

## HIGHLIGHTS: JANUARY-MARCH 2021

- March 2021 trade data reflect a full year's impact of the COVID-19 pandemic. Disruption of supply chains, reduced air freight capacity, and the impact on the global workforce all had an effect on international trade; however, Wisconsin's exports in various sectors and markets are showing returning signs of strength.
- Wisconsin businesses exported a total of \$5,700,864,222 worth of products in the first quarter of 2021. That is 5.41% more than in the first quarter of 2020. The value of Wisconsin's monthly exports in just the month of March grew by 15.93% compared to February, reaching the highest monthly total since March 2019. For five out of the last seven years, March has been the month with the largest dollar value of exports from Wisconsin. By comparison, total U.S. exports grew by just 1.89% during the first quarter.
- Of Wisconsin's top 10 export destinations, only the United Kingdom (#8) and Australia (#9) saw declines of 1.85% and 0.52% respectively. Wisconsin's exports to Canada grew to the highest monthly level since May of 2018 at \$669.9 million.
- Wisconsin exports of plastic products grew by \$61.5 million, a 21.29% increase, and overtook aircraft and aircraft parts in the top five export categories.
- Wisconsin's imports grew by 21.89% in the first quarter and totaled \$7.6 billion. The #1 category, industrial machinery, was up by 31.59% followed by pharmaceuticals, which grew by 55.71%.

## TOP EXPORT DESTINATIONS: JANUARY-MARCH 2021



## TOP EXPORT PRODUCTS: JANUARY-MARCH 2021



### DATA SOURCE

The U.S. Census Bureau is the official source for U.S. export and import data, including data by individual state. WEDC subscribes to WISERTrade, an online service from the World Institute for Strategic Economic Research in Leverett, MA, that converts the raw Census data into a more user-friendly format, <http://www.wisetrade.org/>.



- Data on **agricultural and food products** exports appear in multiple categories. If they were added together into a single super-category, this would total \$912 million in the first quarter of 2021. That would be right after the #1 category of industrial machinery, but ahead of medical and scientific instruments. This super-category grew by 13.89% between the first quarter of 2020 and the same period in 2021. **The Department of Agriculture and Consumer Trade and Protection provides a deeper look at agriculture exports:** [https://datcp.wi.gov/Pages/Growing\\_WI/ExportStatistics.aspx](https://datcp.wi.gov/Pages/Growing_WI/ExportStatistics.aspx)
- Almost half, 43.76%, of all of Wisconsin's exports remained within **North America** during the first three months of 2021. Just over a quarter, 26.17%, of the state's imports came from within the region.
- **Canada** continues to be Wisconsin's top trading partner. Exports from Wisconsin to Canada rebounded in the first quarter of 2021 and totaled \$1.76 billion, an increase of 11.15%. At this rate, the total amount of exports to Canada for the year is likely to return to pre-COVID levels.
  - Exports of industrial machinery, vehicles and parts, and plastics saw the largest percentage of growth in the total value of exports to Canada thus far in 2021.
  - Industrial machinery accounts for 23.08% of Wisconsin's shipments to Canada and 10.05% of the state's imports from Canada.
  - Wisconsin ranks 12<sup>th</sup> among the 50 states in total exports to Canada and 15<sup>th</sup> in imports from Canada.
  - Wood products is the largest product category imported from Canada at 11.28%.
- **Mexico** ranks second as an export destination for Wisconsin. Purchases from Wisconsin were up by 3.73% compared to the 1.89% growth for the U.S. as a whole.
  - Wisconsin's exports of industrial machinery to Mexico declined by 19.69%, but remain the largest product category overall.
  - Electrical machinery is the second-highest ranked product category, and grew by 7.61%.
- The **European Union** was the destination for \$907.1 million worth of Wisconsin exports, making up 15.92% of the state's exports in the first three months of 2021. Wisconsin's exports to the EU are less than what was shipped to Canada, but more than what was shipped to Mexico. The trading bloc was also the source for \$1.98 billion in imports, or 25.95% of Wisconsin's total imports of goods.
  - Wisconsin's exports to **Germany** grew by 16.71% between the first quarters of 2020 and 2021. Industrial machinery exports grew by 21.75% to become the largest product category. Miscellaneous chemical exports to Germany grew by 524.41% and organic chemicals grew by 77.61%.
  - While **Belgium** itself is a small country, it is a major logistical hub for shipments ultimately destined for other parts of Europe. The spark ignition engines subcategory within the industrial machinery category accounted for 29.93% of Wisconsin's total exports to Belgium during the first quarter of 2021.
  - With the **United Kingdom's** departure from the EU and uncertainty about the ease of shipping product between Britain and the continent, many Wisconsin exporters re-evaluated their distribution models. This probably contributed to the 1.85% decline in exports from Wisconsin, which resulted in the UK dropping to the #7 spot as a Wisconsin export destination.
- **China** tops the list of sources for Wisconsin imports, amounting to \$1.70 billion worth of products during the first quarter.
  - The first quarter of 2020 was the height of the pandemic in China. March 2020 saw the lowest monthly Chinese shipments to Wisconsin in over 11 years, \$288 million. Starting in April 2020, Chinese shipments to Wisconsin steadily rebounded, such that first quarter Wisconsin imports from China in 2021 were up 56.91% compared to the same period in 2020.
  - China ranks third as a destination for Wisconsin exports, and these exports grew by 8.88%.
  - Exports of medical and scientific instruments to China grew by 28.10%.
  - Agricultural products in several categories accounted for 21.02% of Wisconsin's exports to China in the first three months of 2021. Oil seeds shipments to China were up by an impressive 345.92%.



- Wisconsin exports to **Japan** grew by 4.54%. The two top product categories, industrial machinery and medical and scientific instruments, declined by 13.64% and 16.92% respectively, but the next three categories—electrical machinery; miscellaneous chemicals; and starches, glues, and enzymes—all saw significant growth.
- **South Korea** saw total purchases from Wisconsin decline by 3.65%.
  - The industrial machinery category declined by 42.73%, while the subcategories of refrigerators and freezers and automatic data processing equipment saw declines of 50.58% and 88.02% respectively.
  - Another subcategory of industrial machinery—machinery for cleaning, drying, filling, closing, sealing, capsuling or labelling bottles, cans, boxes, bags—grew by an outstanding 2,745.98%.
- **Industrial machinery** has long been Wisconsin’s top export product category, but it has seen a slow decline over a number of years, and was down 5.32% in the first three months of 2021 compared to the first quarter of 2020. As of the first quarter of 2021, Wisconsin ranked 11<sup>th</sup> among the 50 states in industrial machinery exports. The category includes a variety of manufactured products ranging from generators to machine tools to bulldozers to computers.
  - Harvesting machinery, which includes lawn mowers as well as farm equipment, is a major subcategory of Wisconsin’s exports. The subcategory grew by 42.91% during the first quarter. Exports to Canada and Australia grew by 400.46% and 103.39% respectively.
  - Transmission shafts, bearings and gears ranks second this quarter, and were down by 7.60%.
  - Exports of automatic data processing machinery, which includes computers, grew by 61.27%.
- Exports of **medical and scientific instruments** grew by 3.66%. Wisconsin ranks 14<sup>th</sup> in exports of that category by state.
  - China is the top destination, accounting for 19.42% of Wisconsin exports in this category. X-ray apparatus is the largest subcategory shipped from Wisconsin to China, but optical fibers and bundles, the #2 category, went from \$0 in the first quarter of 2020 to \$23.77 million in 2021.
  - Canada currently ranks second and is the destination for 9.15% of this category, but medical and scientific instruments ranks seventh among all export categories shipped from Wisconsin to Canada.
- **Electrical machinery** exports dipped by 2.99% between the first three months of 2020 and 2021.
  - Canada and Mexico are the top two markets for this category. Canada declined by 9.34% and Mexico grew by 7.61%.
  - China ranks third with an increase of 0.97%.
- **Vehicles and vehicle parts** experienced the second-largest dollar volume increase of \$53.9 million, a 197.8% increase.
  - Tractor exports grew by 197.80%. A little over half of Wisconsin’s tractor exports go to Canada. Belgium went from purchasing just over \$224,000 worth of tractors in the first three months of 2020 to buying \$20.1 million in 2021.
  - Special purpose vehicle exports grew by 38.97% to total \$69.3 million so far in 2021.
- **Plastics** was the category of Wisconsin exports that experienced the greatest dollar value growth in the first quarter, growing by \$61.53 million, or 21.29%. It should not be surprising to see Canada, Mexico and China lead in purchases of plastics from the state; however, a 255.85% increase in plastics exports to Costa Rica vaulted that small country into the #4 position.
- Thirty states saw increased exports over the first quarter, while 20 saw decreases. Eighteen states showed a larger percentage increase than Wisconsin.



## TOP WISCONSIN EXPORT DESTINATIONS sorted by January-March 2021

Country	Full Year 2020	Jan-March 2020	Jan-March 2021	%Δ '20-'21	Jan-March 2010	%Δ '10-'21
Canada	\$6,226,129,684	\$1,582,759,840	\$1,759,292,259	11.15%	\$1,372,414,372	28.19%
Mexico	\$2,554,048,330	\$709,154,027	\$735,593,386	3.73%	\$474,700,605	54.96%
China	\$1,553,607,532	\$373,928,215	\$407,148,059	8.88%	\$294,856,184	38.08%
Germany	\$726,290,215	\$179,967,207	\$210,031,603	16.71%	\$172,288,439	21.91%
Japan	\$686,149,352	\$192,061,764	\$200,783,601	4.54%	\$209,512,355	-4.17%
Belgium	\$381,308,907	\$126,693,715	\$177,046,087	39.74%	\$77,292,318	129.06%
United Kingdom	\$625,725,263	\$174,408,986	\$171,188,157	-1.85%	\$151,369,244	13.09%
Australia	\$567,959,214	\$135,120,459	\$134,418,911	-0.52%	\$145,467,214	-7.60%
Korea, Republic Of	\$508,523,807	\$138,586,354	\$133,523,857	-3.65%	\$66,458,502	100.91%
France	\$372,997,946	\$94,156,337	\$115,466,493	22.63%	\$106,530,019	8.39%
Netherlands	\$429,415,910	\$121,614,235	\$113,948,560	-6.30%	\$97,227,177	17.20%
Chile	\$355,013,729	\$84,067,272	\$90,223,740	7.32%	\$102,454,831	-11.94%
Switzerland	\$105,119,594	\$23,831,395	\$90,207,386	278.52%	\$10,322,429	773.90%
Brazil	\$302,490,868	\$75,504,438	\$88,755,323	17.55%	\$112,556,574	-21.15%
Singapore	\$253,629,967	\$75,220,089	\$80,401,650	6.89%	\$66,879,660	20.22%
Thailand	\$290,398,706	\$118,668,463	\$73,958,658	-37.68%	\$52,459,257	40.98%
Niger	\$2,390,001	\$575,970	\$63,644,936	10,950.04%	\$0	--
India	\$206,772,606	\$60,090,701	\$56,810,975	-5.46%	\$57,399,756	-1.03%
Other Countries	\$4,356,361,991	\$1,141,800,927	\$998,420,581	-12.56%	\$891,077,654	12.05%
<b>TOTAL</b>	<b>\$20,504,333,622</b>	<b>\$5,408,210,394</b>	<b>\$5,700,864,222</b>	<b>5.41%</b>	<b>\$4,461,266,590</b>	<b>27.79%</b>

## TOP WISCONSIN EXPORT PRODUCTS sorted by January-March 2021

Product	Full Year 2020	Jan-March 2020	Jan-March 2021	%Δ '20-'21	Jan-March 2010	%Δ '10-'21
Industrial Machinery	\$5,249,491,508	\$1,466,640,115	\$1,388,541,966	-5.32%	\$1,558,315,623	-10.89%
Medical & Scientific Instr.	\$2,038,832,069	\$513,553,487	\$532,337,399	3.66%	\$489,810,056	8.68%
Electrical Machinery	\$2,018,140,761	\$547,166,211	\$530,791,312	-2.99%	\$502,888,374	5.55%
Transportation Equipment	\$1,337,406,080	\$351,231,223	\$411,966,811	17.29%	\$243,812,162	68.97%
Plastics	\$1,165,771,423	\$289,028,500	\$350,563,371	21.29%	\$178,422,706	96.48%
Aircraft/Spacecraft & Parts	\$575,307,294	\$207,510,391	\$188,668,234	-9.08%	\$56,769,370	232.34%
Paper Products	\$723,253,657	\$196,111,309	\$182,668,620	-6.85%	\$179,293,135	1.88%
Misc. Chemicals	\$530,599,814	\$116,914,411	\$146,252,254	25.09%	\$62,125,957	135.41%
Pharmaceuticals	\$315,746,453	\$87,214,602	\$133,620,252	53.21%	\$37,337,320	257.87%
Articles of Iron or Steel	\$385,336,888	\$94,956,428	\$117,806,744	24.06%	\$69,543,139	69.40%
Prep Vegetables; Fruit; Nuts	\$315,594,818	\$78,615,447	\$111,968,058	42.43%	\$34,787,873	221.86%
Misc. Edible Preparations	\$343,226,756	\$83,806,684	\$95,445,852	13.89%	\$45,451,622	109.99%
Mod. Starch; Glue; Enzymes	\$256,952,786	\$59,558,713	\$87,754,019	47.34%	\$21,150,824	314.90%
Organic Chemicals	\$277,993,152	\$64,686,796	\$80,854,340	24.99%	\$23,525,094	243.69%
Printed Matter	\$245,724,766	\$62,552,536	\$72,806,491	16.39%	\$71,305,764	2.10%
Essential Oils; Perfumes; Cosmetics	\$231,801,950	\$60,159,294	\$68,643,197	14.10%	\$24,234,848	183.24%
Dairy Prods; Eggs; Honey	\$263,402,176	\$67,067,661	\$67,368,807	0.45%	\$48,418,899	39.14%
Wood Products	\$244,272,277	\$62,949,593	\$66,560,072	5.74%	\$46,811,921	42.19%
Other Products	\$3,985,478,994	\$998,486,993	\$1,066,246,423	6.79%	\$767,261,903	38.97%
<b>TOTAL</b>	<b>\$20,504,333,622</b>	<b>\$5,408,210,394</b>	<b>\$5,700,864,222</b>	<b>5.41%</b>	<b>\$4,461,266,590</b>	<b>27.79%</b>



## TOP WISCONSIN IMPORT SOURCES sorted by January-March 2021

Country	Full Year 2020	Jan-March 2020	Jan-March 2021	%Δ '20-'21	Jan-March 2010	%Δ '10-'21
China	\$5,554,107,165	\$1,082,491,013	\$1,698,563,783	56.91%	\$957,255,818	77.44%
Canada	\$4,209,783,395	\$1,098,523,871	\$1,316,297,083	19.82%	\$917,102,128	43.53%
Mexico	\$2,707,687,498	\$725,274,570	\$679,950,921	-6.25%	\$697,335,849	-2.49%
Germany	\$1,873,538,467	\$448,816,393	\$471,727,103	5.10%	\$203,675,870	131.61%
Ireland	\$338,462,356	\$54,378,515	\$435,929,200	701.66%	\$11,323,389	3749.81%
Vietnam	\$1,260,874,949	\$285,118,457	\$429,349,210	50.59%	\$88,250,814	386.51%
Belgium	\$2,376,760,923	\$398,943,658	\$336,585,193	-15.63%	\$20,311,667	1557.10%
Italy	\$728,324,887	\$194,197,864	\$214,645,434	10.53%	\$98,145,521	118.70%
India	\$653,932,244	\$179,605,714	\$203,534,088	13.32%	\$91,741,496	121.86%
Taiwan	\$779,203,625	\$210,619,965	\$187,586,811	-10.94%	\$89,584,334	109.40%
Japan	\$798,803,616	\$221,422,271	\$170,355,265	-23.06%	\$134,092,888	27.04%
Korea, Republic Of	\$474,342,291	\$104,022,433	\$153,799,873	47.85%	\$71,874,242	113.98%
Malaysia	\$454,356,143	\$88,986,609	\$120,548,565	35.47%	\$61,785,047	95.11%
France	\$438,449,251	\$108,808,454	\$119,785,207	10.09%	\$100,012,234	19.77%
Spain	\$333,162,261	\$77,785,501	\$100,693,441	29.45%	\$13,513,953	645.11%
United Kingdom	\$378,664,965	\$97,200,980	\$98,331,095	1.16%	\$57,169,121	72.00%
Philippines	\$154,906,011	\$49,404,510	\$61,741,680	24.97%	\$19,322,111	219.54%
Switzerland	\$216,131,209	\$51,464,244	\$55,390,326	7.63%	\$27,567,846	100.92%
Other Countries	\$3,114,717,795	\$781,315,154	\$773,386,395	-1.01%	\$4,461,109,383	-82.66%
<b>TOTAL</b>	<b>\$26,846,209,051</b>	<b>\$6,258,380,176</b>	<b>\$7,628,200,673</b>	<b>21.89%</b>	<b>\$12,582,283,094</b>	<b>-39.37%</b>

## TOP WISCONSIN IMPORT PRODUCTS sorted by January-March 2021

Country	Full Year 2020	Jan-March 2020	Jan-March 2021	%Δ '20-'21	Jan-March 2010	%Δ '10-'21
Industrial Machinery	\$5,368,955,567	\$1,263,937,065	\$1,663,238,926	31.59%	\$683,150,789	143.47%
Electrical Machinery	\$3,303,174,969	\$744,454,492	\$937,248,024	25.90%	\$571,677,175	63.95%
Pharmaceuticals	\$3,067,230,862	\$545,612,053	\$849,580,963	55.71%	\$126,483,425	571.69%
Medical & Scientific Instr.	\$2,066,233,330	\$497,556,112	\$542,009,943	8.93%	\$290,697,710	86.45%
Plastics	\$1,225,288,526	\$253,634,984	\$376,949,677	48.62%	\$201,728,085	86.86%
Transport Equip.	\$1,150,163,449	\$282,690,339	\$290,012,074	2.59%	\$249,938,276	16.03%
Furniture, Bedding, Lamps	\$840,291,900	\$215,743,457	\$234,237,905	8.57%	\$165,889,580	41.20%
Apparel, Knit or Crocheted	\$912,104,801	\$241,870,680	\$223,481,465	-7.60%	\$307,093,767	-27.23%
Special Classification, Nesoi	\$804,655,708	\$245,175,110	\$203,859,961	-16.85%	\$107,907,225	88.92%
Wood Products	\$462,012,001	\$98,432,929	\$169,131,398	71.82%	\$73,416,629	130.37%
Articles Of Iron or Steel	\$466,204,582	\$103,557,791	\$142,184,215	37.30%	\$76,075,569	86.90%
Mineral Fuel, Oil Etc.	\$233,249,736	\$108,120,806	\$140,376,324	29.83%	\$45,563,903	208.09%
Apparel, non-Knit	\$540,526,874	\$177,663,024	\$131,229,584	-26.14%	\$178,536,229	-26.50%
Paper Products	\$472,902,129	\$120,056,115	\$124,773,823	3.93%	\$119,363,176	4.53%
Tools, Cutlery	\$276,789,362	\$63,660,906	\$110,029,492	72.84%	\$35,053,926	213.89%
Misc. Articles of Base Metal	\$335,194,907	\$85,020,364	\$99,720,527	17.29%	\$52,334,651	90.54%
Textile Art.; Needlecraft Sets	\$433,805,766	\$76,657,602	\$97,209,242	26.81%	\$65,500,355	48.41%
Rubber Products	\$222,005,525	\$48,793,281	\$94,833,411	94.36%	\$39,556,684	139.74%
Other Products	\$4,665,419,057	\$1,085,743,066	\$1,198,093,719	10.35%	\$1,071,142,229	11.85%
<b>TOTAL</b>	<b>\$26,846,209,051</b>	<b>\$6,258,380,176</b>	<b>\$7,628,200,673</b>	<b>21.89%</b>	<b>\$4,461,109,383</b>	<b>70.99%</b>

