

International Merchandise Exports

Overview

Utah's exports grew about 5% to an estimated \$3.4 billion during 2001. Although Utah's exports more than doubled during the 1990s, most of the growth occurred before 1997. Since then, exports have remained in the range of \$3 billion. If the Asian economies were as strong today as they were in the early 1990s, Utah's exports would likely be in the range of \$4 billion. Over the long term, economic globalization will spur both trade and growth. In the short term, Utah's exports may not grow rapidly, but they appear to have held up well relative to other states and the nation. Exports may be softening the national recession's effects in Utah.

2001 Summary

Value of Utah's Merchandise Exports. Utah ranked 37th among the states in the value of merchandise exports during 2001. Export estimates for 2001 are based on the first three quarters of data reported by the U.S. Census Bureau; the fourth quarter is assumed to be 25% of the 2001 total. In contrast to the 5% growth Utah experienced, exports for the U.S. and about half the states declined from 2000 to 2001. Utah's exports are less than 3% of California's \$117.6 billion. As the leading state, California accounted for almost one-sixth of the nation's \$742.4 billion exports during 2001. With \$64.1 billion in exports, second place Texas has less than two-thirds of California's exports, and at \$53.4 billion, third place New York has less than half.

Utah's Merchandise Exports by Industry. During 2001, exports of primary metal products (copper and steel) were \$863 million, or over one-fourth of the total. Other major export products include transportation equipment (\$602 million, or 18%), computers and electronics (\$507 million, or 15%), food (\$231 million, or 7%), chemicals (\$226 million, or 7%), and machinery (\$206 million, or 6%).

Destination of Utah's Merchandise Exports. Utah's largest markets for merchandise exports are in Western Europe, Canada, and East Asia. During 2001, the top five destination countries for Utah's merchandise exports accounted for \$2.1 billion of the \$3.4 billion total, or about two-thirds, while the top ten accounted for \$2.6 billion, or over three-fourths.

Significant Issues

East Asia. Since 1997, Utah's merchandise exports to every region but East Asia have increased. In East Asia's case, exports have fallen 20 percent. In other words, because of slack demand in East Asia, Utah's exports in 2001 are at about the same level as 1997. If growth in East Asia picks up then Utah could see an export boom. Without a pick-up in Asia, Utah's export sector will continue restructuring and ultimately be in a position to grow without Asia as a primary market.

Limitations of Data. The export data presented have been generated by the U.S. Census Bureau's Foreign Trade Division in cooperation with the U.S. Customs Service. There are two techniques to measure a state's exports: 1) origin of movement; and 2) location of exporter. Origin of movement uses information on the Customs Service shippers export declaration to determine where in the U.S. the merchandise was shipped from. Likewise, location of exporter uses the shippers export declaration to determine where the exporter manufacturing the merchandise is located.

Both origin of movement and location of exporter data have been presented. For the state as a whole, the exporter location was about 5%

higher than origin of movement in 1997 and 1998, but since then origin has been over 10% greater than location. The most important conclusion to draw is that it is difficult to precisely measure exports by state, but these two series suggest the approximate level and the nature of change in exports. Utah's merchandise exports are in the range of \$3 billion and have been in that range since 1997.

These data account for the value of merchandise exports but not service exports. This means that exports of business services (such as financial services or computer software), educational services (such as international students paying tuition to purchase Utah education), tourist services (such as purchases made by international travelers in Utah), and other services sold in international markets are not included in the value of these exports.

Conclusion

Utah's exports remained in the range of \$3 billion during 2001. While Asia is a major export market, unless its economies grow more rapidly, it will no longer be a primary force for Utah's export growth. Economic globalization will create new markets for Utah's exports, thereby increasing export growth.

Figure 34
Utah Merchandise Exports (Millions of Dollars)

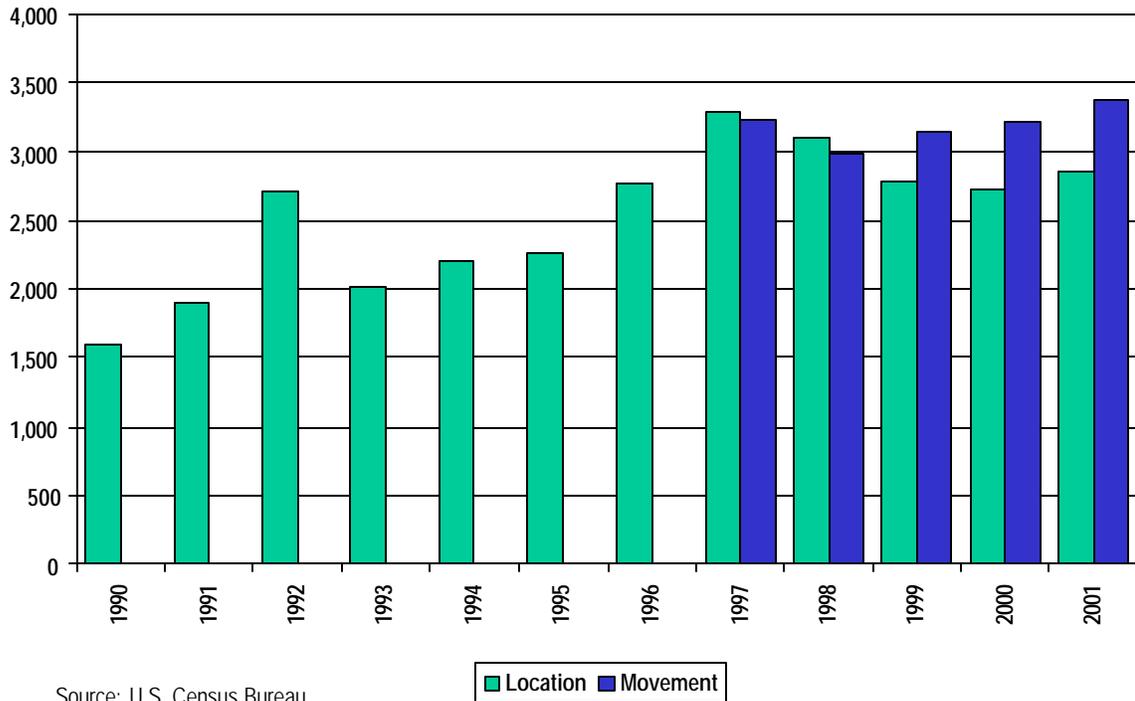


Figure 35
Utah Merchandise Exports by Top Ten Industries: 2001

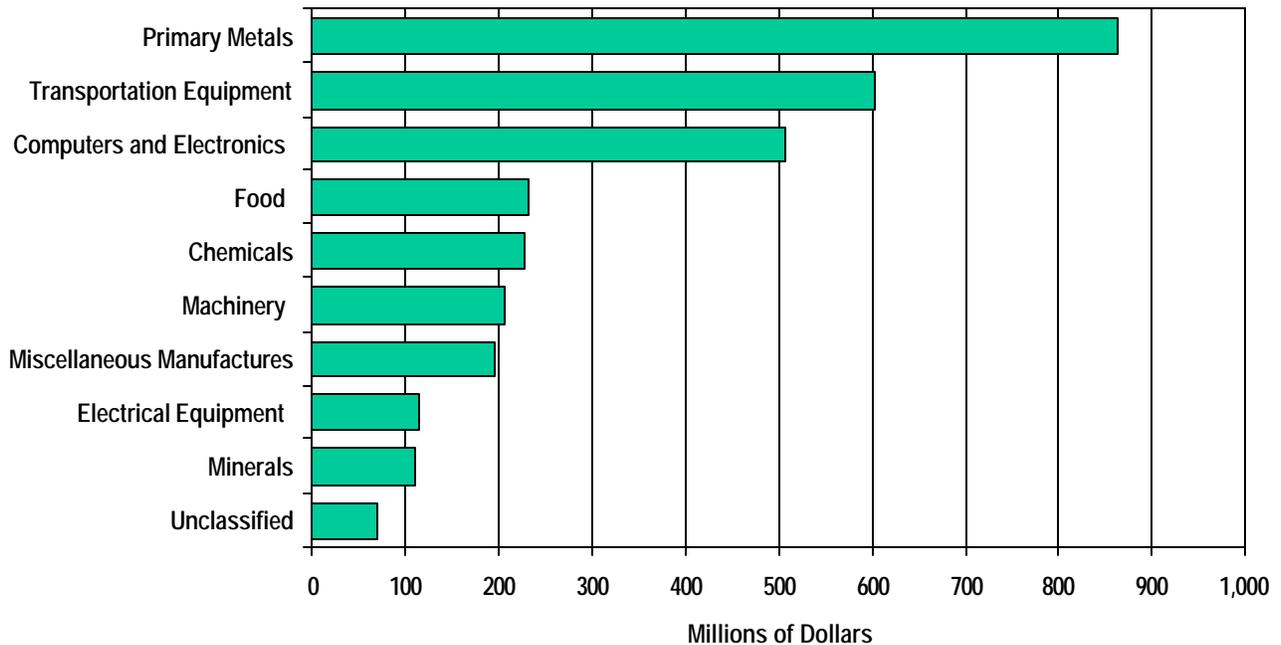
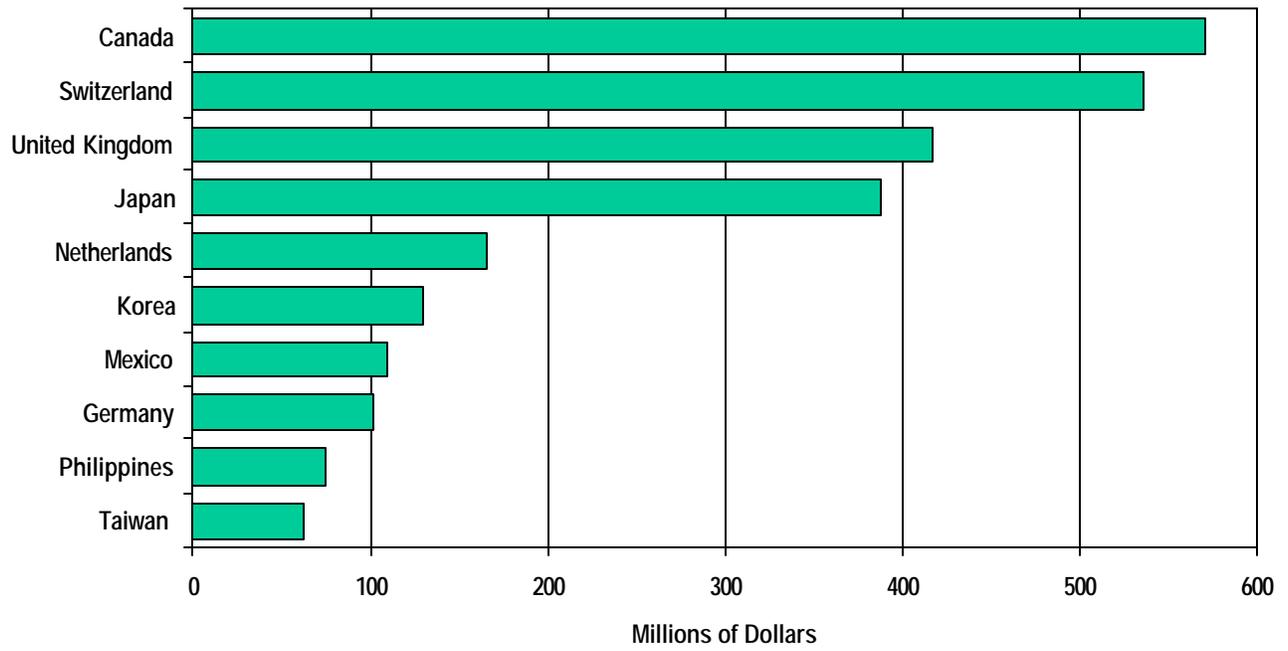


Figure 36
Utah Merchandise Exports to Top Ten Purchasing Countries: 2001



Source: U.S. Census Bureau

Table 45

Utah Merchandise Exports by Purchasing Country and Region (Millions of Dollars)

Rank	Country	1997	1998	1999	2000	2001	2000-01 Percent Change
1	Canada	495.8	486.8	568.5	605.8	570.6	-5.81%
2	Switzerland	71.4	248.8	399.5	452.9	536.5	18.47%
3	United Kingdom	768.2	720.2	628.9	246.0	416.8	69.41%
4	Japan	516.3	397.1	378.5	402.1	387.8	-3.56%
5	Netherlands	108.8	98.2	120.8	151.2	165.3	9.33%
6	Korea	112.1	50.7	67.2	128.9	129.3	0.27%
7	Mexico	88.6	77.1	78.7	102.1	109.2	6.90%
8	Germany	147.1	88.0	75.7	104.5	101.4	-3.02%
9	Philippines	94.5	111.6	79.6	105.2	74.9	-28.79%
10	Taiwan	98.8	44.6	43.6	76.3	62.9	-17.55%
11	Ireland	45.9	50.5	64.0	98.3	61.6	-37.33%
12	Belgium	74.0	45.2	53.1	72.8	56.9	-21.86%
13	Hong Kong	44.1	28.5	40.4	58.4	54.1	-7.34%
14	Malaysia	57.5	70.5	47.3	44.0	53.0	20.38%
15	France	46.1	42.7	57.1	46.9	51.3	9.33%
16	Singapore	63.0	38.0	44.0	54.9	50.6	-7.86%
17	Australia	33.2	44.2	44.9	59.7	50.4	-15.57%
18	Brazil	15.4	14.6	24.5	41.1	49.0	19.09%
19	Turkey	4.1	7.5	19.8	30.3	37.4	23.42%
20	China	26.0	33.6	17.3	32.6	36.4	11.65%
21	Italy	48.6	27.0	45.9	39.6	27.9	-29.55%
22	Thailand	74.9	50.9	23.4	17.9	26.4	47.99%
23	Spain	15.7	19.3	15.0	18.2	19.4	6.54%
24	Costa Rica	2.9	2.2	2.7	18.6	18.1	-3.09%
25	Argentina	5.9	3.8	7.2	5.2	14.8	182.18%
26	India	7.4	4.6	5.8	11.8	13.1	11.48%
27	Sweden	21.6	23.7	7.1	12.2	12.4	1.71%
28	South Africa	7.0	5.2	4.0	5.2	10.5	104.24%
29	Israel	9.6	9.7	8.6	8.9	10.4	15.94%
30	Egypt	1.8	1.5	1.2	2.9	8.5	189.70%
31	Norway	3.7	5.6	3.8	5.7	8.2	42.78%
32	Ukraine	2.5	3.8	7.1	7.5	7.8	3.38%
33	Peru	4.1	3.7	2.9	4.7	6.6	39.70%
34	Austria	4.5	3.9	5.4	4.3	6.3	45.12%
35	New Zealand	12.1	9.2	9.7	7.0	6.1	-13.28%

Rank	Region	1997	1998	1999	2000	2001	2000-01 Percent Change
1	Western Europe	1,370.3	1,393.5	1,521.0	1,301.6	1,518.0	16.63%
2	East Asia	1,096.4	830.3	746.0	923.4	880.7	-4.62%
3	Canada	495.8	486.8	568.5	605.8	570.6	-5.81%
4	Latin America	78.2	65.0	71.8	110.0	125.7	14.30%
5	Mexico	88.6	77.1	78.7	102.1	109.2	6.90%
6	Australia/Pacific	46.2	54.4	55.9	68.0	57.7	-15.16%
7	West Asia	34.6	44.2	52.6	58.1	46.4	-20.16%
8	Eastern Europe	15.3	18.2	24.8	31.9	36.0	12.60%
9	Africa	13.4	11.3	14.2	19.8	31.7	59.82%

Notes:

1. Exports based on location of exporter, and so will be slightly different than tables based on origin of movermer
2. Rank based on 2001 exports.
3. 2001 exports based on first three quarters; fourth quarter is assumed to be 25% of 2001 total.

Source: U.S. Census Bureau

Table 46
U.S. Merchandise Exports by State (Millions of Dollars)

Rank	State	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	2000	2001	2000-01 Percent Change
27	Alabama	2,834	3,325	3,629	2,443	2,833	3,440	3,703	4,537	4,560	4,899	5,625	5,689	1.1%
47	Alaska	2,850	3,134	3,195	746	860	855	850	969	760	950	985	1,051	6.7%
20	Arizona	3,729	4,465	5,109	4,154	4,923	6,048	9,938	13,557	10,753	10,123	9,997	9,337	-6.6%
39	Arkansas	920	1,147	1,324	1,046	1,428	1,761	1,997	2,212	1,934	1,829	2,068	2,090	1.1%
1	California	44,520	50,415	56,307	62,295	71,285	82,692	98,634	103,802	98,809	102,864	129,939	117,632	-9.5%
19	Colorado	2,274	2,574	2,594	5,526	6,881	8,226	10,065	11,329	10,733	11,171	12,265	11,035	-10.0%
15	Connecticut	4,356	4,995	5,028	9,925	9,978	12,583	13,053	12,897	12,140	11,335	13,180	13,372	1.5%
30	Delaware	1,344	1,441	1,508	3,350	3,646	4,295	4,585	5,104	4,969	4,857	5,888	4,918	-16.5%
31	District Of Columbia	320	269	344	4,485	4,839	5,163	5,085	4,881	4,392	4,345	4,728	4,733	0.1%
9	Florida	11,634	13,257	14,431	13,733	15,601	17,594	19,618	22,889	23,173	22,544	24,213	23,798	-1.7%
16	Georgia	5,763	6,815	7,652	5,758	6,685	8,208	8,618	9,810	11,212	11,061	11,772	12,077	2.6%
51	Hawaii	179	148	206	187	178	183	295	303	211	244	369	332	-9.9%
41	Idaho	898	958	1,076	1,189	1,470	1,812	1,610	1,716	1,460	2,117	2,797	1,950	-30.3%
6	Illinois	12,965	14,025	15,328	19,702	23,650	29,456	32,225	34,225	33,838	30,857	32,249	31,789	-1.4%
13	Indiana	5,273	5,724	6,148	8,287	9,326	10,791	12,119	13,097	13,949	14,584	14,813	14,866	0.4%
33	Iowa	2,189	2,263	2,476	1,932	2,278	2,494	2,695	3,117	3,412	2,985	3,262	3,299	1.1%
28	Kansas	2,113	2,148	2,514	3,042	3,441	4,379	4,971	5,133	4,403	4,856	5,050	5,341	5.8%
24	Kentucky	3,175	3,217	3,648	3,249	4,000	4,802	5,824	6,904	7,440	8,016	8,758	7,455	-14.9%
32	Louisiana	14,199	15,456	16,151	3,049	3,534	4,516	4,731	4,374	4,392	3,947	3,860	3,976	3.0%
43	Maine	870	915	902	1,043	1,114	1,285	1,249	1,590	1,664	1,785	1,665	1,637	-1.7%
29	Maryland	2,592	3,363	3,879	2,554	2,721	3,301	3,510	3,861	4,014	4,068	4,997	5,336	6.8%
11	Massachusetts	9,501	10,018	10,400	10,980	11,884	13,637	15,368	17,368	16,467	17,106	19,747	17,666	-10.5%
4	Michigan	18,474	20,236	20,414	24,251	35,392	35,719	38,128	37,920	39,269	41,312	51,615	49,588	-3.9%
12	Minnesota	5,091	5,376	6,137	9,461	9,580	12,066	13,884	13,793	13,499	14,401	17,539	16,107	-8.2%
36	Mississippi	1,605	1,738	1,963	796	1,088	1,355	1,222	1,421	1,414	1,454	1,776	3,084	73.7%
26	Missouri	3,130	3,367	3,664	4,653	5,123	5,566	6,591	7,043	6,832	7,431	7,931	6,993	-11.8%
50	Montana	229	279	268	239	253	269	341	430	390	404	551	451	-18.1%
34	Nebraska	693	960	1,233	1,730	1,947	2,235	2,453	2,494	2,472	1,991	3,141	3,182	1.3%
44	Nevada	394	427	507	482	418	613	692	807	765	1,083	1,754	1,623	-7.5%
38	New Hampshire	973	988	917	1,033	1,189	1,412	1,745	1,931	1,987	2,159	2,475	2,377	-4.0%
8	New Jersey	7,633	8,740	8,955	13,551	15,635	16,988	18,458	20,815	20,033	21,008	28,778	26,928	-6.4%
45	New Mexico	249	309	356	390	470	416	917	1,780	1,896	2,965	645	1,128	74.8%
3	New York	22,072	23,261	22,628	36,504	32,720	39,008	44,965	48,885	45,565	43,297	53,007	53,395	0.7%
14	North Carolina	8,010	8,540	10,374	7,669	8,570	10,122	11,587	13,102	12,920	13,571	14,975	14,528	-3.0%
48	North Dakota	360	335	336	324	375	465	576	623	657	635	712	769	8.1%
7	Ohio	13,378	14,855	16,306	17,151	18,849	20,271	22,555	25,107	24,815	26,562	29,125	29,534	1.4%
35	Oklahoma	1,646	1,770	1,987	2,275	2,116	2,399	2,538	2,722	2,623	2,405	3,257	3,169	-2.7%
25	Oregon	4,065	4,264	4,890	5,966	6,585	8,980	8,481	8,359	8,144	11,164	9,434	7,369	-21.9%
10	Pennsylvania	4,547	4,951	5,600	6,936	7,427	8,987	9,479	10,300	10,382	10,164	12,864	22,260	73.0%
21	Puerto Rico			3,872	4,195	4,407	4,484	5,188	5,528		7,894	7,724	8,271	7.1%
46	Rhode Island	595	679	859	893	964	904	955	1,127	1,113	1,105	1,169	1,095	-6.4%
22	South Carolina	3,116	3,741	4,222	3,140	3,405	4,350	4,925	5,674	5,857	6,477	7,818	8,150	4.3%
49	South Dakota	205	218	232	202	245	321	397	435	374	1,143	498	488	-1.9%
17	Tennessee	3,746	4,344	5,156	5,942	7,307	9,214	9,328	9,917	9,873	9,343	11,414	11,647	2.0%
2	Texas	32,931	40,079	43,553	34,192	38,454	42,528	48,252	56,293	59,029	61,706	68,746	64,080	-6.8%
37	Utah	1,596	1,906	2,706	2,027	2,207	2,269	2,769	3,293	3,099	2,789	2,713	2,850	5.1%
42	Vermont	1,154	1,091	1,314	1,198	1,202	1,490	2,611	2,592	2,758	2,827	2,660	1,925	-27.6%
52	Virgin Islands					153	225	192	243	115	181	212	203	-4.3%
23	Virginia	9,333	10,004	9,784	7,868	9,712	10,150	10,926	11,512	11,460	10,722	10,547	8,022	-23.9%
5	Washington	24,432	27,053	28,041	27,057	24,690	21,591	25,498	31,746	37,960	36,826	33,355	35,753	7.2%
40	West Virginia	1,550	1,656	1,746	732	911	1,073	1,218	1,299	1,178	897	1,472	1,991	35.3%
18	Wisconsin	5,158	5,319	6,173	5,638	6,670	7,668	8,410	9,792	9,221	9,546	10,858	11,449	5.4%
53	Wyoming	264	328	368	82	85	93	124	176	158	156	142	148	4.2%
	Unknown	82,924	74,967	69,751	69,520	71,965	83,115	58,621	68,063	72,435	64,850	65,297	44,482	-31.9%
	United States	394,045	421,851	448,156	464,767	512,670	583,865	624,767	688,896	682,977	695,009	782,429	742,418	-5.1%

Notes:

- Exports based on origin of movement, and so will be slightly different than tables based on location of exporter.
- Rank based on 2001 exports.
- 2001 exports based on first three quarters; fourth quarter is assumed to be 25% of 2001 total.

Source: U.S. Census Bureau

Table 47
Utah Merchandise Exports by Industry (Thousands of Dollars)

Rank	Code	Industry	1997	1998	1999	2000	2001	2000-01 Percent Change
19	111	Agricultural Products	18,970	18,459	17,238	21,547	7,002	-67.5%
29	112	Livestock And Livestock Products	252	318	437	475	441	-7.2%
28	113	Forestry Products	535	389	548	606	509	-16.1%
20	114	Fish Products	10,507	5,043	3,047	2,161	6,076	181.1%
30	211	Oil and Gas	13	49	0	39	0	-100.0%
9	212	Minerals	312,700	167,523	130,711	171,546	110,655	-35.5%
4	311	Food	131,589	129,669	135,425	176,394	231,063	31.0%
23	312	Beverages	1,717	3,923	5,016	3,625	4,971	37.1%
17	313	Raw Textiles	3,305	2,724	3,783	10,011	9,526	-4.8%
25	314	Milled Textiles	2,565	1,292	2,362	1,623	1,830	12.7%
22	315	Apparel	5,089	4,412	6,560	4,370	5,000	14.4%
18	316	Leather	5,775	7,279	14,485	10,114	7,298	-27.8%
26	321	Wood Products	1,157	1,207	1,731	1,119	1,628	45.4%
13	322	Paper	7,519	10,979	37,419	43,046	44,508	3.4%
14	323	Printed Material	34,443	22,254	24,647	21,775	21,519	-1.2%
27	324	Refined Petroleum	90	1,687	2,027	165	1,308	692.7%
5	325	Chemicals	213,598	204,356	153,424	170,488	226,252	32.7%
12	326	Plastics	37,224	26,061	30,899	51,584	52,053	0.9%
16	327	Stone, Clay, Glass, Concrete	7,940	7,328	9,981	10,930	10,711	-2.0%
1	331	Primary Metals	944,850	944,538	975,144	661,588	863,299	30.5%
11	332	Fabricated Metals	55,899	49,102	38,921	47,664	57,958	21.6%
6	333	Machinery	152,621	161,839	188,201	229,525	205,584	-10.4%
3	334	Computers and Electronics	557,412	521,952	499,647	537,826	506,500	-5.8%
8	335	Electrical Equipment	63,568	84,442	100,800	116,804	114,355	-2.1%
2	336	Transportation Equipment	418,257	384,271	497,094	619,264	601,964	-2.8%
15	337	Furniture	4,147	5,481	6,446	15,701	11,710	-25.4%
7	339	Miscellaneous Manufactures	165,415	142,788	163,638	192,584	195,627	1.6%
21	910	Scrap	5,812	3,000	3,374	5,703	5,440	-4.6%
24	920	Used Merchandise	6,123	4,359	3,250	3,076	2,625	-14.7%
10	980	Unclassified	69,633	63,972	77,263	89,471	68,563	-23.4%
		Total	3,238,722	2,980,697	3,133,520	3,220,823	3,375,974	4.8%

Notes:

1. Exports based on location of exporter, and so will be slightly different than tables based on origin of movement.
2. Rank based on 2001 exports.
3. 2001 exports based on first three quarters; fourth quarter is assumed to be 25% of 2001 total.

Source: U.S. Census Bureau

Utah Merchandise Exports to Top Ten Purchasing Countries by Industry in 2001 (Thousands of Dollars)

Code	Industry	Canada	Switzerland	United Kingdom	Japan	Netherlands	Korea	Mexico	Germany	Philippines	Taiwan
111	Agricultural Products	254	4	167	1,564	23	1,670	30	14	906	265
112	Livestock And Livestock Products	140	0	0	0	0	0	0	27	0	0
113	Forestry Products	356	0	0	0	43	106	0	0	0	0
114	Fish Products	51	0	86	648	0	11	0	4	72	406
211	Oil and Gas	0	0	0	0	0	0	0	0	0	0
212	Minerals	29,789	0	1,089	39,460	16,303	507	754	389	0	6,693
311	Food	29,188	3,374	2,210	66,717	5,130	11,673	12,285	687	3,621	17,295
312	Beverages	2,285	0	1,006	1,068	0	0	360	6	0	0
313	Raw Textiles	759	0	19	0	0	50	7,040	0	9	0
314	Milled Textiles	1,175	36	89	124	28	0	242	0	6	8
315	Apparel	661	101	451	975	4	33	128	313	9	23
316	Leather	1,430	28	852	2,698	257	97	229	245	0	59
321	Wood Products	273	0	55	30	385	0	14	5	0	312
322	Paper	35,610	0	444	470	34	12	2,514	40	587	121
323	Printed Material	4,652	131	1,542	662	481	33	2,213	748	1,696	787
324	Refined Petroleum	94	0	103	0	0	77	0	0	0	0
325	Chemicals	39,572	572	5,552	75,445	5,986	7,375	12,164	4,625	475	9,842
326	Plastics	6,520	41	1,308	2,713	2,571	2,494	3,919	370	66	606
327	Stone, Clay, Glass, Concrete	2,966	14	529	482	1,020	11	67	139	300	292
331	Primary Metals	58,922	519,904	264,952	8,996	300	1,415	565	311	486	46
332	Fabricated Metals	17,277	20	6,196	2,860	799	119	1,640	352	2,463	573
333	Machinery	49,178	989	22,658	7,785	9,561	2,870	2,725	4,447	756	4,565
334	Computers and Electronics	49,913	5,033	27,660	49,442	29,211	17,274	16,967	29,186	58,821	16,617
335	Electrical Equipment	13,481	676	34,839	14,856	587	488	1,059	18,064	65	1,079
336	Transportation Equipment	167,184	2,028	28,992	81,936	78,241	78,586	35,655	26,193	3,176	937
337	Furniture	7,139	0	151	196	22	45	172	48	220	219
339	Miscellaneous Manufactures	31,283	3,456	12,910	26,335	13,311	3,775	6,904	11,999	881	1,542
910	Scrap	243	0	24	589	0	330	534	0	35	0
920	Used Merchandise	1,263	13	107	799	7	0	87	15	0	6
980	Unclassified	18,902	68	2,788	911	1,001	226	909	3,137	259	613
	Total	570,563	536,490	416,780	387,761	165,305	129,277	109,176	101,365	74,907	62,907

Notes:

1. Exports based on location of exporter, and so will be slightly different than tables based on origin of movement.
2. 2001 exports based on first three quarters; fourth quarter is assumed to be 25% of 2001 total.

Source: U.S. Census Bureau