



Importance of International Trade to the U.S. Meat and Poultry Industry

The U.S. meat and poultry industry accounts for one of the largest segments of the U.S. agricultural economy, contributing \$18.09 billion to the estimated \$140.47 billion in agricultural exports in 2017. The future strength and growth of the U.S. meat and poultry industry depends upon the expansion of trade into foreign markets, particularly as domestic per capita consumption of meat and poultry remains stable.

PORK

U.S. pork export volume reached a record 2.45 million metric tons (mt) in 2017, breaking the 2016 record by 6 percent. Pork exports accounted for 26.6 percent of total 2017 pork production and 22.3 percent of total pork muscle cuts.

- Pork exports to Mexico set a sixth consecutive volume record, totaling 801,887 mt. Export value to Mexico was the second-highest on record, totaling \$1.51 billion.
- Japan remained the leading value destination for U.S. pork in 2017, totaling \$1.63 billion. Chilled pork exports to Japan totaled 217,857 mt, down slightly from 2017.
- Exports to South Korea increased 28 percent in volume to 173,182 mt, valued at \$475 million – up 30 percent year-over-year and the second highest on record.
- On a global basis, U.S. pork variety meat exports were up 4 percent to 543,973 mt, while export value was up 17 percent – the highest on record totaling \$1.17 billion.

BEEF

U.S. beef exports increased in 2017, accounting for 12.9 percent of total beef production and 10.4 percent of total beef muscle cuts. Beef export value exceeded \$7 billion for only the second time on record.

- Beef exports to South Korea increased 3 percent in volume (184,152 mt) and grew 15 percent in value to \$1.22 billion, outpacing the record set in 2016. Chilled U.S. beef exports to South Korea rose markedly, increasing 73 percent in volume (45,153 mt) and 78 percent in value (\$405.8 million). Demand is especially strong in the South Korean retail sector, where consumer confidence in the quality and safety of U.S. beef continues to gain momentum.
- Japan solidified its position as the leading market for U.S. beef in 2017, with volume increasing 19 percent year-over-year to 307,559 mt and value up 25 percent to \$1.89 billion – new post-BSE records. Chilled exports to Japan grew exponentially, reaching 148,688 mt (up 32 percent) valued at \$1.102 billion (up 37 percent), as U.S. beef captured more than half of Japan's imported chilled beef market – a new high for U.S. market share.
- Mexico remained the second-largest volume market (237,972 mt) and third-largest in value (\$979.7 million) in 2017. It is an especially important market for U.S. beef shoulder clods, rounds and variety meat.

- Record exports to the Philippines and Singapore and strong growth in Indonesia and Vietnam pushed export volume to the ASEAN region up 37 percent to 40,954 mt, while value increased 34 percent to \$210.9 million.

LAMB

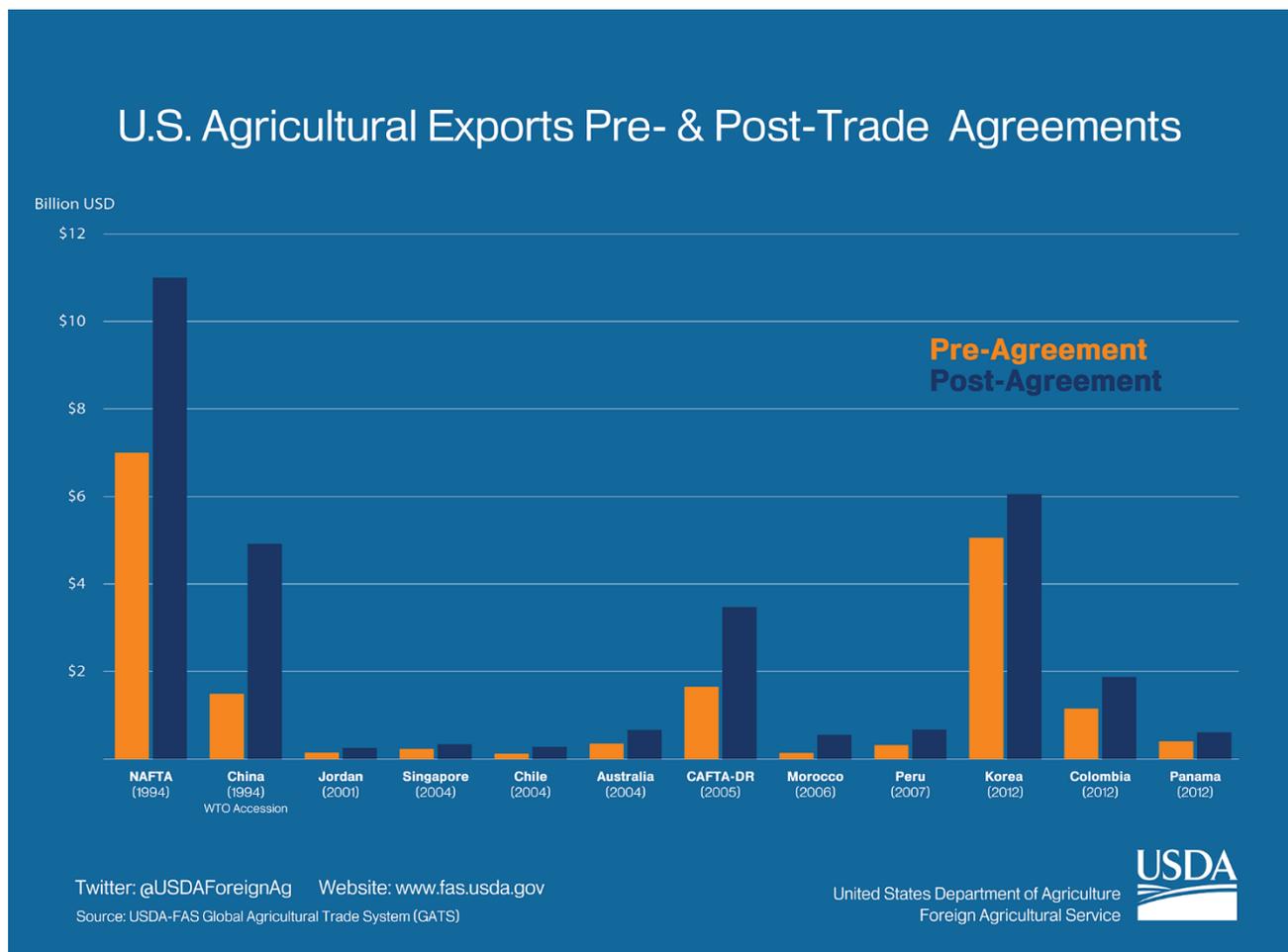
U.S. lamb exports were down 14 percent in volume, but increased 7 percent in value in 2017.

- Lamb muscle cut exports increased 8 percent in volume (2,421 mt) and 16 percent in value (\$14.2 million) in 2017.
- The Caribbean, Canada and Central America emerged as strong markets for U.S. lamb exports in 2017.
- U.S. lamb gained access to Taiwan in 2016 and recently became eligible for export to Guatemala and El Salvador.

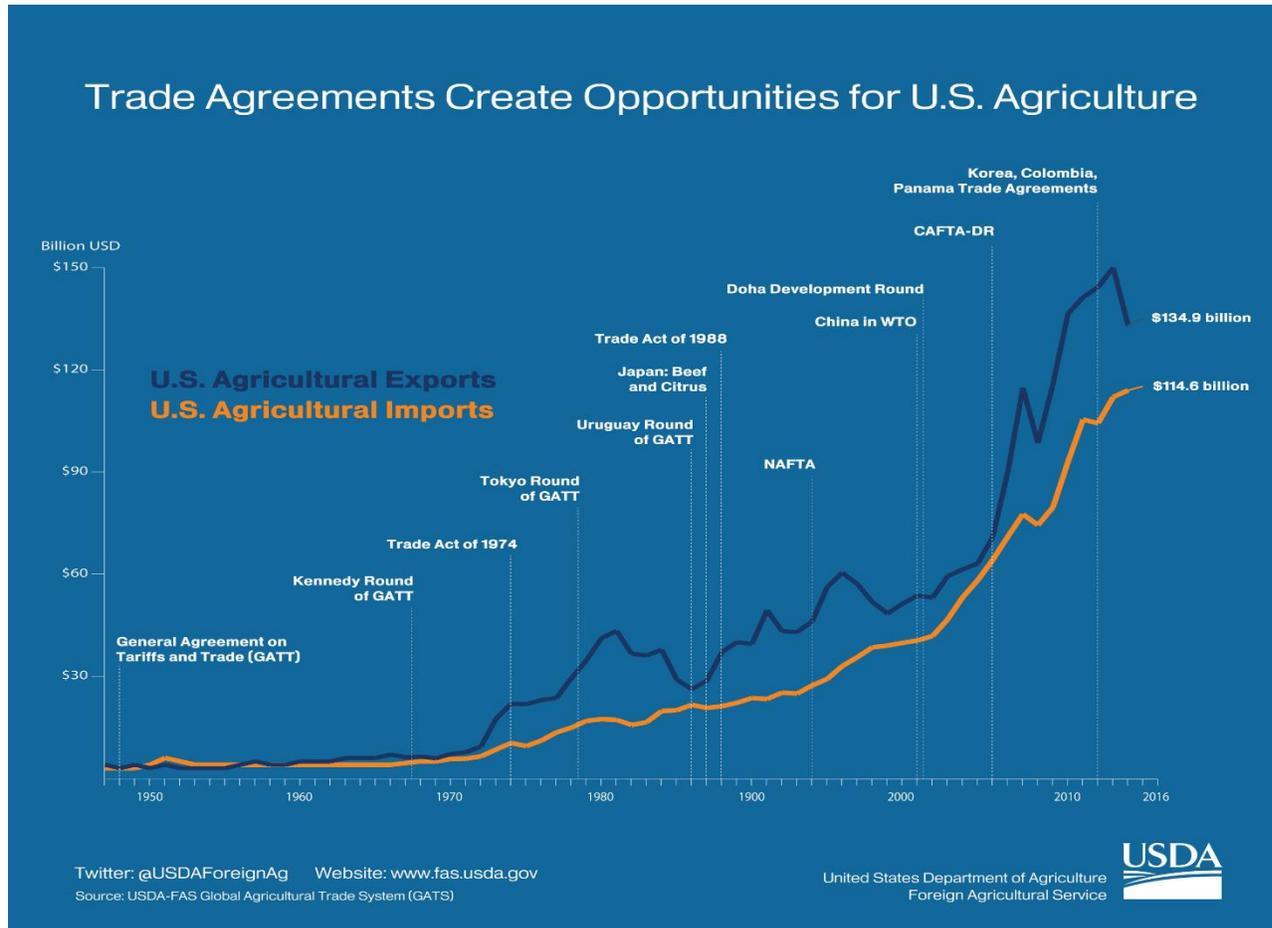
Hides, Skins, Leather

The U.S. hide, skin, and leather industry exported more than \$2.08 billion in cattle hides, pig skins, and semi-processed leather products in 2017, representing a \$40 million increase compared to 2016.

- U.S. hides and skins companies – including producers, processors, brokers and dealers – regularly export more than 90 percent of total U.S. production of these products and are one of the top raw materials suppliers to the global leather manufacturing industry.



The **broader agriculture sector's impact on the U.S. economy** cannot be overstated. USDA's Economic Research Service estimates that, in 2016, each dollar of agricultural exports stimulated another \$1.28 in business activity. The \$134.7 billion of agricultural exports in calendar year 2016 produced an additional \$172.1 billion in economic activity and every \$1 billion of U.S. agricultural exports in 2016 required approximately 8,100 American jobs throughout the economy. Agricultural exports supported 1,097,000 full-time civilian jobs, which included 764,000 jobs in the nonfarm sector.



Sources

- <https://www.usmef.org/news-statistics/press-releases/new-records-for-u-s-beef-export-value-pork-export-volume-in-2017-2/>
- http://trade.gov/mas/ian/build/groups/public/@tg_ian/documents/webcontent/tg_ian_005508.pdf
- <https://www.ers.usda.gov/data-products/agricultural-trade-multipliers/effects-of-trade-on-the-us-economy/>
- <https://www.ers.usda.gov/data-products/ag-and-food-statistics-charting-the-essentials/ag-and-food-sectors-and-the-economy.aspx>
- [https://www.ers.usda.gov/data-products/foreign-agricultural-trade-of-the-united-states-fatus/us-agricultural-trade-data-update/#Total value of U.S. agricultural trade and trade balance, monthly](https://www.ers.usda.gov/data-products/foreign-agricultural-trade-of-the-united-states-fatus/us-agricultural-trade-data-update/#Total%20value%20of%20U.S.%20agricultural%20trade%20and%20trade%20balance,%20monthly)
- <https://www.fca.gov/Download/EconomicReports/5%20USAgricultureExports-RecentTrendsAndCommodityExposure.>
- [https://www.ers.usda.gov/data-products/foreign-agricultural-trade-of-the-united-states-fatus/calendar-year/#By Country](https://www.ers.usda.gov/data-products/foreign-agricultural-trade-of-the-united-states-fatus/calendar-year/#By%20Country)