

Trade Notes...

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U.S. Agricultural Trade Boosts Overall Economy

According to the April U.S. Agricultural Trade Update report (FAU-88) from USDA's ERS (Economic Research Service), U.S. agricultural exports generate employment, income and purchasing power in both the farm and nonfarm sectors. Each farm export dollar stimulated another \$1.61 in business activity in calendar 2002. The \$53.1 billion worth of agricultural products exported in 2002 produced an additional \$85.4 billion in economic activity. Agricultural exports also generated 841,000 full-time civilian jobs, including 425,000 jobs in the nonfarm sector. Farmers' purchases of fuel, fertilizer and other inputs to produce commodities for export spurred economic activity in the manufacturing, trade and transportation sectors.

Production from almost a third of U.S. cropland moved into export channels in 2002. Of raw crops, the United States exported more than 50 percent of food grain production, almost 20 percent of feed grains and more than 35 percent of oilseeds. The full report is posted on the ERS Web site at: www.ers.usda.gov/publications/so/view.asp?f=trade/fau-bb/

USDA Offers U.S. Suppliers List for Free

FAS maintains a U.S. Suppliers List to help connect potential foreign buyers with U.S. suppliers. In April, access to the U.S. Suppliers List database was made available as a free service. The U.S. Suppliers List can now be accessed on the FAS Web site under Exporter Assistance at: www.fas.usda.gov/agexport/exporter.html

Olympic Trade Mission Lights Up U.S. Trade Again

FAS supported a recent sales mission to Greece to help U.S. suppliers meet distributors and caterers for the Olympics in Greece. Six U.S. companies, including small firms and Asian, Hispanic and female-owned businesses, participated. They represented a wide range of snack foods (including chips, salsa, popcorn, nuts and dried fruits), wines, seasonings, beans, rice, cookies and Mexican foods. Mission members toured Olympic sites, caterers, supermarkets and specialty wine stores, and met with over 30 importers and distributors. The companies reported \$20,000 in immediate sales, and project \$300,000 worth in the next 12 months.

Update on Export.gov Partnership with FAS

Information on U.S. products from the FAS Web site is also available on **Export.gov**, the portal to all export-related assistance and market information offered by the federal government. The portal is managed by the U.S. Department of Commerce with 14 federal departments and agencies, including FAS, participating. While the portal targets U.S. exporters, approximately a third of the Web site's users are from abroad, so it provides an opportunity to promote U.S. food and agricultural products to an international audience.

FAS and Food Export USA Work Together to Make Sales to Dubai

FAS and Food Export USA organized a four-member pet food buyers mission from Dubai, the United Arab Emirates, to New Orleans, LA, in March. The buyers attended the annual American Pet Products Manufacturers Association Show and met with pet food suppliers from the Northeast United States. The mission members met with 158 suppliers and established new business relations with 11 suppliers. They projected purchases of \$2.1 million over 6-12 months as a result of the trip.