

### ***How Much, With Whom and What Does the US Trade?***

It is important to remember that trade includes both Goods **and** Services.

In 2016<sup>1</sup>:

- The US exported \$1.5 trillion in Goods and \$750 billion in Services for a total of \$2.2 trillion in exports.
- US imports of Goods totaled \$ 2.2 trillion and \$504 billion in Services.
- The 2016 US trade balance in Goods was a deficit, - \$753 billion. The 2016 US trade balance in Services was a surplus of \$248 billion.
- The overall 2016 trade balance – the difference between overall exports and imports of goods and services – was a deficit of -\$506 billion.

### ***Profile of US Trade in Goods and Services<sup>2</sup>***



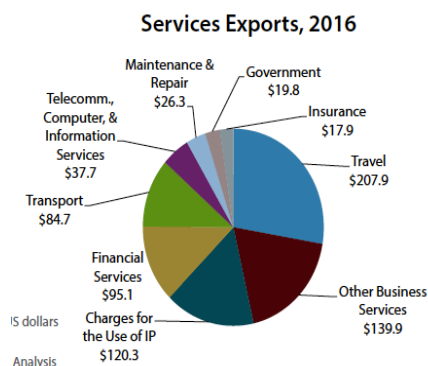
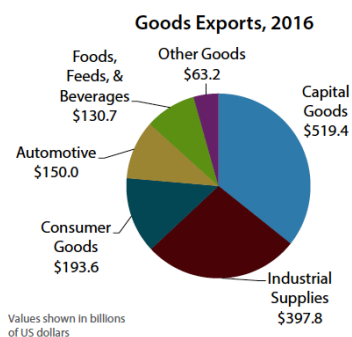
Canada was the top U.S. goods export market in 2016, led by sales of vehicles & parts and machinery.

U.S. goods exports were a record high to 18 countries in 2016.

Goods exports to Vietnam showed the largest dollar growth, up by \$3.1 billion in 2016.

<sup>1</sup> US Census Bureau, US International Trade Data.

<sup>2</sup> Graphs and text for Goods and Services Exports from US International Trade Administration, US Trade Overview 2016



The U.S. is the second largest exporter in the world for goods and the largest for commercial services.

Major services export categories in 2016 were travel (a record \$207.9 billion); other business services (a record \$139.9 billion); charges for the use of intellectual property (\$120.3 billion); financial services (\$95.1 billion); and transport (\$84.7 billion).

TOP 15 IMPORTING COUNTRIES TO THE US 2016 TRADE IN GOODS (Billions of USD)			
Rank	Country	Imports	Percent of Total Imports
---	<b>Total, All Countries</b>	<b>2,188.9</b>	<b>100.0%</b>
---	<b>Total, Top 15 Countries</b>	<b>1,743.7</b>	<b>79.7%</b>
1	China	462.8	21.1%
2	Mexico	294.2	13.4%
3	Canada	278.1	12.7%
4	Japan	132.2	6.0%
5	Germany	114.2	5.2%
6	Korea, South	69.9	3.2%
7	United Kingdom	54.3	2.5%
8	France	46.8	2.1%
9	India	46.0	2.1%
10	Ireland	45.5	2.1%
11	Italy	45.2	2.1%
12	Vietnam	42.1	1.9%
13	Taiwan	39.3	1.8%
14	Malaysia	36.7	1.7%
15	Switzerland	36.4	1.7%

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<sup>3</sup> US Census Bureau, US International Trade Data

The top ten U.S. imported product groups in 2016 were the following: <sup>4</sup>

1. Electrical machinery, equipment: \$336 billion (14.9% of total imports)
2. Machinery including computers: \$315.4 billion (14%)
3. Vehicles: \$285 billion (12.7%)
4. Mineral fuels including oil: \$163.4 billion (7.3%)
5. Pharmaceuticals: \$92.5 billion (4.1%)
6. Optical, technical, medical apparatus: \$80.8 billion (3.6%)
7. Gems, precious metals: \$67.3 billion (3%)
8. Furniture, bedding, lighting, signs, prefab buildings: \$63.1 billion (2.8%)
9. Plastics, plastic articles: \$50.4 billion (2.2%)
10. Organic chemicals: \$49.8 billion (2.2%)

In 2016 the \$505 billion in US Service imports broke down as follows:<sup>5</sup>

1. Travel: \$124 billion
2. Other Business Services: \$99 billion
3. Transport: \$97 billion
4. Insurance Services: \$48 billion
5. Intellectual Property Charges: \$44 billion
6. Telecommunications, Computers and Information Services: \$37 billion
7. Financial Services: \$26 billion
8. Government Goods and Services: \$22 billion
9. Maintenance and Repair Services: \$8.8 billion

### ***How big a part of the US Economy is International Trade?***

- In 2016 Trade accounted for 27 percent<sup>6</sup> of the Gross Domestic Product<sup>7</sup> of \$18.6 trillion.
- The US ITA estimates that goods and services exports supported 11.5 million US jobs in 2015.<sup>8</sup>

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<sup>4</sup> US Top Ten Imports, worldstopexports.com, Jan. 2018

<sup>5</sup> US Census Bureau, U.S. International Trade in Goods and Services (FT900)

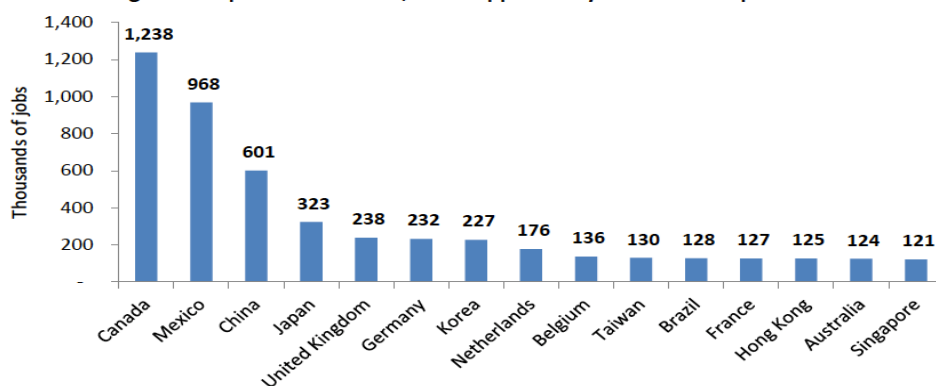
<sup>6</sup> www.data.worldbank.org. Trade % of GDP.

<sup>7</sup> The Gross Domestic Product (GDP) is the value of a country's overall output of goods and services.  
www.businessdictionary.com

<sup>8</sup> Jobs Supported by Export Destination 2015: An Update, US International Trade Administration, Office of Economic Analysis, April 2016

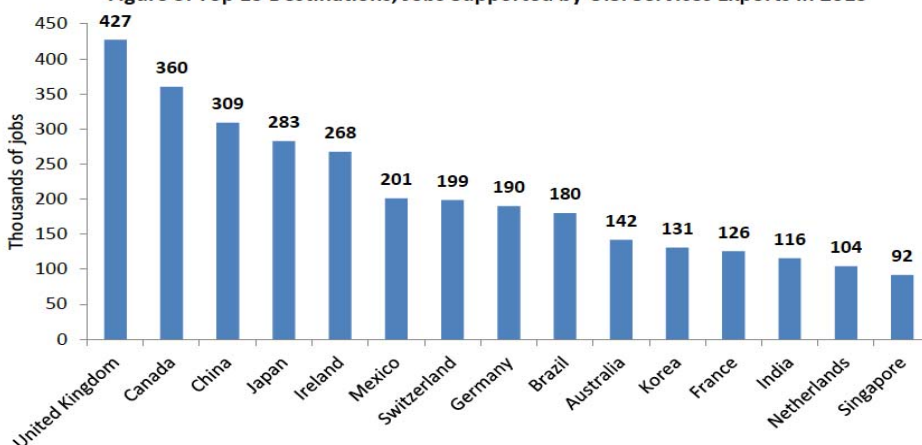
- U.S. goods exports supported 6.7 million jobs. Goods exports to Canada supported the greatest number of U.S. jobs followed by Mexico, China, Japan and the United Kingdom (UK). The top fifteen U.S. goods export markets supported almost 4.9 million jobs in total.<sup>9</sup>

Figure 1: Top 15 Destinations, Jobs Supported by U.S. Goods Exports in 2015



- U.S. services exports to more than 70 countries in 2015 supported 4.8 million US jobs. Service exports to the United Kingdom supported the greatest number of jobs followed by Canada, China, Japan, and Ireland. The top fifteen destinations supported 3.1 million jobs, or 65 percent of the total.<sup>10</sup>

Figure 3: Top 15 Destinations, Jobs Supported by U.S. Services Exports in 2015



<sup>9</sup> Jobs Supported by Export Destination 2015, US International Trade Administration, Office of Economic Analysis, Nov.2016

<sup>10</sup> Ibid

The U.S. is the world's top destination for Foreign Direct Investment (FDI) although it faces increasing competition for investors' funds. FDI in the United State, totaled \$2.9 trillion in 2014.<sup>11</sup> The factories, operations and R&D funded by FDI are key job drivers. The Commerce Department's International Trade Administration<sup>12</sup> calculates that FDI generates:

- 6.1 million direct jobs
- 2.4 million indirect jobs
- 3.5 million jobs attributable to increased productivity

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<sup>11</sup> Foreign Direct Investment in the United States - 2016 Report, Organization for International Investment, [www.ofii.org](http://www.ofii.org)

<sup>12</sup> USITA, Jobs Attributable to Foreign Direct Investment in the United States, Feb. 2016