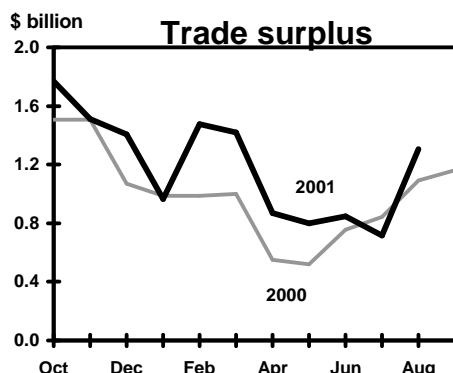


U.S. Agricultural Trade Update



Economic Research Service
U.S. Department of Agriculture

October 24, 2001
FAU-58



Summary—The seasonal surge in August 2001 of U.S. agricultural exports, combined with flat imports, raised the year-to-date farm trade surplus to \$13.1 billion in fiscal 2001, compared with \$10.8 billion in 2000. Cumulative exports of \$49.1 billion in August are \$2.2 billion ahead of last year, accounting for all of the difference in the surplus.

Exports—The \$529 million jump in exports from July to August 2001 is largely due to bulk commodity shipments. The \$2.2 billion year-over-year gain in total exports, however, is mainly attributed to continued healthy growth in high-value exports.

Wheat exports thus far in fiscal 2001 are \$82 million lower than in 2000 and volume is 1.8 million tons short of last year's shipments. Wheat prices remain relatively weak, but are on the whole higher than the past 2 years. Smaller wheat exports are partly due to higher expected production in wheat-exporting countries, notably Russia, Ukraine, Kazakstan, and Eastern Europe. U.S. wheat shipments declined the most to Egypt as local stocks were drawn down and subsidies for flour consumption were reduced.

Volume exports of *corn* have hardly changed from last year, but export value is off by \$69 million. To date in 2001, \$4.1 billion, or 43.9 million tons, have been shipped. Corn prices remain low due to a big U.S. crop, ample world supplies, and modest demand. Softer import demand from Japan, Russia, and the Middle East, especially Turkey, is counterbalanced by increased demand from Canada and Mexico.

In contrast to wheat and corn, *soybean* exports experienced gains in both value and volume. Year-to-date exports reached \$4.9 billion in August, \$131 million more than in 2000. Volume was 25.7 million tons, up 1.1 million tons from last year. These gains are attributed to strong demand from China and Mexico, which more than offset sales declines to the European Union. Soybean prices remain very low as world soybean production continues to climb, especially in major exporters Brazil and Argentina.

Like soybeans, exports to date of *cotton* are ahead of last year. The \$218-million sales increase, along with 80,000 more tons shipped, are due to much bigger sales to South Asia, particularly India. Depressed cotton prices are the result of continued strong world production

growth, especially by major exporting countries, slowing economic growth, and competition with other fabrics.

The \$2.2-billion year-over-year increase in high-value product (HVP) exports is largely due to vigorous sales of hides and skins (up \$463 million), sugar and tropical products (up \$286 million), feeds and fodders (up \$273 million), and poultry (up \$254 million). These gains more than offset losses by red meat and vegetable oil exports. The countries that increased HVP imports from the United States are Canada, Mexico, China, Southeast Asia, and Russia.

Imports—U.S. agricultural imports are only marginally lower thus far this fiscal year than 2000. The decline of noncompetitive imports, the result of lower prices for coffee and rubber, was mostly offset by competitive imports. Of the total \$36 billion in U.S. imports through August, more than \$15 billion are horticulture products and \$8.3 billion are animals and animal products. U.S. imports from most countries declined in the year-to-date. Imports increased only from four major sources — Canada, Mexico, Australia, and New Zealand. [Andy Jerardo, 202-694-5323, ajerardo@ers.usda.gov]

The U.S. share of the world's agricultural export market was 18 percent in calendar year 1999, down from 32 percent in the early 1980s. This decline is attributed largely to bulk commodities, whose export share fell from an average 42 percent in 1981-85 to 29 percent in 1999. Although the share of non-bulk products (HVP) declined from 18 percent in 1981-85 to 13 percent in 1999, the market shares of meat and meat products, fruits, vegetables, nuts, and beverages all increased over the past 20 years. The financial crises in Asia, Latin America, and Russia in the late 1990s, the strength of the dollar, and abundant world commodity supplies helped increase competitors' market shares.

Next update: November 26, 2001

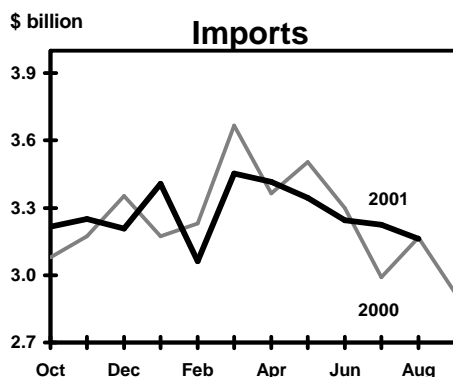
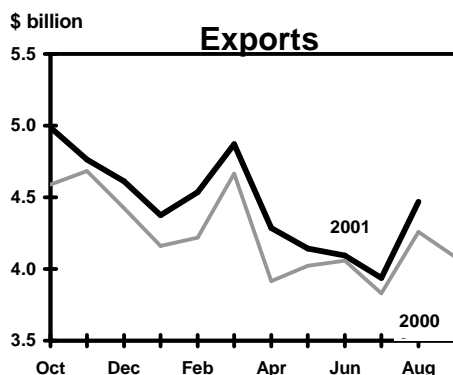


Table 1--U.S. agricultural exports: Quantity and value by commodity

Quantity and unit	October-August				August			
	Thousand units		Thousand dollars		Thousand units		Thousand dollars	
	2000	2001	2000	2001	2000	2001	2000	2001
Total agricultural exports (NA)	0	0	46,826,482	49,069,876	0	0	4,259,076	4,467,530
Animals & animal prods (NA)	0	0	10,718,620	11,412,560	0	0	1,010,542	1,072,060
Animals live - ex poultry (NA)	0	0	567,247	707,705	0	0	41,350	51,791
Cattle & calves - live (NO)	405	687	223,687	260,342	25	24	14,492	15,064
Horses, mules, burros-live (NO)	79	66	312,716	421,066	6	5	24,508	33,605
Swine - live (NO)	79	25	11,873	7,673	2	5	603	1,055
Sheep, live (NO)	354	326	16,451	16,149	29	39	1,316	1,840
Other live animals (NA)	0	0	2,520	2,475	0	0	431	227
Meats & meat prods (MT)	2,261	2,276	5,045,624	4,826,185	218	215	473,447	451,829
Beef & veal (MT)	801	705	2,876,983	2,459,385	82	66	278,349	229,157
Beef & veal - fr or froz (MT)	781	684	2,808,247	2,384,555	81	65	271,635	222,760
Beef - prep or pres (MT)	19	21	68,736	74,829	2	2	6,713	6,396
Horsemeat-fr, chill, froz (MT)	10	11	29,393	37,448	1	1	2,397	3,404
Lamb,mutton or goat-fr,ch,frz(MT)	2	3	5,281	5,783	0	0	434	853
Pork (MT)	433	483	1,178,859	1,236,311	37	38	103,174	101,929
Pork - fr or froz (MT)	387	436	1,064,992	1,111,578	32	33	91,864	89,909
Pork - prep or pres (MT)	45	47	113,867	124,733	5	5	11,311	12,019
Variety meats, edible offals (MT)	535	633	685,833	846,178	49	65	62,426	92,908
Other meats - fr or prep (MT)	480	442	269,275	241,080	48	44	26,666	23,578
Poultry & poultry prods (NA)	0	0	2,064,020	2,317,826	0	0	199,596	238,537
Poultry - live (NA)	46,973	54,952	92,858	93,372	5,469	4,788	8,998	8,772
Baby chicks (NO)	37,058	48,231	80,138	83,284	4,293	4,275	7,384	7,871
Other live poultry (NA)	9,914	6,721	12,721	10,088	1,176	512	1,614	901
Poultry meats (MT)	2,619	2,859	1,796,472	2,040,397	248	277	173,104	212,643
Chickens - fr or froz (MT)	2,374	2,529	1,423,424	1,569,929	227	242	138,953	166,579
Turkeys - fr or froz (MT)	165	193	175,811	210,690	14	22	15,283	23,673
Other poultry - fr or froz (MT)	6	5	10,499	8,610	0	0	607	695
Poultry meats-prep or pres(MT)	74	132	186,737	251,168	7	12	18,261	21,696
Feathers & downs, crude (MT)	4	3	17,008	19,043	0	0	1,727	939
Eggs (NA)	0	0	157,683	165,014	0	0	15,767	16,183
Dairy prods (NA)	0	0	918,401	1,053,549	0	0	82,714	102,038
Evap & condensed milk (MT)	6	6	4,320	4,795	0	1	165	690
Nonfat dry milk (MT)	122	89	175,956	176,719	7	12	12,339	23,335
Butter & anhyd milkfat (MT)	2	2	3,084	3,655	0	0	126	464
Cheese (MT)	40	48	123,244	145,352	5	5	13,103	15,860
Whey, fluid or dried (NA)	0	0	142,854	153,142	0	0	14,654	13,040
Other dairy prods (NA)	0	0	468,943	569,886	0	0	42,327	48,649
Fats, oils, & greases (MT)	1,095	964	388,122	290,068	113	91	33,290	30,530
Lard (MT)	95	58	42,416	28,356	9	5	3,670	2,770
Tallow - inedible (MT)	733	573	230,499	156,999	79	49	20,577	15,624
Other animal fats & oils (MT)	267	333	115,207	104,713	26	37	9,043	12,137
Hides & skins, incl furs (NA)	0	0	1,347,714	1,810,392	0	0	145,170	169,658
Bovine hides - whole (NO)	20,146	20,859	1,069,989	1,343,281	2,133	2,065	120,899	129,245
Other cattle hides - pieces (NA)	0	0	37,013	40,019	0	0	2,783	12,198
Calf skins, whole (PC)	1,154	1,673	32,032	55,234	109	56	3,847	1,832
Horse hides, whole (PC)	396	3,972	14,087	134,941	88	281	3,216	11,462
Sheep and lamb skins (PC)	0	0	16,867	21,195	0	0	1,822	1,704
Other hides & skins,ex furs(NA)	7,381	6,117	47,971	61,149	411	737	4,683	5,359
Furskins (NA)	0	0	129,755	154,575	0	0	7,921	7,858
Mink pelts (NO)	4,174	4,185	104,984	119,163	243	164	6,122	5,506
Other furskins (NA)	0	0	24,771	35,411	0	0	1,798	2,352
Wool & mohair (MT)	5	4	19,340	11,384	1	0	1,845	993
Sausage casings (MT)	22	24	61,853	59,615	2	2	5,739	5,221
Bull semen (NA)	0	0	52,776	53,036	0	0	3,638	4,574
Misc animal prods - other (NA)	0	0	253,522	282,801	0	0	23,753	16,889
Grains & feeds (MT)	93,682	90,500	12,541,481	12,675,885	10,002	10,112	1,259,581	1,343,614
Wheat, unmilled (MT)	24,705	22,898	3,025,852	2,943,874	2,842	2,422	330,121	306,354
Wheat flour (MT)	763	492	119,370	105,171	32	20	6,555	4,800
Bulqur wheat (MT)	5	34	1,107	5,167	0	27	88	3,622
Other wheat prods (MT)	95	91	84,453	78,656	9	9	7,545	7,560
Rice-paddy, milled, parb. (MT)	3,121	2,836	854,962	699,614	253	287	63,830	66,701
Feed grains & prods (MT)	51,254	51,156	4,976,703	5,003,900	5,480	6,176	478,780	599,761
Feed grains (MT)	50,654	50,490	4,789,055	4,787,455	5,414	6,092	459,500	576,464
Barley (MT)	574	1,035	73,623	130,951	89	137	10,637	14,177
Corn (MT)	44,259	43,945	4,175,666	4,106,687	4,771	5,578	401,544	522,252
Grain sorghums (MT)	5,793	5,472	536,546	545,570	552	371	47,070	39,417
Oats (MT)	18	28	2,276	3,503	1	4	172	520
Rye (MT)	10	8	944	744	1	1	77	97
Feed grain prods (MT)	600	666	187,648	216,445	66	84	19,280	23,297
Popcorn (MT)	96	99	57,672	59,060	13	9	6,883	5,530
Blended food prods (MT)	282	224	72,120	60,365	21	19	5,653	4,797
Other grain prods (MT)	918	918	1,057,075	1,155,451	98	78	111,168	104,723
Feeds & fodders, ex oilcake (MT)	12,444	11,752	2,292,168	2,564,626	1,254	1,066	248,958	239,765
Corn by-products (MT)	5,403	5,028	554,215	542,555	666	491	70,155	55,985
Alfalfa meal & cubes (MT)	206	146	32,142	22,834	12	8	1,794	1,382
Beet pulp (MT)	633	604	77,007	78,377	56	56	6,869	8,041
Citrus pulp pellets (MT)	834	546	58,753	28,324	12	1	1,192	201
Other feeds & fodders (MT)	5,367	5,428	1,570,050	1,892,536	509	510	168,947	174,156
Fruits & prep, ex juice (MT)	2,851	3,165	2,417,618	2,595,495	289	270	251,960	242,909
Fruits - fr (MT)	2,441	2,715	1,821,750	1,987,710	244	231	189,313	189,078
Fruits - fr - citrus (MT)	1,010	1,070	574,860	595,352	39	24	23,294	13,652
Grapefruit - fresh (MT)	385	388	204,881	198,569	5	4	3,023	2,476
Lemons & limes - fresh (MT)	106	111	75,767	70,026	7	5	4,820	3,559
Oranges & tangerines-fresh(MT)	517	570	291,919	325,253	26	15	15,436	7,585

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	2000	2001	2000	2001	2000	2001	2000	2001
Other citrus - fresh (MT)	3	1	2,293	1,504	0	0	15	31
Fruits - fr - noncitrus (MT)	1,431	1,645	1,246,889	1,392,357	206	206	166,020	175,426
Apples - fresh (MT)	527	711	310,057	393,795	47	45	28,725	25,429
Berries - fresh (MT)	88	84	147,636	146,328	21	21	25,468	26,787
Cherries - fresh (MT)	42	43	168,118	160,204	1	3	2,081	7,897
Grapes - fresh (MT)	200	237	256,714	315,915	39	41	45,657	49,724
Melons - fresh (MT)	233	215	83,406	89,171	38	34	12,033	12,039
Peaches - fresh (MT)	96	110	87,343	101,860	24	30	23,122	26,908
Pears - fresh (MT)	143	143	81,517	81,345	12	12	6,180	7,086
Plums - fresh (MT)	49	49	47,027	43,982	20	18	18,187	14,989
Other noncitrus - fresh (MT)	54	53	65,070	59,757	4	4	4,569	4,568
Fruits - dried (MT)	162	203	301,185	326,835	18	18	28,987	28,474
Raisins - dried (MT)	73	99	129,303	136,371	10	10	14,702	12,748
Prunes - dried (MT)	61	77	120,536	139,929	5	6	10,164	11,301
Other dried fruits (MT)	28	28	51,345	50,535	3	2	4,122	4,426
Fruits - canned ex juice (MT)	133	136	131,088	134,111	11	10	13,098	9,940
Fruits - froz ex juice (MT)	39	36	56,945	52,056	8	4	10,829	5,402
Other fruits - prep or pres (MT)	76	74	106,651	94,784	7	8	9,732	10,014
Fruit juices incl froz (HL)	11,079	10,042	660,868	633,503	1,123	992	70,057	62,682
Apple juice (HL)	312	245	37,514	29,852	20	20	2,619	2,118
Grape juice (HL)	741	712	60,719	57,962	91	67	6,242	4,743
Grapefruit juice (HL)	1,149	1,381	67,151	69,983	160	133	9,336	6,098
Orange juice (HL)	5,187	4,346	269,731	235,175	487	400	27,409	23,121
Other fruit juices (HL)	3,689	3,358	225,752	240,531	365	371	24,451	26,602
Wine (HL)	2,455	2,785	475,213	490,443	250	251	49,339	44,760
Nuts & prep (MT)	562	519	1,080,272	1,160,118	53	33	99,193	77,970
Almonds (shelled basis) (MT)	193	224	501,557	602,112	19	17	51,164	42,251
Filberts (MT)	13	12	21,921	21,738	2	1	2,554	1,333
Peanuts, shelled or prep (MT)	223	138	215,411	141,829	23	7	21,454	8,358
Pistachios (MT)	16	28	74,957	96,403	1	2	4,614	7,153
Walnuts, shelled/unshelled (MT)	61	68	137,421	166,668	3	2	6,993	7,561
Pecans, shelled or unshelled (MT)	10	10	50,242	52,527	1	1	4,677	5,167
Other nuts, shelled or prep (MT)	47	39	78,762	78,842	5	2	7,736	6,146
Vegetables & prep (NA)	0	0	4,104,505	4,201,065	0	0	352,364	357,692
Vegetables - fresh (MT)	1,873	1,880	1,085,969	1,137,780	130	136	80,242	78,723
Asparagus - fresh (MT)	18	14	51,260	39,915	0	0	1,537	1,056
Broccoli - fresh (MT)	169	144	116,784	96,281	16	13	11,702	8,599
Carrots - fresh (MT)	114	130	62,071	75,301	7	7	4,157	4,334
Cabbage - fresh (MT)	39	37	17,595	17,581	1	2	415	732
Celery - fresh (MT)	112	108	51,865	52,172	6	6	3,133	1,985
Cauliflower - fresh (MT)	68	73	47,063	49,019	4	5	2,700	3,572
Corn, sweet - fresh (MT)	43	49	17,981	23,395	2	2	671	946
Cucumbers - fresh (MT)	25	26	14,166	14,869	1	0	263	231
Garlic - fresh (MT)	7	6	8,459	7,399	1	1	1,060	986
Lettuce - fresh (MT)	307	328	166,273	187,319	21	22	12,010	14,177
Mushrooms - fresh (MT)	6	5	13,921	15,972	0	0	632	439
Onions and shallots-fresh (MT)	259	276	76,080	89,781	18	22	5,796	6,571
Peppers - fresh (MT)	66	68	63,110	72,721	4	4	3,166	3,596
Potatoes - fresh (MT)	291	281	84,952	85,790	21	21	5,851	7,616
Tomatoes - fresh (MT)	162	159	132,674	141,961	20	22	17,500	15,335
Other fresh vegetables (MT)	186	174	161,715	168,306	10	9	9,650	8,548
Vegetables - froz (MT)	637	666	495,871	509,828	62	58	46,999	44,313
Corn, sweet, frozen (MT)	62	66	53,098	55,538	5	6	4,402	4,330
Potatoes - frozen (MT)	463	492	338,173	354,546	47	44	33,447	31,293
Other frozen vegetables (MT)	111	107	104,601	99,744	10	8	9,151	6,889
Vegetables - canned (MT)	383	373	317,644	304,845	29	30	23,935	25,686
Pulses (MT)	444	504	216,398	234,003	34	47	14,005	19,502
Dried beans (MT)	295	335	159,932	174,813	19	31	9,216	15,515
Dried peas (MT)	90	98	30,797	33,089	10	10	2,931	2,032
Dried lentils (MT)	60	71	25,669	26,101	5	6	1,858	1,956
Hops, incl hop ext (MT)	10	12	86,977	117,956	1	1	7,927	5,703
Other veg - prep or pres (NA)	0	0	1,901,647	1,896,654	0	0	179,255	183,765
Oilseeds & prods (MT)	33,763	35,333	7,833,593	8,257,658	2,265	1,954	560,211	486,993
Oilcake & meal (MT)	6,275	6,647	1,148,080	1,312,758	411	535	76,808	106,143
Bran, hulls, legum. veg. (MT)	364	229	26,383	17,727	25	17	1,650	1,130
Corn oilcake & meal (MT)	51	11	5,014	1,191	4	2	337	203
Soybean meal (MT)	5,707	6,202	1,091,908	1,257,419	368	484	72,672	99,665
Other oilcake & meal (MT)	153	205	24,774	36,421	14	32	2,149	5,144
Oilseeds (MT)	25,497	26,781	5,428,347	5,859,843	1,708	1,269	388,965	290,025
Rapeseed (MT)	113	186	27,143	42,499	11	13	2,981	3,066
Safflower seeds (MT)	32	28	11,960	6,525	0	0	24	58
Soybeans (MT)	24,584	25,718	4,790,491	4,921,693	1,591	1,182	305,404	235,078
Sunflowerseeds (MT)	141	136	80,282	86,520	10	10	7,112	6,663
Peanuts, incl oilstock (MT)	39	18	31,485	15,079	2	0	1,790	405
Other oilseeds (MT)	466	558	111,329	137,755	84	50	17,837	12,198
Protein substances (MT)	122	137	375,657	649,770	11	13	53,816	32,557
Vegetable oils (MT)	1,991	1,905	1,257,166	1,085,057	146	150	94,439	90,825
Soybean oil (MT)	592	605	265,330	225,950	26	44	14,166	17,114
Cottonseed oil (MT)	57	56	32,462	26,584	5	9	2,590	3,751
Sunflower oil (MT)	269	239	142,758	109,324	15	5	8,386	3,023
Corn oil (MT)	406	361	244,088	176,373	44	28	22,461	12,801
Peanut oil (MT)	6	6	4,962	4,512	0	0	227	243
Rapeseed oil (MT)	122	81	51,490	30,986	12	9	4,204	3,893
Safflower oil (MT)	16	13	17,507	14,323	1	5	918	4,541

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Other veg oils & waxes (MT)	523	544	498,570	497,005	43	50	41,486	45,461
Tobacco - unmfq (MT)	172	170	1,168,654	1,139,226	14	18	84,002	124,416
Tobacco - light air-cured (MT)	40	41	332,115	349,656	3	8	29,275	69,097
Tobacco - flue cured (MT)	80	75	581,429	553,799	6	7	41,487	46,196
Other tobacco - unmfq (MT)	53	55	255,110	235,771	4	3	13,239	9,124
Cotton, ex linters (MT)	1,400	1,512	1,709,767	1,935,297	94	206	124,426	231,179
Cotton linters (MT)	63	31	20,933	13,374	4	2	1,595	867
Essential oils (MT)	49	51	540,776	629,790	6	5	64,382	53,872
Seeds - field & garden (MT)	654	666	729,056	681,553	38	44	43,050	49,311
Sugar & tropical prods (NA)	0	0	1,436,543	1,722,410	0	0	155,294	173,474
Sugar & related prods (NA)	0	0	578,808	602,489	0	0	61,959	59,318
Sugar - cane or beet (MT)	108	94	36,571	36,346	6	10	2,340	4,126
Related sugar prods (NA)	0	0	542,237	566,143	0	0	59,619	55,193
Coffee (MT)	54	55	229,367	237,657	5	6	19,843	24,145
Cocoa (MT)	45	49	95,768	96,435	4	5	7,864	10,898
Chocolate & prep (MT)	113	187	328,178	554,087	16	20	47,357	57,778
Tea & mate (MT)	22	31	90,293	125,685	2	3	8,107	12,154
Spices (MT)	31	33	73,557	70,872	2	3	5,702	6,379
Rubber - crude natural (MT)	25	20	38,732	32,068	3	2	4,211	2,669
Fibers ex cotton (MT)	2	6	1,841	3,116	0	0	251	132
Other misc veg prods (MT)	0	0	408,580	466,867	0	0	36,606	37,076
Nursery & greenhouse prods (NA)	0	0	263,596	265,800	0	0	16,860	20,907
Beverages ex juices (NA)	0	0	716,405	788,832	0	0	79,614	87,749
Selected non-ag exports (NA)	0	0	12,779,242	12,246,570	0	0	1,298,918	1,076,348
Fertilizers (MT)	14	24	2,280,522	1,943,302	5	2	203,373	188,834
Nitrogen (MT)	10	20	2,273,116	1,933,833	5	1	202,777	186,186
Phosphate (MT)	4	4	7,406	9,469	0	1	596	2,647
Fish & shellfish (MT)	0	0	2,650,660	2,836,904	0	0	332,060	350,856
Fish - fr or prep (MT)	0	0	1,462,266	1,555,172	0	0	186,411	216,932
Shellfish (MT)	0	0	722,777	700,329	0	0	93,793	82,047
Other fish prods (MT)	229	264	465,617	581,403	28	45	51,856	51,876
Aq chemicals (MT)	278	402	1,512,196	1,554,276	38	23	126,277	120,587
Fungicides (MT)	28	29	148,985	142,845	3	2	14,528	10,630
Herbicides (MT)	139	122	769,712	766,474	11	13	61,735	63,467
Insecticides (MT)	72	211	366,143	362,229	21	3	28,996	25,359
Other pesticides (MT)	39	40	227,355	282,728	3	4	21,017	21,131
Farm machinery (NA)	0	0	2,818,685	2,772,830	0	0	240,314	229,317
Tractors & self-prop mach (NO)	37	36	1,019,863	952,839	3	2	86,796	87,138
Other ag machinery & parts (NA)	0	0	1,798,822	1,819,991	0	0	153,518	142,180
Tobacco - mfg (NA)	0	0	3,517,178	3,139,258	0	0	396,894	186,754

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

Table 2--Top 10 U.S. export markets in fiscal years 2000 and 2001 (metric tons)

Wheat	Oct-Aug	Oct-Aug	Aug 2001	Corn	Oct-Aug	Oct-Aug	Aug 2001
	1999/2000	2000/2001			1999/2000	2000/2001	
Egypt	4,321,663	3,018,777	322,015	Japan	13,769,713	13,003,765	1,347,502
Japan	2,796,489	2,703,650	241,225	Mexico	4,142,599	5,157,682	730,844
Mexico	1,688,679	1,856,993	163,633	China (Taiwan)	4,690,041	4,531,853	515,253
Philippines	1,840,493	1,752,679	168,189	Egypt	3,389,659	3,634,548	552,826
Nigeria	1,062,585	1,397,642	144,904	South Korea	2,552,016	2,839,228	626,212
South Korea	1,449,198	1,291,970	96,159	Canada	846,736	2,463,566	317,803
European Union	1,347,044	1,194,197	349,282	Colombia	1,678,417	1,552,555	145,866
China (Taiwan)	1,011,006	817,623	36,225	Venezuela	984,375	1,125,548	214,673
Indonesia	360,409	682,940	0	Algeria	976,917	1,082,791	94,993
Colombia	611,379	544,388	46,754	Saudi Arabia	1,103,331	959,255	156,627
World	24,705,232	22,898,211	2,421,603	World	44,259,446	43,945,142	5,578,385

Soybeans	Oct-Aug	Oct-Aug	Aug 2001	Cotton	Oct-Aug	Oct-Aug	Aug 2001
	1999/2000	2000/2001			1999/2000	2000/2001	
European Union	6,650,647	5,716,700	37,903	Mexico	329,801	376,488	51,943
China (Mainland)	4,080,541	5,220,968	0	Turkey	172,137	143,958	17,489
Mexico	3,111,644	3,568,261	335,852	Indonesia	123,286	129,922	20,146
Japan	3,330,864	3,283,046	228,932	South Korea	64,348	108,180	11,327
China (Taiwan)	1,769,972	1,760,585	132,230	India	23,234	104,046	27,666
South Korea	1,281,550	1,090,581	187,176	China (Taiwan)	100,364	87,793	12,124
Indonesia	921,690	1,071,279	25,563	Japan	92,233	73,995	7,464
Thailand	655,403	627,405	0	Hong Kong	69,681	66,344	10,377
Israel	478,312	466,034	36,980	Canada	53,098	65,521	5,721
Turkey	257,172	316,848	15,846	Thailand	57,346	54,423	7,890
World	24,583,641	25,718,155	1,182,254	World	1,400,425	1,511,893	206,241

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

Quantity and unit	October-August				August			
	Thousand units		Thousand dollars		Thousand units		Thousand dollars	
	2000	2001	2000	2001	2000	2001	2000	2001
Total agricultural imports (NA)	0	0	36,000,966	35,990,078	0	0	3,166,163	3,163,239
Noncompetitive aq imports (NA)	0	0	7,473,838	6,108,103	0	0	613,708	539,512
Bananas & plantains (MT)	4,069	3,762	1,045,458	1,059,128	358	309	88,410	89,883
Coffee, incl prods (MT)	1,315	1,127	2,742,505	1,647,311	109	96	205,081	127,992
Cocoa & prods (MT)	960	821	1,334,755	1,243,885	70	78	102,186	124,557
Tea (MT)	157	154	233,972	242,502	13	14	21,774	22,456
Spices (MT)	151	147	477,826	465,340	17	15	56,189	39,637
Rubber & allied gums-crude(MT)	1,166	988	779,971	627,475	100	111	66,240	63,310
Silk - raw (MT)	0	0	153	166	0	0	35	0
Wool, unmfq - carpet (MT)	10	11	21,496	23,540	1	1	2,451	1,249
Fibers, excl cotton (MT)	78	69	35,900	30,005	7	6	3,408	2,524
Essential oils (NA)	0	0	299,494	285,432	0	0	25,604	26,814
Druas - crude natural (MT)	63	67	502,308	483,319	5	10	42,330	41,090
Competitive aq imports (NA)	0	0	28,527,128	29,881,975	0	0	2,552,454	2,623,727
Animals & prods (NA)	0	0	7,510,223	8,306,909	0	0	705,419	779,294
Animals-live, ex poultry (NO)	0	0	1,605,465	2,030,211	0	0	121,230	158,848
Cattle and calves (NO)	1,975	2,320	1,005,449	1,326,520	117	149	72,275	106,708
Horses, mules, burros (NO)	230	37	338,326	385,989	2	2	18,781	20,177
Swine (NO)	3,893	4,577	249,906	305,537	437	476	29,652	31,561
Sheep, live (NO)	46	75	4,850	7,782	4	3	396	153
Other live animals (NO)	0	0	6,934	4,382	0	0	126	248
Meats & prods, ex poultry (MT)	0	0	3,426,591	3,746,523	0	0	348,800	380,063
Beef & veal (MT)	951	968	2,219,221	2,420,937	104	97	233,993	247,522
Beef & veal - fr or froz (MT)	881	903	2,037,873	2,242,635	98	91	216,539	230,958
Beef & veal - prep or pres (MT)	70	65	181,348	178,302	7	6	17,455	16,564
Pork (MT)	370	364	880,317	947,848	34	40	86,021	104,451
Pork - fr or froz (MT)	286	292	601,845	697,558	27	34	59,556	82,073
Pork - prep or pres (MT)	84	71	278,472	250,290	8	6	26,464	22,378
Mutton, goat & lamb (MT)	53	62	184,681	219,373	4	4	14,236	13,832
Horsemeat - fr or froz (MT)	0	0	12	53	0	0	0	25
Variety meats - fr or froz (MT)	50	57	92,507	97,178	5	6	9,153	9,296
Other meats - fr or froz (MT)	2	4	16,604	22,887	0	0	1,813	1,410
Other meats & prods (MT)	10	11	33,250	38,247	1	1	3,584	3,526
Poultry and prods (NA)	0	0	264,471	239,110	0	0	25,450	20,247
Poultry - live (NA)	11,314	12,361	21,551	23,805	1,019	1,314	2,147	2,452
Poultry meat (MT)	15	20	43,395	61,947	2	2	4,584	5,852
Eggs (NA)	0	0	17,158	16,406	0	0	1,199	1,816
Feathers & down - crude (MT)	26	21	182,368	136,951	2	2	17,520	10,127
Dairy products (NA)	0	0	1,508,963	1,582,630	0	0	150,311	162,579
Milk & cream, fr or dried (MT)	0	0	34,269	38,697	0	0	2,436	2,607
Butter & butterfat mixtures (MT)	19	42	29,576	70,423	2	7	3,660	11,770
Cheese (MT)	179	177	639,122	648,730	18	17	61,679	62,565
Casein & mixtures (MT)	111	100	433,445	480,473	12	10	49,199	49,811
Other dairy prods (NA)	0	0	372,552	344,307	0	0	33,337	35,826
Fats, oils, & greases (MT)	99	97	65,871	57,027	7	11	5,892	4,791
Hides & skins (NA)	0	0	151,463	156,020	0	0	9,310	8,028
Sheep & lamb skins (MT)	1	1	4,019	4,863	0	0	234	302
Other hides & skins (NA)	0	0	94,259	91,873	0	0	8,172	7,018
Furskins (NA)	5,065	4,377	53,185	59,283	558	19	905	708
Wool-unmfq, apparel grade(MT)	13	9	38,244	27,081	1	0	2,272	1,731
Sausage casings (MT)	12	13	56,707	55,243	1	2	6,013	5,706
Bull semen (NA)	0	0	17,090	15,275	0	0	1,129	973
Misc animal prods (NA)	0	0	375,355	397,791	0	0	35,012	36,329
Grains & feeds (MT)	0	0	2,765,603	2,884,084	0	0	251,852	268,308
Wheat, ex seed (MT)	1,550	1,801	191,023	235,085	78	170	9,368	21,978
Corn, unmilled (MT)	222	102	23,811	13,123	8	16	959	1,901
Oats, unmilled (MT)	1,417	1,499	121,231	128,704	167	79	14,147	7,801
Barley, unmilled (MT)	605	611	80,726	78,043	34	36	4,325	4,984
Rice (MT)	299	321	168,502	159,642	21	23	13,002	9,882
Biscuits & wafers (MT)	369	412	828,114	884,522	39	42	89,125	95,695
Pasta & noodles (MT)	267	267	260,792	236,321	25	25	23,513	20,871
Other grains & preps (NA)	0	0	649,114	694,814	0	0	59,238	66,995
Feeds & fodders, ex oilcake(MT)	1,146	1,134	442,290	453,830	91	98	38,174	38,200
Fruits & preps (MT)	3,551	3,595	2,487,550	2,662,669	187	207	147,373	160,424
Fruits - fr or froz (MT)	2,874	2,926	1,869,992	2,054,638	124	142	92,006	103,697
Apples, fresh (MT)	166	153	91,576	91,766	12	7	7,758	4,153
Avocados (MT)	48	62	68,570	80,545	4	2	5,178	2,621
Berries, excl strawberries (MT)	79	87	123,838	130,773	13	19	21,978	25,930
Citrus, fresh (MT)	322	369	193,992	227,667	39	50	21,603	29,864
Grapes, fresh (MT)	449	417	517,394	579,833	0	0	85	154
Kiwi fruit, fresh (MT)	45	48	33,119	28,308	7	3	5,871	1,796
Mangoes (MT)	230	222	141,581	147,038	15	30	8,371	19,344
Melons (MT)	901	879	261,572	286,972	0	2	240	476
Peaches (MT)	43	54	38,186	46,069	0	0	166	101
Pears (MT)	89	84	76,555	78,539	0	0	37	68
Pineapples, fresh/frozen (MT)	284	315	108,806	142,799	23	15	11,364	8,787
Plums (MT)	23	33	22,792	28,974	0	0	20	25
Strawberries, fresh or froz (MT)	70	61	82,671	71,543	1	1	731	1,254
Other fruits, fresh or froz (MT)	124	141	109,340	113,812	10	12	8,604	9,124
Fruits - prep or pres (MT)	677	668	617,558	608,032	63	64	55,367	56,726
Pineapples - can. or prep.(MT)	298	250	180,901	144,145	31	27	18,181	14,634
Other fruits - prep or pres (MT)	379	418	436,657	463,887	32	37	37,185	42,092
Fruit juices (HL)	29,590	26,617	721,960	593,932	2,232	2,217	54,838	48,362
Apple juice (HL)	10,624	11,288	252,511	213,931	759	1,090	18,672	18,370
Grape juice (HL)	1,703	1,369	70,145	43,804	126	111	4,384	3,033
Grapefruit juice (HL)	187	34	4,435	1,274	1	0	63	15
Lemon juice (HL)	710	687	13,416	14,865	110	80	2,626	1,926
Lime juice (HL)	212	143	5,044	3,965	33	26	649	638

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

Quantity and unit	October-August				August			
	Thousand units		Thousand dollars		Thousand units		Thousand dollars	
	2000	2001	2000	2001	2000	2001	2000	2001
Orange juice (HL)	11,934	8,730	228,816	167,200	855	461	17,108	8,374
Pineapple juice (HL)	2,356	2,394	54,567	67,174	235	188	5,357	5,448
Other fruit juice (HL)	1,865	1,970	93,025	81,719	114	261	5,979	10,558
Nuts & preps (MT)	230	242	726,775	604,801	23	22	64,707	54,188
Brazil nuts (MT)	13	9	25,274	17,610	2	1	3,646	1,863
Cashew nuts (MT)	78	76	447,929	335,318	8	8	41,183	34,968
Chestnuts (MT)	4	4	9,887	9,494	0	0	105	260
Coconut meat (MT)	74	73	67,727	53,353	8	8	6,615	5,448
Filberts (MT)	6	6	21,170	20,101	0	0	1,063	1,304
Macadamia nuts (MT)	5	4	29,843	27,645	1	1	3,611	4,090
Pecans (MT)	17	25	55,517	60,640	1	0	2,539	104
Pistachio nuts (MT)	0	1	1,466	2,972	0	0	112	183
Other nuts (MT)	33	44	67,960	77,667	3	3	5,834	5,969
Vegetables & preps (NA)	0	0	4,341,429	4,793,356	0	0	322,649	367,935
Vegetables - fr or froz (MT)	3,529	3,771	2,540,799	2,920,284	210	252	161,814	192,127
Tomatoes (MT)	678	834	575,510	722,545	35	42	40,118	40,606
Asparagus, fresh or frozen (MT)	66	67	107,649	116,357	6	7	8,808	11,350
Beans, fresh or frozen (MT)	37	39	42,859	46,931	2	2	2,194	1,762
Cabbage (MT)	31	54	8,234	14,660	5	6	1,166	1,636
Carrots, fresh or frozen (MT)	70	88	20,177	27,054	6	9	1,869	3,619
Cauliflower & broccoli, fr/fz (MT)	214	228	140,853	153,765	17	17	10,653	11,679
Celery, fresh (MT)	28	31	9,486	11,798	3	1	1,145	279
Cucumbers (MT)	334	363	161,186	192,953	13	15	7,094	9,671
Eggplant (MT)	38	40	23,381	28,891	0	0	95	299
Endive, fresh (MT)	2	3	4,155	4,368	0	0	264	352
Garlic (MT)	26	33	23,722	36,422	1	2	1,147	1,790
Lettuce (MT)	23	30	15,608	19,204	5	8	2,717	3,833
Okra, fresh or frozen (MT)	21	22	10,683	11,463	2	2	749	857
Onions (MT)	212	248	126,694	161,164	9	14	5,341	7,873
Peas, incl chickpeas (MT)	38	37	36,658	32,744	2	3	2,072	2,698
Peppers (MT)	325	320	429,885	484,702	28	27	26,596	29,499
Potatoes, fresh or frozen (MT)	850	770	403,760	386,587	45	59	27,019	34,482
Radishes, fresh (MT)	14	15	12,014	12,244	0	0	260	278
Squash (MT)	154	166	110,023	139,717	2	3	1,291	2,120
Other vegs - fr or froz (MT)	366	383	278,264	316,716	27	35	21,217	27,445
Vegetables-prep/pres (NA)	0	0	1,800,630	1,873,072	0	0	160,835	175,808
Bamboo shoots, presvd. (MT)	22	28	13,694	16,192	2	3	1,100	1,738
Bean cake, miso (MT)	6	7	13,976	14,132	0	1	981	1,094
Cucumbers, preserved (MT)	47	41	26,081	25,893	3	3	2,063	2,088
Garlic, dried (MT)	17	18	9,634	9,786	2	1	1,016	656
Olives - prep or pres (MT)	83	101	169,159	183,380	8	9	14,657	16,128
Mushrooms, canned (MT)	61	56	118,411	104,960	6	6	11,836	10,503
Mushrooms, dried (MT)	3	2	22,054	15,235	0	0	1,808	587
Onions, preserved (MT)	3	3	3,702	3,930	0	0	319	480
Hops, incl extract (MT)	5	4	28,724	21,841	0	0	17	559
Artichokes - prep (MT)	31	35	58,261	52,225	4	4	6,941	5,369
Asparagus - prep (MT)	1	1	2,454	1,952	0	0	210	114
Tomatoes, in. paste/sauce (MT)	51	84	63,182	78,168	3	7	3,056	5,082
Waterchestnuts (MT)	35	33	19,444	16,841	2	3	1,140	1,723
Beans & peas, dried (MT)	71	80	39,296	47,161	6	8	3,412	5,598
Mustard (MT)	16	20	15,526	16,022	2	2	1,746	1,416
Peppers & pimentos, prep (MT)	24	26	27,608	27,892	3	3	2,766	2,788
Soy sauce (MT)	37	42	38,787	42,125	3	4	3,442	3,741
Starches, ex. wheat & corn (MT)	175	150	88,740	73,509	14	14	7,230	6,743
Soups & sauces (MT)	204	213	286,833	312,132	16	17	24,144	27,765
Vinegar (HL)	338	364	39,177	43,398	39	45	5,047	5,390
Yeasts (MT)	53	65	59,490	71,592	5	7	5,923	8,220
Oth. vegetables-prep/pres (NA)	0	0	656,398	694,705	0	0	61,981	68,025
Sugar & related prods (NA)	0	0	1,386,528	1,451,936	0	0	170,505	156,658
Sugar - cane & beet (MT)	1,211	1,188	428,900	446,155	201	167	70,437	55,403
Molasses (HL)	7,622	9,265	50,541	86,702	825	757	5,571	7,565
Confectionery prods (MT)	295	324	690,075	704,212	33	37	75,938	74,766
Oth. sugar & related prods (MT)	478	427	217,012	214,867	42	40	18,558	18,924
Spices (MT)	44	48	62,209	63,552	3	4	3,950	5,658
Tobacco - unmfgr (MT)	203	193	600,826	593,628	20	18	73,167	47,612
Tobacco - filler (MT)	167	169	565,910	546,184	16	14	68,541	42,980
Tobacco - scrap (MT)	35	22	14,715	12,714	4	3	1,506	1,987
Other tobacco (MT)	1	1	20,201	34,730	0	0	3,121	2,645
Beverages, ex fruit juices (HL)	0	0	4,325,836	4,600,589	0	0	465,898	454,102
Wine (HL)	4,158	4,442	2,047,260	2,060,090	417	427	196,521	188,695
Malt beverages (HL)	21,060	23,027	1,954,128	2,120,037	2,471	2,304	227,525	209,466
Other beverages (HL)	0	0	324,448	420,463	0	0	41,853	55,942
Oilseeds & prods (MT)	3,759	3,809	1,746,911	1,575,682	353	366	141,312	140,096
Oilseeds & oilnuts (MT)	1,021	960	293,791	268,622	110	146	21,910	25,364
Flaxseed (MT)	142	48	29,197	12,338	10	3	1,872	1,075
Mustard seeds (MT)	49	46	15,089	12,535	3	3	1,026	974
Rapeseed (MT)	282	246	60,208	53,508	10	10	1,693	2,118
Sesameseed (MT)	47	43	53,153	44,223	4	3	4,176	3,507
Soybeans (MT)	112	94	25,240	24,889	10	8	2,089	2,163
Sunflower seeds (MT)	39	62	10,695	15,250	4	7	1,019	1,660
Other oilseeds & oilnuts (MT)	350	421	100,209	105,878	69	111	10,036	13,867
Oils & waxes-vegetable (MT)	1,638	1,771	1,314,696	1,165,638	147	144	107,346	104,173
Castor oil (MT)	40	48	36,903	33,451	0	10	98	6,667
Coconut oil (MT)	390	461	240,585	169,266	43	24	20,695	7,984
Cottonseed oil (MT)	4	0	1,805	52	0	0	0	0
Olive oil (MT)	174	201	385,736	366,197	18	20	34,651	36,646
Palm oil (MT)	146	158	46,985	48,674	4	12	1,268	3,223
Palm kernel oil (MT)	171	144	114,062	65,719	9	11	5,187	4,064

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

Quantity and unit	October-August				August			
	Thousand units		Thousand dollars		Thousand units		Thousand dollars	
	2000	2001	2000	2001	2000	2001	2000	2001
Peanut oil (MT)	4	32	3,988	21,812	3	1	1,830	1,205
Rapeseed oil (MT)	484	496	222,521	192,648	46	48	20,144	20,290
Soybean oil (MT)	35	32	17,074	13,319	3	2	1,398	894
Sesame oil (MT)	8	8	22,889	23,299	1	1	1,844	1,955
Other vegetable oils (MT)	183	192	222,148	231,202	20	15	20,231	21,245
Oilcake & meal (MT)	1,100	1,078	138,424	141,422	96	75	12,056	10,559
Cotton, excl linters (MT)	11	3	22,509	5,840	0	0	539	91
Cotton linters (MT)	22	43	5,005	15,903	2	2	538	851
Seeds - field & garden (MT)	433	289	468,742	408,042	20	19	29,050	24,376
Cut flowers (NA)	0	0	587,328	542,176	0	0	34,766	32,554
Nursery stock, bulbs, etc. (NA)	0	0	492,919	527,261	0	0	62,048	59,534
Other vegetable prods (MT)	0	0	274,777	251,615	0	0	23,844	23,685
Selected non-ag imports (NA)	0	0	16,027,987	16,946,797	0	0	1,606,742	1,468,410
Fertilizers (MT)	23,255	27,669	2,610,184	3,404,345	2,054	1,992	255,307	218,028
Potassium (MT)	8,528	8,234	690,180	654,048	648	577	53,075	45,514
Nitrogen (MT)	8,881	13,223	1,217,807	1,933,202	905	930	131,615	103,994
Phosphate (MT)	5,834	6,202	695,073	809,533	500	485	70,096	68,055
Fish (MT)	0	0	8,777,208	8,958,459	0	0	988,382	941,439
Fish fresh or prep (MT)	0	0	3,523,251	3,494,420	0	0	324,105	332,563
Shellfish (MT)	563	595	5,191,544	5,389,986	64	71	660,249	604,090
Fish prods, other (MT)	46	49	62,414	74,053	3	3	4,029	4,786
Aq chemicals (MT)	129	131	902,501	1,044,440	7	5	57,978	36,260
Fungicides (MT)	36	30	170,826	178,695	3	2	11,630	7,755
Herbicides (MT)	29	46	271,728	378,612	1	1	11,887	8,628
Insecticides (MT)	22	18	123,351	198,826	1	0	15,531	3,692
Other pesticides (MT)	42	38	336,597	288,306	2	2	18,930	16,185
Farm machinery (NA)	0	0	3,294,953	3,111,353	0	0	255,536	224,801
Tractors & self-prop mach (NO)	8,160	6,935	1,635,901	1,445,451	670	304	118,587	99,111
Other ag mach & parts (NA)	0	0	1,659,052	1,665,902	0	0	136,949	125,691
Tobacco - mfg (NA)	16	17	443,141	428,200	2	2	49,539	47,881

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

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

Item	Jul.	Aug.	Year-to-date	% Change
Exports	3,939	4,468	49,070	5
Imports (c.i.f.)	3,467	3,393	38,976	0
Imports (customs value)	3,223	3,163	35,990	0
Trade Balance:				
Exports less c.i.f. imports	472	1,074	10,094	30
Exports less customs-val. imports	715	1,304	13,080	21
Exports by major commodity group				
Live animals	59	61	801	21
Meat & poultry	611	664	6,867	0
Dairy prod & eggs	103	118	1,219	13
Hides & skins	175	170	1,810	34
Wheat	230	306	2,944	-3
Rice	42	67	700	-18
Corn	412	522	4,107	-2
Other feed grains	31	54	681	11
Animal feeds	293	346	3,877	13
Soybeans	177	235	4,922	3
Vegetable oils	94	91	1,085	-14
Fruits & nuts	399	384	4,389	6
Vegetables	352	358	4,201	2
Cotton & linters	180	232	1,949	13
Tobacco, unmfq.	63	124	1,139	-3
Seeds & nursery	55	70	947	-5
Imports customs value by major commodity group				
Live animals	149	161	2,054	26
Meat & poultry	401	386	3,808	10
Dairy prod. & eggs	156	164	1,599	5
Grains & feeds	281	279	3,026	4
Fruits & nuts	393	353	4,921	-1
Vegetables	372	368	4,793	10
Vegetable oils	118	104	1,166	-11
Wine	193	189	2,060	1
Malt beverages	220	209	2,120	8
Coffee	155	128	1,647	-40
Cocoa	122	125	1,244	-7
Rubber, natural	60	63	627	-20
Cane & beet sugar	52	55	446	4
Tobacco, unmfq.	45	48	594	-1
Seeds & flowers	82	116	1,477	-5

Preliminary data.

U.S. Export Penetration of World Markets Slowed In 1999

U.S. agricultural exports declined in total value to \$48.5 billion in calendar year 1999 from \$60.4 billion in 1996. The economic crises of 1997-99 in Asia, Russia, and Latin America led to foreign currency devaluations and weak global demand. Large global supplies of major bulk commodities intensified export competition, particularly from South America and China. Prices of grains and oilseeds have fallen substantially since 1997. During the same period, the U.S. dollar remained strong, reducing U.S. export competitiveness. And, in general, U.S. penetration of foreign markets declined, as the U.S. lost market share.

Export Penetration

The performance of U.S. exporters relative to foreign competitors is gauged by U.S. export penetration in key markets as measured by market share. U.S. export share reflects the relative advantage of U.S. products over foreign rivals with respect to price and other demand factors that drive trade. The pattern of U.S. market share over time is useful in tracking long-term performance, which may then be linked to factors such as the dollar's relative value, greater foreign competition, or economic weakness in key markets.

Export share is the most straightforward measure of market penetration. This ratio calculates the percentage of U.S. exports of an agricultural product relative to the world's imports of that product. Or, the ratio calculates the percentage of a country's imports purchased from the United States relative to the country's total imports from the world, including the United States, as follows:

Export share = U.S. exports of product *i* / World imports of product *i*

Export share = U.S. exports to country *j* / Country *j*'s imports from the world

U.S. export share is relatively competitive if it exceeds any other export competitor's share in that market, or if it is higher than the average U.S. export share in the total world market. A market share of greater than 50 percent indicates dominance of U.S. exports over the collective share of rivals.

Patterns of U.S. Export Penetration by Commodity

Table A below highlights the global market share of U.S. agricultural exports, as well as aggregated bulk commodities and non-bulk, or high-value, products from 1976 to 1999. (Bulk commodities include unmilled wheat, rice, coarse grains, soybeans, tobacco, and cotton.) The shares are calculated from U.S. dollar trade values by the Food and Agriculture Organization of the United Nations.

The U.S. agricultural export share in the world market eroded from an average 34 percent in 1976-80 to 18 percent in 1999. The global share of U.S. bulk commodities declined from over 40 percent in 1975-84 to 29 percent in 1999, while high-value exports dropped from 19 to 12.5 percent. In 1999, the value of U.S. high-value exports (\$42 billion) was twice as much as U.S. bulk exports (\$20.9 billion).

U.S. export penetration of the global market is still dominant with respect to corn and soybeans, and relatively competitive with respect to tobacco and wheat. The U.S. share in 1999 was 52 percent for corn, 51 percent for soybeans, 24 percent for tobacco, 22 percent for wheat, 14 percent for cotton, and 11 percent for rice. These market shares are significantly lower than they were in 1976-85.

A major factor in the decline of U.S. bulk commodity shares in the world market was the strength of the dollar relative to most currencies in the past 15 years, especially from 1997 to 1999. Also, the financial crises in East and Southeast Asia, Latin America, and Russia in the late 1990s severely reduced import demand for U.S. farm products. High commodity prices in 1995-96 led to large increases in planted area of grains and oilseeds in competitor countries, particularly Argentina (corn and soybeans), Brazil (soybeans), and China (corn).

For U.S. cereal grains and cereal preparations, the export share fell from 33 percent in the early 1980s to 21 percent in 1999. The export share of U.S. oilseeds dropped by almost half from 60 percent in 1976-80 to 33 percent in 1999. Similar trends are observed for soybean meal and soybean oil as foreign supplies surged, particularly from Argentina and Brazil. Also, China's greater crushing capacity reduced its imports of U.S. soybean oil beginning in 1999.

A brighter picture emerges for major U.S. high-value exports, such as meat and meat products, fruits and vegetables, almonds, wine and beer, and sugar. The generally upward pattern of their export shares in the past 25 years has helped spur the growth of total U.S. farm exports and maintain the U.S. agricultural trade surplus. Although most high-value export shares are not as large as bulk commodity shares, they compensate by their increasing export values.

Market Share by Country

In Table B, the countries surveyed represent 93 percent of U.S. agricultural export value in 1999. Although U.S. export share in the world market eroded from 32 percent before 1986 to 18 percent in 1999, the share loss in more distant countries was partly offset by large gains in the Western Hemisphere markets. U.S. competitiveness in more distant markets was especially vulnerable to the strong dollar in recent years and weaker foreign economies are also to blame.

Nevertheless, U.S. export penetration shows a strong “gravity” factor, directly relating market share to geographic proximity. Canada and Mexico are where U.S. market penetration is strongest, helped by both geography and NAFTA. Penetration is next highest in Central America, followed by South America, then East Asia.

U.S. exports are relatively competitive in almost half of the major markets because export share exceeds the 18-percent average U.S. share in the overall world market. These countries accounted for more than 80 percent of U.S. export sales in 1999. The combined markets of NAFTA and the rest of Latin America accounted for 47 percent of U.S. exports in 1999, up from only 26 percent in 1989 and 18 percent in 1979.

In 1999, U.S. farm exports were dominant (more than a 50-percent share) only in the North and Central American markets. In earlier years, this also was true in Ecuador and Colombia.

Still, the long-term trend or pattern is generally downward in most countries, particularly in more distant markets. A gradual downward trend in U.S. market share is evident in the formerly strong markets of South America, and East and Southeast Asia.

As remaining trade barriers decline in world markets as the result of further trade liberalization, competition for market share becomes more intense, such that import-price determinants, including shipping costs and exchange rates, assume heavier importance. Import demand for U.S. agricultural products depends not only on prices and exchange rates, but also on transport cost, tariffs, quotas, and other trade barriers. [Andy Jerardo, (202)-694-5323, ajerardo@ers.usda.gov]

Table A: U.S. Export Penetration of World Markets 1/

by commodity:	average 1976-80	average 1981-85	average 1986-90	average 1991-95	1996	1997	1998	1999
	percent							
Cereals and prep.	36.2	33.3	27.3	23.4	25.7	20.6	20.1	20.9
Wheat	35.1	33.5	27.3	25.3	28.6	21.6	22.1	22.1
Rice	21.8	20.8	17.5	13.4	11.6	12.0	13.2	10.8
Maize	62.7	57.4	53.3	48.4	60.2	46.5	44.5	52.2
Sorghum	51.1	49.0	62.5	68.6	61.6	66.7	65.1	64.1
Flour of cereals	15.3	10.2	35.4	35.3	28.4	15.4	20.4	27.7
Feeds and fodders	24.5	22.7	19.6	19.2	19.2	20.9	20.1	18.8
Oilseeds	60.7	57.6	39.5	40.1	47.9	43.7	32.7	33.3
Soya beans	77.1	76.1	60.4	60.4	73.6	61.3	47.9	50.6
Oilseed cake meal	27.5	21.9	17.5	15.4	14.2	17.2	16.7	13.6
Cake of soya beans	36.2	25.6	19.2	17.2	17.4	20.4	19.2	15.6
Vegetable oils	11.9	9.3	6.7	6.4	5.2	6.8	7.9	5.5
Oil of soya beans	32.6	22.2	19.2	16.3	9.0	14.8	18.8	9.7
Meat and preparations	6.1	6.2	8.0	11.4	15.0	15.5	14.9	14.8
Beef and veal	2.4	1.6	3.3	4.0	5.5	5.7	5.4	7.1
Pig meat	5.4	3.0	2.9	4.9	7.6	9.0	9.4	9.1
Poultry meat	15.3	13.5	13.2	18.4	26.2	25.9	22.6	19.4
Animal fats	50.8	49.2	39.0	42.0	36.1	33.9	37.9	31.1
Dairy products & eggs	1.8	2.8	2.0	2.4	2.0	2.6	2.5	2.4
Hides and skins	20.7	23.7	23.7	24.2	21.8	22.6	21.3	23.4
Fruits and vegetables	8.5	8.8	7.8	9.7	9.7	10.4	10.0	9.6
Almonds	7.2	21.8	35.5	51.0	55.8	61.0	66.9	63.8
Essential oils	20.7	21.2	16.0	29.2	19.5	19.5	19.1	19.4
Beverages	1.9	1.7	2.6	4.2	4.4	4.6	4.6	4.5
Wine	0.4	0.7	1.2	2.0	2.8	3.2	3.7	3.6
Beer	3.2	2.8	3.7	6.9	7.8	6.8	5.3	4.1
Non-alcoholic bev.	14.9	6.3	6.6	9.8	8.3	10.2	10.0	9.2
Sugar and honey	1.3	1.7	1.9	3.0	2.8	3.3	3.3	3.4
Cotton lint	26.1	27.7	25.7	27.3	24.4	25.1	28.1	13.8
Tobacco	31.0	31.8	38.4	34.3	30.3	29.0	29.2	24.2
Total bulk commodities	43.7	41.8	37.7	34.8	37.4	32.7	30.5	28.6
Non-bulk products	19.3	18.2	13.4	13.2	14.6	14.1	13.0	12.5
Total Agriculture 2/	34.2	31.8	24.8	22.2	23.7	21.8	19.6	18.2

1/ Estimates are based on the ratio of U.S. exports (fob) to world imports (cif), both valued in U.S. dollars.

2/ The world share of total U.S. agricultural exports is a weighted average with U.S. exports as weights.

Data source: Food and Agriculture Organization of the United Nations (apps.fao.org)

Table B: U.S. Export Penetration*

by country:	1976-80	1981-85	1986-90	1991-95	1996	1997	1998	1999
	Percent							
NAFTA								
Canada	43.1	39.9	38.4	64.6	64.5	64.5	64.6	65.2
Mexico	77.4	71.8	65.7	64.3	72.1	66.7	72.5	64.4
Central America								
Costa Rica	38.2	45.3	49.5	60.2	57.3	46.4	42.1	52.9
Dominican Rep.	86.9	98.9	89.8	72.1	75.5	84.2	80.2	---
Panama	62.1	59.4	57.3	52.5	48.4	52.5	59.0	46.8
South America								
Argentina	5.3	6.8	10.3	11.0	12.5	19.8	12.3	10.9
Brazil	23.9	32.5	13.2	8.2	9.3	8.7	8.3	5.2
Chile	31.5	38.3	16.3	14.4	10.0	10.1	10.3	13.0
Colombia	54.6	48.7	37.4	32.0	36.6	30.8	33.5	30.9
Ecuador	74.5	63.1	60.2	41.0	37.6	39.0	25.5	32.5
Peru	47.9	43.2	24.1	22.0	22.2	13.5	24.6	27.4
Venezuela	33.4	47.1	48.0	33.0	32.8	37.4	29.1	29.3
East Asia								
Japan	32.4	35.4	28.2	26.7	28.0	27.6	26.2	25.3
China	11.9	13.1	7.0	8.2	11.9	9.9	10.2	6.7
Hong Kong	13.5	11.3	9.8	11.7	13.6	15.6	15.4	14.3
South Korea	57.1	50.1	41.9	32.0	36.1	29.5	33.5	33.6
Taiwan 1/	43.9	37.7	28.0	26.1	29.7	26.4	23.1	25.6
Southeast Asia								
Indonesia	24.9	27.6	16.8	15.2	15.2	17.3	12.4	11.6
Malaysia	5.9	7.9	5.7	8.3	14.0	11.0	8.0	8.4
Philippines	47.8	47.1	35.8	34.3	31.8	34.4	26.1	29.8
Singapore	5.9	6.7	5.0	5.2	5.4	5.2	5.0	5.1
Thailand	32.9	26.9	15.8	16.3	18.2	17.7	19.4	18.2
South Asia								
Bangladesh	38.2	24.6	18.9	17.4	7.2	8.8	12.2	5.8
India	27.0	23.8	11.8	11.8	5.1	6.0	5.2	3.0
Pakistan	31.3	24.5	27.1	16.1	16.8	24.3	9.3	3.8
Middle East								
Israel	42.2	36.2	27.6	25.9	30.4	27.3	19.9	23.0
Saudi Arabia	12.5	9.4	12.7	13.4	11.6	13.7	11.0	10.7
Turkey	3.0	24.5	13.5	16.3	15.9	17.9	19.0	18.3
North Africa								
Algeria	10.3	9.6	18.6	17.9	11.6	11.0	9.7	9.4
Egypt	33.3	25.8	26.1	32.2	34.2	28.1	26.6	30.3
Morocco	16.3	24.6	26.0	15.7	14.4	11.6	8.2	10.4
Tunisia	15.1	18.6	15.8	16.0	12.3	13.5	9.5	9.9
Sub-Saharan								
Nigeria	16.5	22.1	8.9	10.7	15.0	8.2	10.3	11.5
South Africa	13.2	22.4	7.2	15.5	15.8	11.7	11.4	12.9
Oceania								
Australia	12.6	12.5	11.1	16.4	11.6	12.4	12.6	10.4
New Zealand	11.8	13.9	10.4	9.6	7.7	9.6	12.5	9.0
Europe								
European Union	10.7	9.9	14.4	13.8	14.5	14.8	13.2	12.0
Norway	13.9	13.5	6.9	6.5	6.4	4.2	3.8	3.3
Switzerland	9.1	10.7	4.0	3.8	3.9	10.3	4.0	8.6
Poland	21.5	12.8	5.9	5.1	5.7	3.2	3.2	2.0
Russia	14.5	10.2	10.5	9.8	12.1	9.7	8.0	9.3

* Average of calendar-year FATUS agricultural export values divided by FAO total agricultural import values.

1/ Imports by Taiwan include fish.

Back page.

Starting in January 2002, *U.S. Agricultural Trade Update* will contain only key text and tables summarizing monthly U.S. agricultural trade data and will be available electronically. Special articles formerly released in this publication will become stand-alone ERS electronic publications. To order a printed copy of this publication (SUB-FAU-4030), contact the ERS Order Desk at the National Technical Information Service (NTIS) on 1-800-999-6779 or 703-605-6220.

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