

International Merchandise Exports

Overview

Utah's exports fell 9% during 2002, from \$3.5 billion to \$3.2 billion. 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 \$3.0 billion to \$3.5 billion. Exports would have fallen even farther without a surge in shipments of primary metals to Switzerland. Further, East Asia's purchases of Utah goods did not fall in 2002, helping to shore up exports. The fact that the world economy is barely growing, but exports to East Asia are holding up, bodes well for future Utah export growth.

2002 Summary

Value of Utah's Merchandise Exports. Utah ranked 32nd among the states in the value of merchandise exports during 2002. Export estimates for 2002 are based on the first three quarters of data reported by the U.S. Census Bureau; the growth rate for the year is assumed to be the same as that observed from the third quarter of 2001 to the third quarter of 2002, -9%. In line with Utah's 9% decline, exports for the U.S. and 22 of the states fell from 2001 to 2002. Utah's exports are about 3% of Texas' \$94.2 billion. As the leading state, Texas accounted for almost one-seventh of the nation's \$688.6 billion merchandise exports during 2002. With \$92.1 billion in exports, second place California is essentially tied with Texas. However, during 2001, California was the lead exporting state, exporting about 80% more than Texas. U.S. merchandise exports fell 6% from \$731 billion to \$689 billion.

Utah's Merchandise Exports by Industry. During 2002, exports of primary metal products (gold, copper and steel) were \$1.2 billion, almost one-third of the total. Other major export products include computers and electronics (\$601 million, or 15%), transportation equipment (\$357 million, or 17%), chemicals (\$189 million, or 7%), and food (\$169 million, or 7%).

Destination of Utah's Merchandise Exports. Utah's largest markets for merchandise exports are in Western Europe, East Asia, and Canada. During 2002, the top five destination countries for Utah's merchandise exports accounted for \$2.3 billion of the \$3.2 billion total, or 71%, while the top ten accounted for \$2.7 billion, or 83%. Exports of primary metals to Switzerland make it Utah's largest market. Primary metal purchases also make the United Kingdom Utah's second largest market.

Significant Issues

East Asia. The East Asian crisis of 1998 appears to be nearing the end of its course. At any rate, Utah's \$877 million in exports to East Asia during 2002 are essentially the same as in 2001. After peaking at \$1.1 billion in 1997, Utah's exports there declined to \$746 million in 1999, recently stabilizing in a range around \$900 million. As a share of total exports, East Asia bottomed at 24% in 1999, before increasing to 28% during 2002. At \$322 million, Japan is Utah's largest East Asian market, followed by Singapore at \$252 million, Korea at \$72 million, the Philippines at \$65 million, and Hong Kong at \$50 million. Computers and electronics are Utah's largest export to East Asia, followed by transportation equipment. East Asia appears to be on a course leading to larger purchases of Utah's exports.

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. Census uses information on the Customs Service shippers export declaration to determine from where in the U.S.

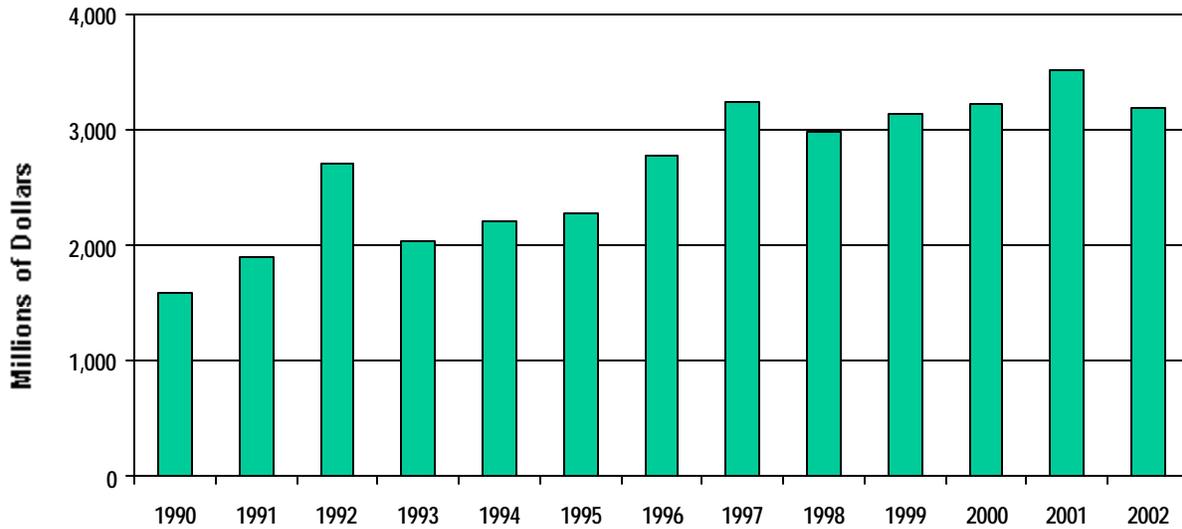
the merchandise was shipped. Because shippers often have operations in several states, exports from one state are occasionally attributed to a different state. Errors do occur in the estimates of exports from the states. Still, the Census is the only source of export data by state, and, in Utah's case, the data tend to correspond with known activity.

Another limitation is the 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 fell 9% during 2002, from \$3.5 billion to \$3.2 billion. What appears to be a one-time surge in primary metals shipments to Switzerland bolstered exports during 2002. East Asian demand for Utah products appears set to grow again after several years of decline. With demand rising, East Asia may once again become a primary force for Utah's export growth.

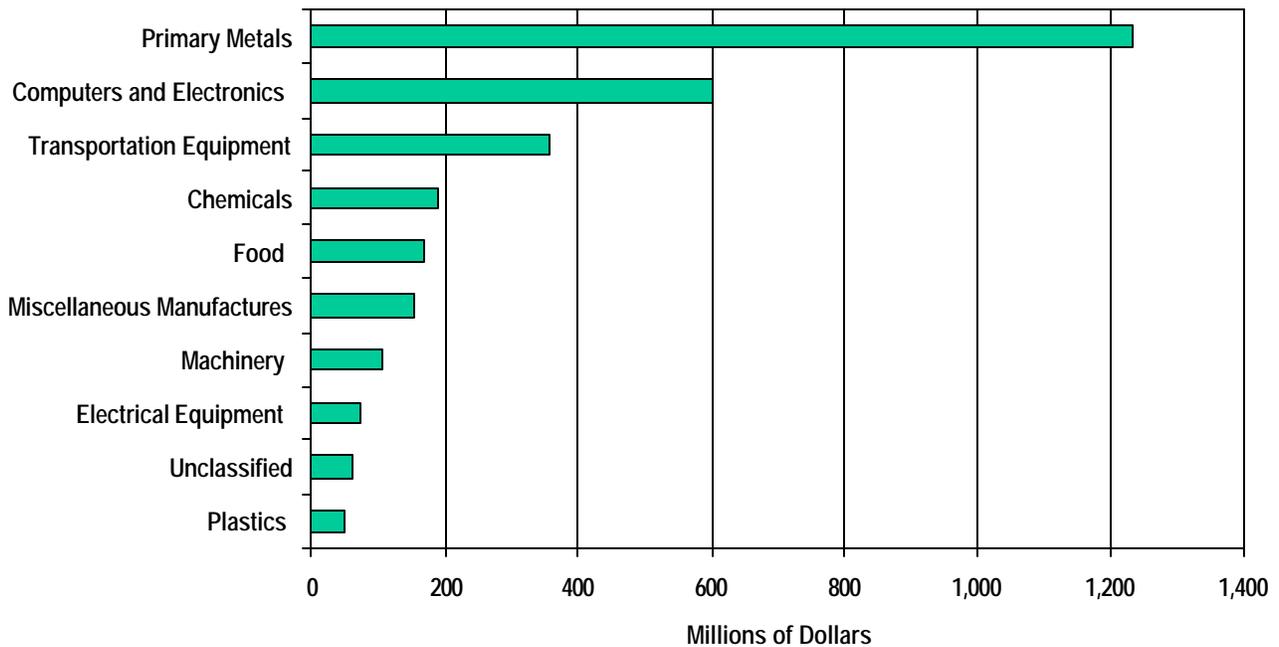
Figure 39
Utah Merchandise Exports (Millions of Dollars)



Note: Exports for 2002 are estimated based on the first three quarters.

Source: U.S. Census Bureau

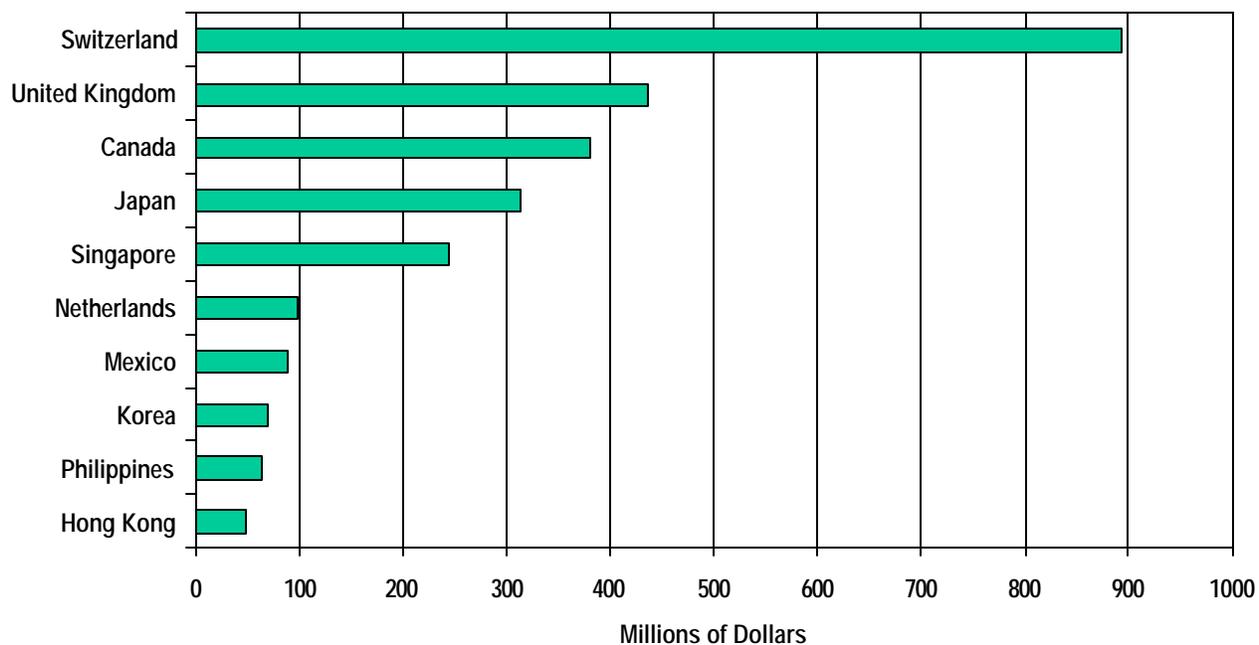
Figure 40
Utah Merchandise Exports by Top Ten Industries: 2002



Note: Exports for 2002 are estimated based on the first three quarters.

Source: U.S. Census Bureau

Figure 41
Utah Merchandise Exports to Top Ten Purchasing Countries: 2002



Note: Exports for 2002 are estimated based on the first three quarters.

Source: U.S. Census Bureau

Table 44

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

Rank	Country	1997	1998	1999	2000	2001	2002	2001-02 Percent Change
1	Switzerland	\$71.4	\$248.8	\$399.5	\$452.9	\$696.4	\$893.2	28.2%
2	United Kingdom	768.2	720.2	628.9	246.0	421.3	437.8	3.9%
3	Canada	495.8	486.8	568.5	605.8	543.2	379.8	-30.1%
4	Japan	516.3	397.1	378.5	402.1	396.4	314.7	-20.6%
5	Singapore	63.0	38.0	44.0	54.9	46.3	245.5	430.7%
6	Netherlands	108.8	98.2	120.8	151.2	154.3	99.5	-35.5%
7	Mexico	88.6	77.1	78.7	102.1	113.6	90.0	-20.8%
8	Korea	112.1	50.7	67.2	128.9	127.6	70.7	-44.6%
9	Philippines	94.5	111.6	79.6	105.2	79.4	63.7	-19.7%
10	Hong Kong	44.1	28.5	40.4	58.4	53.2	48.5	-8.8%
11	Germany	147.1	88.0	75.7	104.5	93.6	47.6	-49.2%
12	Belgium	74.0	45.2	53.1	72.8	58.6	45.8	-21.8%
13	China	26.0	33.6	17.3	32.6	40.6	44.4	9.2%
14	Taiwan	98.8	44.6	43.6	76.3	57.1	43.1	-24.5%
15	France	46.1	42.7	57.1	46.9	54.1	36.9	-31.9%
16	Australia	33.2	44.2	44.9	59.7	54.1	36.1	-33.2%
17	Costa Rica	2.9	2.2	2.7	18.6	20.8	24.3	16.9%
18	Italy	48.6	27.0	45.9	39.6	37.5	21.8	-41.9%
19	Thailand	74.9	50.9	23.4	17.9	23.3	21.5	-7.9%
20	Malaysia	57.5	70.5	47.3	44.0	50.3	21.5	-57.3%
21	Turkey	4.1	7.5	19.8	30.3	33.5	18.0	-46.2%
22	Spain	15.7	19.3	15.0	18.2	19.6	15.6	-20.5%
23	Ireland	45.9	50.5	64.0	98.3	55.3	13.1	-76.3%
24	Sweden	21.6	23.7	7.1	12.2	13.6	10.9	-19.7%
25	India	7.4	4.6	5.8	11.8	12.0	9.3	-22.7%
26	Brazil	15.4	14.6	24.5	41.1	41.7	9.1	-78.2%
27	Norway	3.7	5.6	3.8	5.7	8.8	8.8	-0.4%
28	Israel	9.6	9.7	8.6	8.9	9.7	6.2	-36.4%
29	Finland	3.4	3.4	4.3	3.4	5.5	6.2	11.5%
30	Ukraine	2.5	3.8	7.1	7.5	8.9	5.1	-43.2%
31	New Zealand	12.1	9.2	9.7	7.0	6.4	5.0	-21.1%
32	Russian Federation	4.8	2.3	3.0	5.7	3.8	4.5	19.4%
33	Denmark	3.2	3.2	14.2	8.7	5.2	4.5	-14.1%
34	Chile	23.9	17.8	6.2	7.1	5.9	4.4	-25.8%
35	Colombia	4.1	4.0	4.6	3.2	4.9	4.0	-18.1%

Rank	Region	1997	1998	1999	2000	2001	2002	2001-02 Percent Change
1	Western Europe	1,370.3	1,393.5	1,521.0	1,301.6	1,669.7	1,666.4	-0.2%
2	East Asia	1,096.4	830.3	746.0	923.4	880.3	876.5	-0.4%
3	Canada	495.8	486.8	568.5	605.8	543.2	379.8	-30.1%
4	Mexico	88.6	77.1	78.7	102.1	113.6	90.0	-20.8%
5	Latin America	78.2	65.0	71.8	110.0	119.3	68.5	-42.5%
6	Australia/Pacific	46.2	54.4	55.9	68.0	61.8	42.2	-31.7%
7	West Asia	34.6	44.2	52.6	58.1	52.8	31.6	-40.2%
8	Eastern Europe	13.9	15.0	24.3	31.3	38.3	22.1	-42.4%
9	Africa	13.4	11.3	14.2	19.8	27.1	9.8	-63.6%
	Total	3,237.3	2,977.6	3,133.0	3,220.2	3,506.0	3,186.9	-9.1%

Notes:

1. Rank based on 2002 exports.
2. 2002 exports based on the first three quarters.

Source: U.S. Census Bureau

Table 45
U.S. Merchandise Exports by State (Millions of Dollars)

Rank	State	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	2000	2001	2002	2001-02 Percent Change
26	Alabama	\$2,834	\$3,325	\$3,629	\$2,443	\$2,833	\$3,440	\$3,703	\$4,537	\$4,560	\$4,899	\$5,625	\$5,765	\$8,249	43.1%
35	Alaska	2,850	3,134	3,195	746	860	855	850	969	760	950	985	966	2,745	184.2%
16	Arizona	3,729	4,465	5,109	4,154	4,923	6,048	9,938	13,557	10,753	10,123	9,997	9,120	11,865	30.1%
34	Arkansas	920	1,147	1,324	1,046	1,428	1,761	1,997	2,212	1,934	1,829	2,068	2,084	2,833	35.9%
2	California	44,520	50,415	56,307	62,295	71,285	82,692	98,634	103,802	98,809	102,864	129,939	114,390	92,089	-19.5%
28	Colorado	2,274	2,574	2,594	5,526	6,881	8,226	10,065	11,329	10,733	11,171	12,265	11,092	5,471	-50.7%
25	Connecticut	4,356	4,995	5,028	9,925	9,978	12,583	13,053	12,897	12,140	11,335	13,180	13,412	8,276	-38.3%
40	Delaware	1,344	1,441	1,508	3,350	3,646	4,295	4,585	5,104	4,969	4,857	5,888	4,643	2,082	-55.2%
46	District Of Columbia	320	269	344	4,485	4,839	5,163	5,085	4,881	4,392	4,345	4,728	4,972	1,159	-76.7%
8	Florida	11,634	13,257	14,431	13,733	15,601	17,594	19,618	22,889	23,173	22,544	24,213	23,614	24,602	4.2%
15	Georgia	5,763	6,815	7,652	5,758	6,685	8,208	8,618	9,810	11,212	11,061	11,772	12,048	14,055	16.7%
51	Hawaii	179	148	206	187	178	183	295	303	211	244	369	319	475	48.9%
42	Idaho	898	958	1,076	1,189	1,470	1,812	1,610	1,716	1,460	2,117	2,797	1,865	1,935	3.7%
7	Illinois	12,965	14,025	15,328	19,702	23,650	29,456	32,225	34,225	33,838	30,857	32,249	31,807	25,438	-20.0%
13	Indiana	5,273	5,724	6,148	8,287	9,326	10,791	12,119	13,097	13,949	14,584	14,813	14,602	14,830	1.6%
30	Iowa	2,189	2,263	2,476	1,932	2,278	2,494	2,695	3,117	3,412	2,985	3,262	3,312	4,807	45.2%
29	Kansas	2,113	2,148	2,514	3,042	3,441	4,379	4,971	5,133	4,403	4,856	5,050	5,433	5,053	-7.0%
21	Kentucky	3,175	3,217	3,648	3,249	4,000	4,802	5,824	6,904	7,440	8,016	8,758	7,451	10,173	36.5%
10	Louisiana	14,199	15,466	16,151	3,049	3,534	4,516	4,731	4,374	4,392	3,947	3,860	3,983	16,662	318.3%
41	Maine	870	915	902	1,043	1,114	1,285	1,249	1,590	1,664	1,785	1,665	1,620	1,955	20.7%
31	Maryland	2,592	3,363	3,879	2,554	2,721	3,301	3,510	3,861	4,014	4,068	4,997	5,252	4,522	-13.9%
11	Massachusetts	9,501	10,018	10,400	10,980	11,884	13,637	15,368	17,368	16,467	17,106	19,747	17,218	16,380	-4.9%
5	Michigan	18,474	20,236	20,414	24,251	35,392	35,719	38,128	37,920	39,269	41,312	51,615	50,605	34,128	-32.6%
20	Minnesota	5,091	5,376	6,137	9,461	9,580	12,066	13,884	13,793	13,499	14,401	17,539	16,522	10,195	-38.3%
33	Mississippi	1,605	1,738	1,963	796	1,088	1,355	1,222	1,421	1,414	1,454	1,776	2,731	3,026	10.8%
27	Missouri	3,130	3,367	3,664	4,653	5,123	5,566	6,591	7,043	6,832	7,431	7,931	6,884	6,687	-2.9%
52	Montana	229	279	268	239	253	269	341	430	390	404	551	479	385	-19.6%
36	Nebraska	693	960	1,233	1,730	1,947	2,235	2,453	2,494	2,472	1,991	3,141	3,226	2,588	-19.8%
45	Nevada	394	427	507	482	418	613	692	807	765	1,083	1,754	1,678	1,190	-29.0%
43	New Hampshire	973	988	917	1,033	1,189	1,412	1,745	1,931	1,987	2,159	2,475	2,260	1,881	-16.8%
9	New Jersey	7,633	8,740	8,955	13,551	15,635	16,988	18,458	20,815	20,033	21,008	28,778	25,934	16,851	-35.0%
44	New Mexico	249	309	356	390	470	416	917	1,780	1,896	2,965	645	1,198	1,241	3.6%
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	52,040	36,902	-29.1%
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	14,338	14,734	2.8%
48	North Dakota	360	335	336	324	375	465	576	623	657	635	712	769	855	11.2%
6	Ohio	13,378	14,855	16,306	17,151	18,849	20,271	22,555	25,107	24,815	26,562	29,125	29,225	27,291	-6.6%
38	Oklahoma	1,646	1,770	1,987	2,275	2,116	2,399	2,538	2,722	2,623	2,405	3,257	3,123	2,373	-24.0%
22	Oregon	4,065	4,264	4,890	5,966	6,585	8,980	8,481	8,359	8,144	11,164	9,434	7,251	9,791	35.0%
12	Pennsylvania	4,547	4,951	5,600	6,936	7,427	8,987	9,479	10,300	10,382	10,164	12,864	12,264	15,639	27.5%
24	Puerto Rico			3,872	4,195	4,407	4,484	5,188	5,528		7,894	7,724	8,494	9,424	10.9%
47	Rhode Island	595	679	859	893	964	904	955	1,127	1,113	1,105	1,169	1,120	1,109	-1.0%
23	South Carolina	3,116	3,741	4,222	3,140	3,405	4,350	4,925	5,674	5,857	6,477	7,818	7,996	9,746	21.9%
49	South Dakota	205	218	232	202	245	321	397	435	374	1,143	498	467	558	19.5%
17	Tennessee	3,746	4,344	5,156	5,942	7,307	9,214	9,328	9,917	9,873	9,343	11,414	11,643	11,518	-1.1%
1	Texas	32,931	40,079	43,553	34,192	38,454	42,528	48,252	56,293	59,029	61,706	68,746	63,225	94,189	49.0%
32	Utah	1,596	1,906	2,706	2,027	2,207	2,269	2,769	3,237	2,978	3,133	3,220	3,506	3,187	-9.1%
37	Vermont	1,154	1,091	1,314	1,198	1,202	1,490	2,611	2,592	2,758	2,827	2,660	1,720	2,519	46.5%
53	Virgin Islands				153	225	192	243	115	181	212	207	218	218	5.5%
18	Virginia	9,333	10,004	9,784	7,868	9,712	10,150	10,926	11,512	11,460	10,722	10,547	7,905	11,034	39.6%
4	Washington	24,432	27,053	28,041	27,057	24,690	21,591	25,498	31,746	37,960	36,826	33,355	35,142	34,756	-1.1%
39	West Virginia	1,550	1,656	1,746	732	911	1,073	1,218	1,299	1,178	897	1,472	1,958	2,219	13.3%
19	Wisconsin	5,158	5,319	6,173	5,638	6,670	7,668	8,410	9,792	9,221	9,546	10,858	11,439	10,205	-10.8%
50	Wyoming	264	328	368	82	85	93	124	176	158	156	142	141	541	282.6%
	Unknown State	82,924	74,967	69,751	69,520	71,965	83,115	58,621	68,119	72,557	64,506	64,790	50,443	35,978	-28.7%
	United States	394,045	421,851	448,156	464,767	512,670	583,865	624,767	688,896	682,977	695,009	782,429	730,897	688,612	-5.8%

Notes:

- Rank based on 2002 exports.
- 2002 exports estimated based on the first three quarters.

Source: U.S. Census Bureau

Table 46
Utah Merchandise Exports by Industry (Thousands of Dollars)

Rank	Code	Industry Name	INDUSTRY							2001-02	
			1997	1998	1999	2000	2001	2002	Percent Change	2002 Share	
21	111	Agricultural Products	\$18,970	\$18,459	\$17,238	\$21,547	\$7,106	\$2,761	-61.2%	0.2%	
28	112	Livestock And Livestock P Products	252	318	437	475	402	424	5.5%	0.0%	
29	113	Forestry Products	535	389	548	606	514	370	-28.0%	0.0%	
27	114	Fish Products	10,507	5,043	3,047	2,161	5,228	791	-84.9%	0.1%	
30	211	Oil and Gas	13	49	0	39	0	15	0.0%	0.0%	
11	212	Minerals	312,700	167,523	130,711	171,546	104,973	47,657	-54.6%	3.0%	
5	311	Food	131,547	129,669	135,425	176,394	231,203	168,896	-26.9%	6.6%	
20	312	Beverages	1,717	3,923	4,987	3,625	5,278	3,262	-38.2%	0.2%	
18	313	Raw Textiles	3,305	2,724	3,783	10,011	8,146	5,003	-38.6%	0.2%	
24	314	Milled Textiles	2,565	1,292	2,362	1,623	1,905	1,689	-11.3%	0.1%	
22	315	Apparel	5,089	4,409	6,560	4,370	5,038	2,698	-46.4%	0.1%	
19	316	Leather	5,775	7,279	14,485	10,114	7,047	4,791	-32.0%	0.2%	
26	321	Wood P Products	1,157	1,207	1,731	1,119	1,791	1,289	-28.0%	0.1%	
13	322	Paper	7,519	10,979	37,419	43,046	45,158	35,603	-21.2%	1.3%	
14	323	Printed Material	34,443	22,254	24,647	21,775	21,597	16,878	-21.8%	0.6%	
25	324	Refined Petroleum	90	1,687	2,027	166	1,052	1,574	49.6%	0.0%	
4	325	Chemicals	213,998	204,280	153,365	170,403	229,872	189,055	-17.8%	6.6%	
10	326	Plastics	37,224	26,061	30,899	51,584	57,355	47,902	-16.5%	1.6%	
16	327	Stone, Clay, Glass, Concrete	7,929	7,328	9,981	10,930	12,451	8,629	-30.7%	0.4%	
1	331	Primary Metals	944,860	944,538	975,144	661,598	1,008,351	1,232,540	22.2%	28.8%	
12	332	Fabricated Metals	54,704	46,312	38,918	47,664	57,331	39,711	-30.7%	1.6%	
7	333	Machinery	152,618	161,839	188,180	229,512	184,919	105,431	-43.0%	5.3%	
2	334	Computers and Electronics	557,305	521,816	499,391	537,677	510,977	601,289	17.7%	14.6%	
8	335	Electrical Equipment	63,560	84,442	100,760	116,804	101,700	73,865	-27.4%	2.9%	
3	336	Transportation Equipment	418,257	384,271	497,094	619,264	588,757	357,423	-39.3%	16.8%	
15	337	Furniture	4,147	5,481	6,446	15,701	11,559	9,262	-19.9%	0.3%	
6	339	Miscellaneous Manufactures	165,403	142,736	163,635	192,570	214,517	155,075	-27.7%	6.1%	
17	910	Scrap	5,812	3,000	3,374	5,703	4,934	7,268	47.3%	0.1%	
23	920	Used Merchandise	6,123	4,359	3,250	3,076	2,616	2,369	-9.5%	0.1%	
9	980	Unclassified	69,633	63,914	77,090	89,098	74,196	63,411	-14.5%	2.1%	
		Total	3,237,346	2,977,581	3,132,957	3,220,190	3,505,974	3,186,930	-9.1%	100.0%	

Note:

1. Rank based on 2002 exports.
2. 2002 exports estimated based on first three quarters.

Source: U.S. Census Bureau

Table 47

Utah Merchandise Exports to Top Ten Purchasing Countries by Industry in 2002 (Thousands of Dollars)

Code	Industry Name	United Kingdom										Industry Total
		Switzerland	Canada	Japan	Singapore	Netherlands	Mexico	Korea	Philippines	Hong Kong		
111	Agricultural Products	\$0	\$5	\$1,302	\$16	\$2	\$0	\$331	\$0	\$0	\$0	\$2,468
112	Livestock And Livestock Products	0	0	21	0	0	0	0	0	0	0	244
113	Forestry Products	0	0	21	3	0	0	0	0	0	0	332
114	Fish Products	0	73	0	0	0	0	9	0	0	0	97
211	Oil and Gas	0	0	0	0	0	0	0	0	0	0	15
212	Minerals	734	175	18,367	118	10,033	183	43	0	0	0	30,779
311	Food	0	1,839	51,467	3,864	4,989	8,616	8,702	723	8,203	0	114,227
312	Beverages	0	791	527	0	0	0	0	0	0	0	3,001
313	Raw Textiles	0	20	24	0	0	3,723	13	50	39	0	4,103
314	Milled Textiles	0	18	81	9	29	74	0	0	14	0	1,322
315	Apparel	54	421	422	0	9	286	34	6	4	0	1,463
316	Leather	28	253	2,197	219	149	178	109	38	63	0	4,011
321	Wood Products	13	32	28	31	391	125	0	0	0	0	776
322	Paper	11	460	408	8,818	4	3,361	11	495	3,322	0	35,050
323	Printed Material	86	1,028	388	75	136	1,337	52	1,102	1,495	0	10,991
324	Refined Petroleum	0	37	6	226	0	10	30	0	0	0	1,486
325	Chemicals	139	5,589	60,312	7,960	5,763	6,426	9,615	338	5,563	0	134,803
326	Plastics	10	1,433	2,017	6,746	551	1,464	301	142	123	0	18,377
327	Stone, Clay, Glass, Concrete	342	267	100	17	1,344	108	14	14	47	0	6,744
331	Primary Metals	874,014	300,674	464	180	3,418	68	595	494	209	0	1,222,215
332	Fabricated Metals	3	2,062	1,632	1,135	222	2,211	660	1,172	141	0	18,768
333	Machinery	544	10,881	7,791	978	1,660	6,207	1,805	1,091	2,434	0	65,571
334	Computers and Electronics	13,278	53,136	73,346	197,657	9,814	11,175	5,648	57,205	23,431	0	473,100
335	Electrical Equipment	364	23,443	1,538	13,544	357	425	156	36	741	0	49,422
336	Transportation Equipment	583	20,791	64,327	1,118	49,393	38,125	37,348	134	141	0	311,793
337	Furniture	23	155	103	40	183	249	20	122	34	0	6,671
339	Miscellaneous Manufactures	2,697	12,617	23,344	2,118	10,838	3,964	3,709	322	1,918	0	88,423
910	Scrap	0	0	62	0	5	841	0	11	121	0	3,874
920	Used Merchandise	15	51	349	0	16	86	11	0	7	0	2,075
980	Unclassified	223	1,569	1,849	596	219	790	1,688	276	204	0	31,062
	Total	893,162	437,788	314,364	245,458	99,474	90,002	70,706	63,709	48,481	0	2,643,252

Note

1. 2002 exports estimated based on the first three quarters.

Source: U.S. Census Bureau

