	4,415	4,550	74,225	100,345	693	567	11,623	15,071
Grape juice (HL)	599	873	30,365	37,175	121	103	6,015	4,037
Grapefruit juice (HL)	2	105	135	2,377	0	12	15	414
Lemon juice (HL)	169	191	2,712	2,194	47	44	504	524

Table 3--U.S. agricultural imports: Quantity and value by commodity

Quantity and unit	October-February				February			
	Thousand units		Thousand dollars		Thousand units		Thousand dollars	
	1999	2000	1999	2000	1999	2000	1999	2000
Lime juice (HL)	42	74	1,893	1,958	8	9	153	187
Orange juice (HL)	5,632	6,106	131,948	111,956	1,163	1,617	26,317	28,156
Pineapple juice (HL)	1,075	995	32,760	23,623	235	165	7,405	3,898
Other fruit juice (HL)	507	582	27,872	31,409	75	115	4,417	5,634
Nuts & preps (MT)	102	103	287,588	350,056	14	16	46,531	51,151
Brazil nuts (MT)	3	3	7,284	8,206	0	0	959	489
Cashew nuts (MT)	25	33	125,193	204,539	5	5	28,107	32,544
Chestnuts (MT)	5	4	10,981	9,315	0	0	195	112
Coconut meat (MT)	29	34	23,616	31,866	4	6	3,877	5,690
Filberts (MT)	3	4	13,837	13,252	0	0	1,773	1,050
Macadamia nuts (MT)	2	2	12,884	15,394	0	0	830	968
Pecans (MT)	23	12	59,273	36,079	2	2	6,481	4,951
Pistachio nuts (MT)	0	0	664	966	0	0	46	87
Other nuts (MT)	13	10	33,858	30,440	2	2	4,262	5,261
Vegetables & preps (NA)	0	0	2,009,920	2,029,965	0	0	435,454	432,442
Vegetables - fr or froz (MT)	1,706	1,786	1,225,007	1,201,102	413	429	272,044	278,163
Tomatoes (MT)	303	323	366,156	241,400	94	92	78,849	51,719
Asparagus, fresh or frozen(MT)	33	40	63,388	68,066	10	12	18,371	18,599
Beans, fresh or frozen (MT)	18	20	20,580	24,942	4	5	3,887	4,884
Cabbage (MT)	13	17	3,043	4,485	2	2	425	409
Carrots, fresh or frozen (MT)	46	40	13,167	10,735	8	6	2,620	1,784
Cauliflower & broccoli, fr/fz(MT)	126	125	80,852	81,837	30	25	19,219	16,665
Celery, fresh (MT)	22	12	5,095	4,086	8	5	1,679	1,577
Cucumbers (MT)	188	196	66,769	78,256	44	47	17,746	20,691
Eggplant (MT)	19	22	10,889	13,106	5	7	2,559	3,583
Endive, fresh (MT)	1	1	3,087	1,918	0	0	604	239
Garlic (MT)	18	6	22,404	6,561	9	2	8,985	2,273
Lettuce (MT)	7	8	4,177	6,323	2	2	1,140	1,727
Okra, fresh or frozen (MT)	4	3	2,716	2,390	1	1	621	797
Onions (MT)	100	109	58,049	71,126	21	16	10,893	11,532
Peas, incl chickpeas (MT)	16	18	19,491	19,508	4	5	5,877	5,034
Peppers (MT)	160	165	143,343	183,825	39	45	27,640	50,183
Potatoes, fresh or frozen (MT)	363	401	145,295	181,821	75	94	28,751	39,639
Radishes, fresh (MT)	9	8	7,813	6,887	2	2	1,517	1,296
Squash (MT)	98	99	63,013	61,742	20	21	14,141	14,311
Other vegs - fr or froz (MT)	165	173	125,680	132,087	37	41	26,520	31,222
Vegetables-prep/pres (NA)	0	0	784,913	828,864	0	0	163,410	154,279
Bamboo shoots, presvd.(MT)	15	11	10,446	6,968	2	2	1,375	1,017
Bean cake, miso (MT)	3	3	5,801	6,967	0	1	1,056	1,394
Cucumbers, preserved (MT)	24	24	12,107	12,378	6	5	2,920	2,157
Garlic, dried (MT)	34	5	21,596	2,969	4	1	2,986	636
Olives - prep or pres (MT)	35	37	76,833	80,363	7	7	16,642	13,893
Mushrooms, canned (MT)	19	26	38,808	50,596	4	5	7,978	8,972
Mushrooms, dried (MT)	1	1	8,775	9,378	0	0	1,714	1,669
Onions, preserved (MT)	1	1	1,292	1,513	0	0	139	148
Hops, incl extract (MT)	3	3	16,372	15,952	1	1	7,162	4,804
Artichokes - prep (MT)	6	10	14,019	20,868	2	2	4,317	3,794
Asparagus - prep (MT)	0	1	872	1,013	0	0	86	418
Tomatoes, in. paste/sauce(MT)	69	25	63,591	30,093	10	3	9,052	5,141
Waterchestnuts (MT)	11	12	7,239	6,671	3	3	1,648	1,759
Beans & peas, dried (MT)	29	33	17,215	17,771	6	5	3,276	2,826
Mustard (MT)	6	6	6,852	7,121	1	1	1,191	1,344
Peppers & pimentos, prep (MT)	9	11	11,885	12,593	2	2	2,629	2,424
Soy sauce (MT)	19	16	19,211	16,294	3	3	3,147	3,158
Starches, ex. wheat & corn (MT)	59	88	37,961	42,879	16	9	10,049	5,263
Soups & sauces (MT)	72	102	121,855	142,333	13	20	24,179	27,277
Vinegar (HL)	122	141	15,756	16,917	20	26	2,223	3,093
Yeasts (MT)	23	24	26,769	27,239	4	4	4,905	4,248
Oth. vegetables-prep/pres (NA)	0	0	249,659	299,987	0	0	54,736	58,844
Sugar & related prods (NA)	0	0	567,897	580,672	0	0	96,934	122,220
Sugar - cane & beet (MT)	602	428	212,018	169,626	92	110	28,619	42,985
Molasses (HL)	3,658	3,433	22,785	19,488	670	985	4,047	6,284
Confectionery prods (MT)	108	127	248,890	295,212	22	24	47,662	54,669
Oth. sugar & related prods (MT)	169	223	84,203	96,347	32	39	16,607	18,282
Spices (MT)	15	19	23,686	28,276	3	4	4,398	6,644
Tobacco - unmfq (MT)	82	85	321,121	267,405	14	23	54,452	74,590
Tobacco - filler (MT)	73	70	304,787	256,475	14	18	51,808	72,004
Tobacco - scrap (MT)	9	14	5,728	6,052	0	4	145	1,793
Other tobacco (MT)	1	0	10,605	4,878	0	0	2,499	794
Beverages, ex fruit juices (HL)	0	0	1,604,589	1,786,898	0	0	288,142	327,045
Wine (HL)	1,742	1,856	874,118	959,477	260	282	128,437	143,479
Malt beverages (HL)	7,216	7,728	651,020	720,567	1,586	1,717	142,370	161,519
Other beverages (HL)	0	0	79,451	106,854	0	0	17,335	22,046
Oilseeds & prods (MT)	1,624	1,540	848,395	787,787	279	316	146,516	158,628
Oilseeds & oilnuts (MT)	370	272	127,801	95,451	69	59	23,742	20,417
Flaxseed (MT)	54	55	14,322	12,032	15	14	3,820	2,893
Mustard seeds (MT)	22	22	7,642	6,627	5	4	1,509	1,296
Rapeseed (MT)	176	82	47,643	18,804	31	20	9,240	5,361
Sesameseed (MT)	21	20	23,760	22,896	4	4	4,307	4,953
Soybeans (MT)	53	50	14,332	11,620	9	9	2,134	2,401
Sunflower seeds (MT)	21	20	6,552	5,560	2	4	744	1,070
Other oilseeds & oilnuts (MT)	22	24	13,551	17,911	3	4	1,988	2,444
Oils & waxes-vegetable (MT)	743	766	657,565	631,006	122	152	111,780	125,211
Castor oil (MT)	7	15	6,493	14,377	1	0	456	129
Coconut oil (MT)	185	152	122,981	108,623	12	26	8,173	20,496
Cottonseed oil (MT)	17	0	10,655	159	3	0	1,937	136
Olive oil (MT)	68	67	138,394	158,247	12	13	22,849	30,523

Table 3--U.S. agricultural imports: Quantity and value by commodity

Quantity and unit	October-February				February			
	Thousand units		Thousand dollars		Thousand units		Thousand dollars	
	1999	2000	1999	2000	1999	2000	1999	2000
Palm oil (MT)	48	74	26,039	24,158	11	18	6,475	5,237
Palm kernel oil (MT)	54	87	38,726	59,431	15	20	10,886	14,162
Peanut oil (MT)	15	1	13,236	1,245	4	0	3,423	195
Rapeseed oil (MT)	207	223	132,687	104,564	42	38	26,513	17,031
Soybean oil (MT)	13	16	8,788	7,861	2	2	1,080	1,200
Sesame oil (MT)	3	4	8,217	11,188	0	1	1,343	2,144
Other vegetable oils (MT)	125	128	151,349	141,153	20	32	28,644	33,959
Oilcake & meal (MT)	511	503	63,029	61,329	89	105	10,994	13,000
Cotton, excl linters (MT)	9	6	17,018	11,120	3	2	3,893	3,864
Cotton linters (MT)	8	5	2,090	902	2	1	588	173
Seeds - field & garden (MT)	96	225	145,405	154,552	33	74	32,203	35,044
Cut flowers (NA)	0	0	248,782	287,213	0	0	71,744	82,154
Nursery stock, bulbs, etc. (NA)	0	0	206,653	226,804	0	0	36,639	42,003
Other vegetable prods (MT)	0	0	136,926	130,505	0	0	21,589	22,158
Selected non-ag imports (NA)	0	0	6,151,839	6,908,055	0	0	1,195,932	1,322,083
Fertilizers (MT)	10,458	11,003	993,105	1,132,986	2,282	2,297	206,524	251,323
Potassium (MT)	3,763	4,031	328,181	312,790	830	862	70,407	66,587
Nitrogen (MT)	4,110	4,231	494,496	541,354	889	847	101,705	117,575
Phosphate (MT)	2,583	2,738	168,495	276,082	562	586	34,152	66,258
Fish (MT)	0	0	3,365,869	3,873,895	0	0	564,635	602,778
Fish fresh or prep (MT)	0	0	1,419,495	1,582,905	0	0	257,548	290,272
Shellfish (MT)	230	247	1,917,823	2,263,896	37	35	299,860	308,818
Fish prods, other (MT)	19	17	28,550	27,094	4	3	7,228	3,687
Ag chemicals (MT)	50	55	412,010	358,501	14	13	121,659	99,067
Fungicides (MT)	15	13	71,530	55,214	4	4	15,938	15,909
Herbicides (MT)	7	14	109,412	92,038	3	2	25,949	31,988
Insecticides (MT)	9	10	68,207	54,937	3	3	28,053	25,645
Other pesticides (MT)	18	18	162,861	156,312	4	4	51,718	25,525
Farm machinery (NA)	0	0	1,233,161	1,350,687	0	0	272,366	329,197
Tractors & self-prop mach (NO)	3,869	4,355	653,608	658,551	721	712	147,141	166,456
Other ag mach & parts (NA)	0	0	579,552	692,136	0	0	125,225	162,741
Tobacco - mfg (NA)	5	8	147,695	191,985	1	1	30,748	39,718

Tables contain preliminary data. NA = Not available. Zeros in quantity columns indicate none or less than 500 units.

Table 4--U.S. agricultural trade summary (\$ million)

Item	Jan.	Feb.	Year-to-date	% Change
Exports	4,211	4,382	22,147	0
Imports (c.i.f.)	3,472	3,536	17,402	5
Imports (customs value)	3,185	3,249	16,074	5
Trade Balance:				
Exports less c.i.f. imports	739	846	4,745	-15
Exports less customs-val. imports	1,027	1,133	6,073	-11
Exports by major commodity group (million \$)				
Live animals	71	47	437	24
Meat & poultry	628	751	3,186	28
Dairy prod & eggs	78	112	503	12
Hides & skins	108	116	512	15
Wheat	235	209	1,342	-11
Rice	101	110	496	-13
Corn	381	363	1,900	-4
Other feed grains	66	66	311	24
Animal feeds	310	302	1,602	3
Soybeans	535	565	2,814	0
Vegetable oils	122	115	639	-32
Fruits & nuts	322	315	1,838	-6
Vegetables	336	336	1,855	3
Cotton & linters	168	184	694	-14
Tobacco, unmfq.	115	136	554	-14
Seeds & nursery	120	107	553	-5
Imports customs value by major commodity group (million \$)				
Live animals	109	127	819	26
Meat & poultry	287	274	1,424	21
Dairy prod. & eggs	126	126	689	3
Grains & feeds	240	246	1,356	5
Fruits & nuts	495	487	2,215	6
Vegetables	453	432	2,030	1
Vegetable oils	118	125	631	-4
Wine	138	143	959	10
Malt beverages	130	162	721	11
Coffee	292	273	1,220	-4
Cocoa	141	152	684	-5
Rubber, natural	85	61	329	-3
Cane & beet sugar	14	43	170	-20
Tobacco, unmfq.	47	75	267	-17
Seeds & flowers	139	159	669	11

Preliminary data.