Wisconsin Exports and the Impact on the Central Wisconsin Economy

Brad Schneider and Stanley Pfrang
Wisconsin Department of Commerce
Division of Investment and Export

OVERVIEW
International trade is extremely important to Wisconsin’s economic strategy, and exports are a major engine of growth. Over the last four years, Wisconsin exports have experienced significant growth and broken records. If the current trend continues for the remainder of the year, 2008 will be another banner year. Earlier this year, the U.S. Census Bureau began releasing export data at the sub-state level allowing a review of Central Wisconsin’s role in the state’s export economy. While Wisconsin’s export growth has been strong, the Wisconsin Department of Commerce has programs to help state firms initiate or expand further their export sales.

WISCONSIN EXPORTERS SET RECORD IN 2007
Wisconsin’s exports of agricultural and manufactured goods (excluding services) increased by 11.8 percent in 2007 and reached a record of $19.2 billion. Wisconsin now ranks 18th in exports among the 50 states, up one place from its ranking in 2006. The state’s exports of physical products have seen continuous export growth since 2001. Exports are now double what they were in 1996 and five and a half times greater than they were 20 years ago. In the first six months of 2008, state exports grew by 13.88 percent compared to the same period in 2007. If growth continues at this same pace, total Wisconsin manufactured and agricultural exports for 2008 will surpass $20 billion.

The export of services (education, banking, insurance, engineering, entertainment, business consulting, and other activities that may not involve a tangible product that crosses a physical border) from the United States, while an increasingly important segment of the economy, is very difficult to track and monitor. Trade data used for this report measures only the export of physical goods.

While exports to many of Wisconsin’s traditional international customers have been strong, sales to developing markets have been particularly robust, growing 28.5 percent in 2007 over 2006 figures. The falling value of the U.S. dollar has helped many Wisconsin exporters by making their products less
According to a report published by the Office of Trade and Industry Information, International Trade Administration, U.S. Department of Commerce entitled *Wisconsin: Exports, Jobs, and Foreign Investment*, the vast majority of Wisconsin’s exporting companies (85 percent) are small- and medium-sized enterprises with less than 500 employees. However, larger firms ship a larger portion, up to 77 percent, of Wisconsin's total exports. Overall, it is estimated that 178,600 Wisconsin jobs are due to exports and international trade. Wisconsin ranks 12th in employment related to manufacturing exports with export-supported jobs linked to manufacturing accounting for an estimated 6.5 percent of Wisconsin's total private-sector employment. Those jobs represent over one-sixth (17.4 percent) of all manufacturing workers in Wisconsin.

For many years the federal government has released export information at the state level. Within the last year the federal government has resumed the release of export data for the top 375 metropolitan statistical areas. This new data allows the first review of Wausau/Marathon County specific export data. Import data is only available on the national level.

**WHAT DOES WISCONSIN EXPORT?**

Industrial machinery (HS84) continues to be Wisconsin's top manufacturing export commodity, growing by 11.8 percent to $6.2 billion in 2007. Important subsectors within this category include internal combustion engines (HS8407) which totaled $960 million, down 12.5 percent, parts for mining, material handling, and loading equipment (HS8431) which totaled $619 million, up 70.2 percent; and office machine parts (HS8473) which totaled $403 million, up 5.9 percent.

For the second year in a row, electrical machinery (HS85) was the #2 product category. The category grew by 5.7 percent to total $2.7 billion in 2007. Telephone parts (HS8715) account for approximately 20 percent of this category or $541 million. Electric generating sets and rotary converters (HS 8502) followed with 8.5 percent or $199.6.

Medical and scientific instruments (HS90) ranked third. Exports in this category grew by less than 1 percent and totaled $2.1 billion. Medical, Surgical, Dental Instruments experienced a 1.2 percent increase to reach $734 million. Exports of X-ray machinery (HS9022) declined by 21.9 percent for a total of $503 million. This was nearly offset by a 50.4 percent increase in the exports of optic fibers (HS9001), which totaled $336 million.

If the various categories related to agriculture were grouped together, agricultural exports would rank fourth. Exports of farm commodities, processed foods, and wood products grew by 45.1 percent to just over $2 billion. The state’s agricultural exports have nearly doubled in the past three years, up from $1.1 billion in 2004. Cereals and grains (HS10), many of which are not grown in Wisconsin, but are exported via Wisconsin ports, are the largest subsector at $502.5 million, up 97.3 percent over 2006. Exports of dairy/egg/honey products (HS04) skyrocketed 131 percent, up from $84.7 million in 2006 to $195.8 million in 2007, driven by demand for cheese, whey, and butter. A relatively new export, dried
distillers grains (HS2303), jumped 245 percent, up from $6 million in 2006 to $19.2 million in 2007, driven by strong demand in Asia. A by-product of the state's burgeoning ethanol industry, distillers grains are sought as a high-protein livestock feed.

Transportation equipment (HS87) ranked fifth with an 18.4 percent increase to $1.7 billion, and paper products (HS48) grew by 4.0 percent.

WHERE DO WISCONSIN EXPORTS GO?

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Canada</td>
<td></td>
<td>$5,237,727,730</td>
<td>$5,446,924,974</td>
<td>$5,845,787,916</td>
<td>$3,263,891,077</td>
</tr>
<tr>
<td>Mexico</td>
<td></td>
<td>$1,333,042,573</td>
<td>$1,854,465,106</td>
<td>$1,890,879,410</td>
<td>$835,547,117</td>
</tr>
<tr>
<td>China</td>
<td></td>
<td>$673,766,965</td>
<td>$870,286,596</td>
<td>$1,178,516,055</td>
<td>$613,530,568</td>
</tr>
<tr>
<td>United Kingdom</td>
<td></td>
<td>$642,836,378</td>
<td>$686,452,305</td>
<td>$722,779,952</td>
<td>$342,012,470</td>
</tr>
<tr>
<td>Germany</td>
<td></td>
<td>$549,554,703</td>
<td>$582,727,348</td>
<td>$660,820,243</td>
<td>$418,306,412</td>
</tr>
<tr>
<td>Japan</td>
<td></td>
<td>$695,964,617</td>
<td>$738,808,759</td>
<td>$655,118,137</td>
<td>$375,917,832</td>
</tr>
<tr>
<td>Australia</td>
<td></td>
<td>$424,739,008</td>
<td>$466,616,947</td>
<td>$563,686,740</td>
<td>$288,837,215</td>
</tr>
<tr>
<td>Saudi Arabia</td>
<td></td>
<td>$167,531,373</td>
<td>$505,112,169</td>
<td>$475,566,091</td>
<td>$242,694,197</td>
</tr>
<tr>
<td>France</td>
<td></td>
<td>$414,630,648</td>
<td>$467,838,148</td>
<td>$441,931,726</td>
<td>$259,015,382</td>
</tr>
<tr>
<td>Belgium</td>
<td></td>
<td>$375,618,477</td>
<td>$383,760,223</td>
<td>$422,929,209</td>
<td>$227,276,777</td>
</tr>
</tbody>
</table>

Source: Global Trade Information Services, Inc

Canada continues to be Wisconsin's best international customer. Our northern neighbor bought 30.5 percent of all the goods that Wisconsin firms exported in 2007, totaling $5.8 billion, a 7.1-percent increase. Industrial machinery (HS84) accounts for 34.3 percent of state exports to Canada. Over one-third of that category is composed of internal combustion engines (HS8407). The #2 subcategory, self-propelled bulldozers/mechanical shovels/excavators/rollers (HS8429), grew 139.5 percent while the #3 category, centrifuges and filters (HS8421), grew by 93.1 percent. The province of Ontario accepts 71 percent of Wisconsin’s shipments to Canada. Manitoba follows with 12 percent.

Mexico is Wisconsin's second-largest export market. Exports to that country grew 2 percent to $1.9 billion. Electrical machinery (HS85), dominated by battery components (HS8548), is the leading category and accounts for 43 percent of Wisconsin exports to Mexico. The category grew by 3.9 percent to reach $813 million. Industrial machinery (HS84) slipped 6.2 percent to $306 million. Vehicles (HS87) is the #3 category. Agricultural exports to Mexico grew by 32 percent.
Wisconsin’s exports to China grew by 35.4 percent and totaled $1.2 billion, topping $1 billion for the first time. Total U.S. exports to China grew by 18.2 percent in the same period. Exports of the top three Wisconsin product categories -- industrial machinery (HS84), scientific and medical instruments (HS90), and electrical machinery (HS85) -- were up 20.2 percent, 97.0 percent, and 26.2 percent respectively.

The United Kingdom and Germany rank 4th and 5th as destinations for Wisconsin exports. Of Wisconsin’s top 20 export destinations, seven are located in the 27-member European Union (EU). If the EU were counted as a single destination, it would rank #2, accounting for 20.2 percent of Wisconsin exports. Shipments to the trade bloc grew by 11.3 percent and totaled $3.9 billion. Exports of industrial machinery (HS84) were up 8.9 percent, led by strong growth in the harvesting/threshing/agricultural produce machinery (HS8433), 55.6 percent.

Japan slipped two spots to be ranked #6 as a destination for Wisconsin exports. Shipments to that country were off 11.32 percent. Medical and scientific instruments (HS90) declined by 22.0 percent, but are still the leading category, followed by industrial machinery (HS84), which was down by 15 percent. Exports of electrical machinery (HS85) and dairy products (HS04) were up by 14.8 and 31.1 percent respectively.

Exports to Australia grew by 20.8 percent, and that country moved up two spots to 7th place. Industrial machinery (HS84) shipped there was up 20.6 percent.

Exports to Middle Eastern counties were up 16.1 percent. Passenger vehicles (HS8703) account for 34.1 percent of Wisconsin exports to the region.

Total exports to South America grew by 29.1 percent, with industrial machinery (HS84) growing by 53.9 percent and vehicles by 134.7 percent.

**HOW DOES WISCONSIN COMPARE TO OTHER STATES?**
In 2007 Wisconsin ranked #18 among the 50 states in total exports. Most of the higher ranked states have larger populations and/or major ports. Within the Midwest, Wisconsin exports more than Minnesota, Iowa and Missouri, while it follows states such as Michigan, Ohio, Illinois and Indiana.

On a per capita basis, Wisconsin exports $3,425.01 for each of its residents, compared to $3,829.24 for the country as a whole and $3,880.07 for the four neighboring states of Illinois, Iowa, Michigan, and Minnesota.

Wisconsin exporters lead the country in international shipments of several product categories, chief among them, with Wisconsin’s percentage of total U.S. exports in 2007, are:

- Battery Components (95%)
- Marine Outboard Engines (80%)
- Slag and Ash of aluminum (78%)
- Arc Welding Machinery (61%)
- Non-self-propelled Tamping/Compacting Mach. (55%)
- Concrete Pumps (52%)
- Generating sets w/spark-ignition engines (50%)
- Bovine Semen (44%)
- Ginseng Roots (44%)
- Sweet Corn (36%)
- Grated Cheese (36%)
- Durum Wheat (35%)
- Computed Tomography Devices (35%)
- Bicycles (33%)
- Beer (29%)
- Magnetic Resonance Imaging Devices (26%)
- Bakery Mixes and Dough (22%)
- Specialty Coated Papers (21%)
- Fire Extinguishers (21%)
- Packaging and Wrapping Machinery (19%)

**CENTRAL WISCONSIN’S SHARE OF EXPORTS**

The U.S. Department of Commerce’s Bureau of the Census is once again releasing data on exports by metropolitan statistical areas (MSA), although not on the same schedule as the state-by-state data. This data set uses NAICS codes for product descriptions rather than the HS codes used in the state data series. Data for metropolitan area exports in 2005 and 2006 were released on January 24, 2008. Data through the first six months of 2007 were released in September of this year.

The Wausau metropolitan area, composed of Marathon County, had exports of $211 million in 2006 and ranked #255 nationally. That amounted to just over 1.2 percent of the state’s total export volume. During the first half of 2007, Wausau exports totaled $114 million.
Wisconsin communities on the 2006 list included:

<table>
<thead>
<tr>
<th>MSA</th>
<th>national rank in exports</th>
<th>total 2006 exports, millions</th>
<th>% of the state total</th>
<th>GDP, millions</th>
<th>% GDP from exports</th>
</tr>
</thead>
<tbody>
<tr>
<td>Milwaukee-Waukesha-West Allis</td>
<td>#30</td>
<td>$6,849</td>
<td>39.89%</td>
<td>$77,660</td>
<td>8.82%</td>
</tr>
<tr>
<td>Racine</td>
<td>#89</td>
<td>$1,484</td>
<td>8.64%</td>
<td>$6,551</td>
<td>22.65%</td>
</tr>
<tr>
<td>Madison</td>
<td>#100</td>
<td>$1,310</td>
<td>7.63%</td>
<td>$30,160</td>
<td>4.34%</td>
</tr>
<tr>
<td>Appleton</td>
<td>#119</td>
<td>$975</td>
<td>5.68%</td>
<td>$8,705</td>
<td>11.20%</td>
</tr>
<tr>
<td>Oshkosh/Neenah</td>
<td>#139</td>
<td>$828</td>
<td>4.82%</td>
<td>$6,925</td>
<td>11.96%</td>
</tr>
<tr>
<td>Janesville</td>
<td>#142</td>
<td>$803</td>
<td>4.68%</td>
<td>$4,950</td>
<td>16.22%</td>
</tr>
<tr>
<td>Fond du Lac</td>
<td>#176</td>
<td>$522</td>
<td>3.04%</td>
<td>$3,434</td>
<td>15.20%</td>
</tr>
<tr>
<td>La Crosse (inc. Houston County in Minn.)</td>
<td>#180</td>
<td>$512</td>
<td>2.98%</td>
<td>$4,819</td>
<td>10.62%</td>
</tr>
<tr>
<td>Sheboygan</td>
<td>#195</td>
<td>$442</td>
<td>2.57%</td>
<td>$4,845</td>
<td>9.12%</td>
</tr>
<tr>
<td>Green Bay</td>
<td>#197</td>
<td>$432</td>
<td>2.52%</td>
<td>$13,341</td>
<td>3.24%</td>
</tr>
<tr>
<td>Eau Claire</td>
<td>#199</td>
<td>$427</td>
<td>2.49%</td>
<td>$5,509</td>
<td>7.75%</td>
</tr>
<tr>
<td>Wausau</td>
<td>#255</td>
<td>$211</td>
<td>1.20%</td>
<td>$5,231</td>
<td>4.03%</td>
</tr>
</tbody>
</table>

Kenosha County is considered part of the Chicago-Naperville-Joliet Metropolitan Area and Superior is considered part of the Duluth Metropolitan Area for statistical purposes. For additional information on metropolitan area exports and to view the complete data series and methodology, visit [www.trade.gov/metrodata](http://www.trade.gov/metrodata).

In 2006, the Wausau MSA’s leading export category was Paper (NAICS 322), which totaled $55 million, and accounted for 26.21 percent of the county’s total exports. Machinery, except electrical (NAICS code 333), which totaled $46 million or approximately 22 percent of the area’s total exports, was in second place. During the first six months of 2007, these two categories flipped positions. Machinery accounted for 26.10 percent of the region’s exports while Paper accounted for 22.71 percent. Electrical equipment, appliances, and components (NAICS 335), fabricated metal products (NAICS 332), and wood products (NAICS 321) followed in descending order.
Marathon County is the epicenter of Wisconsin’s ginseng cultivation. The root is highly valued in China and many other parts of East Asia for its general positive health effects, from helping alleviate the effects of stress to reducing fatigue and promoting brain function. Wisconsin exported $22 million worth of ginseng roots (HS121120) in 2007, a 54 percent increase over the previous year. Wisconsin accounted for 43.8 percent of the United States’ ginseng exported in 2007. U.S. Department of Agriculture data reports that Wisconsin’s 190 ginseng growers exported 304,414 pounds of dried roots in 2006.

While Wisconsin is still a giant in ginseng cultivation and exports, it does not dominate the market as much as in the past. The U.S. Department of Commerce reported in 1995 that Wisconsin ginseng farms produced 1.9 million pounds and worked 95 percent of all acres harvested in the United States. Of the roots harvested that year, 1.8 million pounds were exported. In 1996, Wisconsin exports of ginseng were valued at $40.4 million.

Over half of the Wausau area’s exports stay within North America.
### Wausau Metro Area Exports by Regional Destination

<table>
<thead>
<tr>
<th>Destination</th>
<th>Export Value 2005</th>
<th>Export Value 2006</th>
<th>Export Value First half 2007</th>
</tr>
</thead>
<tbody>
<tr>
<td>Africa</td>
<td>$1,475,590</td>
<td>$1,424,616</td>
<td>$509,807</td>
</tr>
<tr>
<td>APEC (Asia-Pacific Economic Cooperation)</td>
<td>$177,319,669</td>
<td>$179,552,621</td>
<td>$90,446,142</td>
</tr>
<tr>
<td>ASEAN (Association of Southeast Asian Nations)</td>
<td>$9,380,535</td>
<td>$10,217,447</td>
<td>$6,896,862</td>
</tr>
<tr>
<td>Asia</td>
<td>$47,277,939</td>
<td>$48,281,007</td>
<td>$27,578,030</td>
</tr>
<tr>
<td>DR-CAFTA (Dominican Republic-Central American Free Trade Agreement)</td>
<td>$1,211,933</td>
<td>$1,186,877</td>
<td>$849,362</td>
</tr>
<tr>
<td>EU-25 (European Union)</td>
<td>$20,378,621</td>
<td>$13,600,134</td>
<td>$5,896,306</td>
</tr>
<tr>
<td>Western Hemisphere</td>
<td>$135,624,964</td>
<td>$136,488,727</td>
<td>$66,919,055</td>
</tr>
<tr>
<td>NAFTA (North American Free Trade Agreement)</td>
<td>$128,804,453</td>
<td>$130,093,460</td>
<td>$59,432,965</td>
</tr>
<tr>
<td>OPEC (Organization of Petroleum Exporting Countries)</td>
<td>$5,526,229</td>
<td>$5,589,421</td>
<td>$9,780,299</td>
</tr>
<tr>
<td>South America</td>
<td>$4,399,947</td>
<td>$3,788,085</td>
<td>$5,436,533</td>
</tr>
</tbody>
</table>

Note: These world destinations are based on political, economic, and geographic groupings. Some countries may be members of multiple groups; therefore, values for country groups cannot be summed to arrive at meaningful totals.

Source: Bureau of the Census, U.S. Department of Commerce.
Full description of each destination can be found at [http://ita.doc.gov/td/industry/otea/metro/world_destinations.html](http://ita.doc.gov/td/industry/otea/metro/world_destinations.html).

Through periodic surveys, monitoring press reports, and direct contact with exporters, the Wisconsin Department of Commerce tries to estimate the number of exporters in different communities around the state. According to our latest data, we have identified 26 exporters in Wood County, 32 in Portage County, and 83 in Marathon County. We recognize that our lists are not exhaustive, but can give an estimation of the relative importance of exporting in different counties.

### SERVICES TO INCREASE WISCONSIN EXPORTS

The Wisconsin International Trade Team provides a broad array of services to help Wisconsin companies succeed in their exporting efforts. Wisconsin firms – whether new to exporting or seasoned international businesses – can benefit from the Wisconsin International Trade Team’s market knowledge and exporting experience. Team members work with a variety of Wisconsin companies ranging from food processors, to livestock companies, to manufacturers of everything from metal fasteners to high tech scientific instruments.

Services and support are not limited to Wisconsin’s borders. By combining staff here in Wisconsin with international offices in Brazil, Canada, China, Europe, Mexico, plus an additional 15 international offices specializing in food and agricultural exports, the Wisconsin International Trade Team can provide assistance in Wisconsin or abroad. Most Wisconsin-based services are free of charge. The state contracts with business professionals in other countries to provide additional services. Fees are charged for several of these services to help cover part of the full cost.
International Business Counseling and Education

- One-on-One Consultations — Outreach Consultants located around the state meet with company representatives to help evaluate a firm’s export potential; offer guidance on the mechanics of the export process; discuss available resources and potential strategies for new or expanding markets; and furnish contact information on private-sector export support service providers such as freight forwarders, translation services, international law firms, accountants, and banks.

- Export Seminars — Wisconsin companies can attend exporter education seminars presented throughout the state. Seminar topics range from exporter basics to detailed sessions on trade regulations, tariffs and insurance to market characteristics.

- Food Export Helpline™ — The Food Export Helpline offers customized export assistance on the details affecting food and agricultural exports ranging from sanitary certifications issues affecting shipping live or frozen cargo.

Market Research

- Area Specialists — Team members with knowledge of the business culture and practices of different parts of the world can help companies understand the differences from the U.S. way of doing business, how to best respond to foreign inquiries, and identify important issues that will affect how customers in other countries may respond to a product.

- Market Overview — International office staff will evaluate potential for products and analyze current market conditions including market size, cultural issues affecting sales of your product, government regulations, tariffs, and existing competition.

- Market Builder™ — The Market Builder service, available to food and agricultural companies, provides customized in-market research to help determine if certain markets are appropriate for product(s) and how a product compares to the competition. The service can generate feedback from qualified importers and distributors, as well asset up one-on-one meetings with interested buyers.

International Promotions and Market Development

- Agent/Distributor Search — If conditions look positive for a product in a market, international office staff will identify potential agents or distributors, contact them to determine their interest in the product, obtain background information, and arrange meetings and follow-up with those candidates that best meet the Wisconsin firm’s needs.

- Client/End User Search — In markets too small to support distributor networks or in situations where products are customized for each customer, international office staff can develop a list of potential buyers, obtain background information, and introduce a product to them but allow your own staff to make sales calls on them.

- Buyers’ Missions — Buyers’ Missions bring primarily foreign agricultural buyers to the U.S. to meet directly with you. These missions are a great opportunity to learn more about a product’s export potential and build relationships with key industry players, without the time and expense involved in overseas travel.
- **Food Show PLUS!™** — This service, available to food and agricultural companies, provides exhibitors at international tradeshows with the information and in-market support needed to be fully prepared for the event. The list of services is customized for each show but may include: pre-show feedback on the competition, translation of company profile, on-site interpreters, pre-arranged meetings with potential buyers, site visits to local retailers, in-market seminars, and follow-up assistance.

- **Trade Missions** — Trade missions can open doors to influential decision makers and give new-to-market firms valuable firsthand market research and a running start when approaching the market. On trade missions, trade team staff arrange meetings for participants with qualified business contacts and senior government officials. Our trade missions vary in size from 75+ participants from all industries led by the Governor to a handful of businesses in a related industry led by Trade Team staff members.

- **Trade Show Grants** — The Wisconsin Trade Project Program awards grants of up to $5,000 to state firms with annual sales of less than $25 million to reimburse some of the costs involved in exhibiting at international trade shows in new markets. Companies that have developed high-tech products with worldwide applications can potentially receive a grant for an international show held in the United States. The grants are intended to help small- and medium-sized exporters make initial forays into new markets.

- **Branded Program™** — The Branded Program, available to food and agricultural companies, provides 50% cost reimbursement for a wide variety of international marketing activities including advertising, in-store promotions and product demonstrations, fees for exhibiting at overseas tradeshows and selected domestic tradeshows, public relations, promotional publications and freight costs for samples.

The Wisconsin International Trade Team is a collaboration of the Wisconsin Department of Commerce and the Department of Agriculture, Trade and Consumer Protection. Contact us at

Telephone: 1 (800) 462-5237
Email: international@wisconsin.gov
Website: [http://international.wi.gov/business.html](http://international.wi.gov/business.html)
DATA SOURCES
Information on U.S. merchandise exports is compiled from data filed with the federal government for individual export shipments. Available data only accounts for products shipped and does not include exports of services, income from international tourists in the state, or sales of services or software delivered via the internet.

Exporters are required to electronically file a Shipper’s Export Declaration with the U.S. federal government for shipments in which the value of any product group by HS code is $2,500 or more, the federal government does not release the names or other identifiable data on individual exporters. Exporters are not required to report data to the Wisconsin Department of Commerce.

Data reflects the state from which the merchandise starts its export journey and is not always the same as where goods were produced. This is particularly true for agricultural shipments. Wheat grown in the Dakotas but consolidated in and exported from the port of Superior is credited as a Wisconsin export. Likewise Wisconsin-grown corn shipped down the Mississippi River by barge and then exported via the port of New Orleans is often added to Louisiana’s total. Manufactured goods can be produced in one state and be warehoused in and eventually exported from another state. Another factor is shipments of goods that are arranged by wholesalers and trading companies. The manufacturer may have made a domestic sale, but it was the wholesaler or trading company that made the export sale. The categories of Unspecified State or Country refer to shipments of bulk commodities destined for famine relief that may be stockpiled in various locations around the world, but which have not been determined at the time the goods leave the United States.

Global Trade Information Services, Inc. (GTI) reformats federal data into user-friendly formats that were used to create this report. GTI publishes more than 55 separate country editions, each containing the official merchandise trade data of the respective country. Additional data from the U.S. Department of Commerce, International Trade Administration, and Bureau of Census, Foreign Trade Division: Exporter Database & State Export-Related Employment Project was also used.