

## U.S. Exports to Morocco

## A State Perspective

The United States exported $\$ 465$ million in merchandise to Morocco in 2003, up from $\$ 286$ million in 2001, but still below the 1999 total of $\$ 574$ million. Morocco was the 70th largest market for U.S goods in 2003, out of a total of 229 markets.

Twenty-four states exported more than \$2 million in goods to Morocco in 2003. Ten of these states exported goods worth more than $\$ 10$ million, and two exported merchandise worth more than $\$ 50$ million.

Washington and Louisiana were the top state exporters to Morocco in 2003. Washington recorded merchandise exports of $\$ 112$ million to Morocco, while Louisiana recorded shipments of $\$ 92$ million. Together, these two states accounted for 44 percent of total U.S. goods exported to Morocco in 2003.

Other states that posted significant export totals to Morocco in 2003 were California ( $\$ 27$ million), New York ( $\$ 27$ million), Texas ( $\$ 23$ million), Virginia ( $\$ 23$ million), Wisconsin (\$18 million), Minnesota (\$14 million), Pennsylvania (\$12 million), and West Virginia (\$10 million).

Twenty-four of the states increased their merchandise exports to Morocco from 1999 to 2003. West Virginia recorded the largest dollar increase, boosting shipments to Morocco from zero in 1999 to $\$ 10$ million in 2003. Other states with noteworthy

## U.S. Exports to Morocco Have Rebounded Since 2001

Merchandise Exports to Morocco, \$ Millions


## Aerospace Products and Parts Is the Largest Category of Exports to Morocco

\$465 Million in Exports, 2003


Note: This report covers exports of merchandise-i.e., tangible goods-only. Data are unavailable for state exports of services, or for state imports of both goods and services.
Source: Origin of Movement State Export Series and Exporter Data Base, Bureau of the Census, U.S. Department of Commerce. The Origin of Movement series allocates exports to states based on transportation origin, i.e., the state from which goods begin their journey to the port (or other point of exit) from the United States. The transportation origin of exports is not always the same as the location where the goods were produced. Thus, conclusions about "export production" in a state should not be made solely on the basis of the Origin of Movement state export figures.
Prepared by the Office of Trade \& Economic Analysis, Trade Development, International Trade Admininstration, U.S. Department of Commerce.



West Virginia Recorded the Biggest Growth in Exports to Morocco From 1999 to 2003
Top 10 States by Dollar Change in Exports to Morocco

increases in merchandise export value to Morocco over the 1999-2003 period were Pennsylvania (up $\$ 9.0$ million), Minnesota (up $\$ 8.3$ million), Wisconsin (up $\$ 7.5$ million), California (up $\$ 6.7$ million), New York (up $\$ 6.5$ million), Kansas (up $\$ 4.9$ million), Louisiana (up \$3.7 million), Oregon (up $\$ 3.1$ million), Michigan (up $\$ 2.5$ million), and Indiana (up $\$ 2.5$ million).

Manufactured goods made up 61 percent of U.S. merchandise exports to Morocco in 2003 (well below the 89 percent figure for total U.S. exports of goods). Aerospace products and parts was the largest manufactured export category, with $\$ 134$ million or 29 percent of total U.S. shipments of merchandise (including nonmanufactures). Other significant manufactured export categories were agriculture and construction machinery (\$13 million); resin, synthetic rubber, and synthetic fibers and filaments (\$11 million); and grain and oilseed milling products (\$11 million).

The United States also exported significant amounts of unprocessed agricultural commodities to Morocco in 2003. Shipments of unprocessed oilseeds and grains totaled $\$ 130$ million-the second largest export category to this market, accounting for more than one-fourth of total U.S. exports to Morocco.

While overall U.S. exports to Morocco in 2003 were below the 1999 level, several product sectors grew strongly over this period. In dollar terms, the leading growth category among manufactured exports to Morocco was pulp, paper, and paperboard mill products. Export shipments of these products over the 1999-2003 period more than doubled, going from $\$ 4.7$ million to $\$ 9.6$ million. Other manufactured export categories that registered large dollar growth during this period were petroleum and coal products (up $\$ 4.5$ million) and communications equipment (up $\$ 2.4$ million).

In percentage terms, the fastest-growing categories among U.S. manufactured exports to Morocco from 1999 to 2003 were clay and refractory products; fibers, yarns, and threads; footwear; processed alumina and aluminum; springs and wire products; and electrical equipment. Ex-
ports of all these categories rose by more than 300 percent.

Among non-manufactures, U.S. exports of unprocessed oilseeds and grains to Morocco rebounded by 53 percent from 2002 to 2003, but were a more modest 15 percent above the 1999 level of $\$ 113$ million.

A total of 872 U.S. companies exported merchandise to Morocco in 2001 (the latest year for which data are available). Of those, 67 percent were small and mediumsized enterprises (SMEs) with fewer than 500 employees.

SMEs generated more than one-third (36 percent) of the known value of U.S. exports to Morocco in 2001. This was well above the SME share of U.S. exports to the world, which in 2001 stood at 29 percent.

## State Merchandise Export Totals to Morocco, 1999-2003

Thousands of Dollars

|  |  |  |  |  |  | \$ Change | \$ Change | \% Change |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | \% Change

Source: Origin of Movement Series, Bureau of the Census, U.S. Department of Commerce.
Prepared by the Office of Trade and Economic Analysis, International Trade Administration, U.S. Department of Commerce.

State Merchandise Export Totals to Morocco, 1999-2003, Ranked by 2003 Export Value

Thousands of Dollars

| Rank | State | 1999 | 2000 | 2001 | 2002 | 2003 | \$ Change 1999-2003 | \$ Change 2002-2003 | \% Change 1999-2003 | $\begin{aligned} & \text { \% Change } \\ & \text { 2002-2003 } \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 1 | Washington | 130,074 | 137,514 | 3,494 | 280,855 | 111,815 | -18,259 | -169,040 | -14.0 | -60.2 |
| 2 | Louisiana | 88,118 | 90,732 | 56,671 | 80,926 | 91,842 | 3,724 | 10,915 | 4.2 | 13.5 |
| 3 | California | 20,459 | 20,899 | 23,256 | 23,998 | 27,162 | 6,703 | 3,164 | 32.8 | 13.2 |
| 4 | New York | 20,661 | 21,643 | 19,711 | 30,284 | 27,160 | 6,499 | -3,125 | 31.5 | -10.3 |
| 5 | Texas | 34,400 | 29,487 | 23,031 | 20,457 | 23,055 | -11,346 | 2,598 | -33.0 | 12.7 |
| 6 | Virginia | 55,483 | 14,089 | 15,751 | 9,253 | 22,780 | -32,702 | 13,527 | -58.9 | 146.2 |
| 7 | Wisconsin | 10,585 | 8,503 | 12,543 | 10,148 | 18,121 | 7,536 | 7,974 | 71.2 | 78.6 |
| 8 | Minnesota | 5,339 | 9,765 | 5,510 | 9,109 | 13,601 | 8,261 | 4,492 | 154.7 | 49.3 |
| 9 | Pennsylvania | 3,410 | 10,621 | 1,423 | 2,371 | 12,402 | 8,992 | 10,030 | 263.7 | 423.0 |
| 10 | West Virginia | 0 | 0 | 0 | 0 | 10,465 | 10,465 | 10,465 |  |  |
| 11 | Florida | 6,274 | 10,345 | 9,311 | 7,894 | 8,469 | 2,195 | 575 | 35.0 | 7.3 |
| 12 | North Carolina | 64,638 | 4,764 | 6,574 | 4,408 | 8,277 | -56,361 | 3,869 | -87.2 | 87.8 |
| 13 | Georgia | 8,968 | 7,275 | 6,432 | 5,748 | 7,209 | -1,759 | 1,461 | -19.6 | 25.4 |
| 14 | Indiana | 3,061 | 3,407 | 4,304 | 2,006 | 5,528 | 2,467 | 3,522 | 80.6 | 175.6 |
| 15 | Kansas | 346 | 60 | 202 | 2,391 | 5,217 | 4,872 | 2,826 | 1,408.1 | 118.2 |
| 16 | Oregon | 2,004 | 6,064 | 2,585 | 1,505 | 5,126 | 3,122 | 3,621 | 155.8 | 240.6 |
| 17 | South Carolina | 6,023 | 2,720 | 2,072 | 3,709 | 4,978 | -1,045 | 1,269 | -17.3 | 34.2 |
| 18 | Maryland | 3,161 | 7,914 | 4,331 | 4,873 | 4,852 | 1,691 | -21 | 53.5 | -. 4 |
| 19 | Ohio | 4,458 | 4,288 | 10,977 | 2,534 | 4,695 | 237 | 2,161 | 5.3 | 85.3 |
| 20 | New Jersey | 8,445 | 8,058 | 9,515 | 7,951 | 4,073 | -4,372 | -3,878 | -51.8 | -48.8 |
| 21 | Illinois | 7,543 | 18,797 | 7,942 | 9,743 | 3,594 | -3,948 | -6,149 | -52.3 | -63.1 |
| 22 | Michigan | 577 | 2,101 | 1,336 | 2,196 | 3,057 | 2,479 | 860 | 429.4 | 39.2 |
| 23 | Tennessee | 6,794 | 3,779 | 2,531 | 1,691 | 2,125 | -4,669 | 434 | -68.7 | 25.7 |
| 24 | Massachusetts | 3,432 | 2,896 | 4,580 | 3,219 | 2,073 | -1,359 | -1,146 | -39.6 | -35.6 |
| 25 | Mississippi | 1,038 | 2,137 | 1,193 | 863 | 1,910 | 872 | 1,047 | 84.0 | 121.4 |
| 26 | Arizona | 7,736 | 3,828 | 212 | 993 | 1,769 | -5,967 | 776 | -77.1 | 78.1 |
| 27 | Missouri | 2,596 | 668 | 2,079 | 2,009 | 1,710 | -886 | -299 | -34.1 | -14.9 |
| 28 | Alabama | 855 | 4,560 | 6,545 | 663 | 1,458 | 603 | 794 | 70.6 | 119.7 |
| 29 | Nebraska | 839 | 211 | 86 | 67 | 1,402 | 563 | 1,335 | 67.1 | 1,985.0 |
| 30 | Oklahoma | 4,409 | 103 | 100 | 497 | 1,305 | -3,104 | 808 | -70.4 | 162.5 |
| 31 | Connecticut | 16,700 | 4,966 | 4,338 | 1,305 | 813 | -15,887 | -492 | -95.1 | -37.7 |
| 32 | Arkansas | 461 | 475 | 592 | 281 | 794 | 332 | 512 | 72.1 | 182.1 |
| 33 | lowa | 1,358 | 361 | 1,519 | 197 | 772 | -586 | 575 | -43.1 | 291.3 |
| 34 | Delaware | 1,523 | 846 | 18 | 331 | 457 | -1,066 | 126 | -70.0 | 38.1 |
| 35 | Colorado | 3,675 | 202 | 652 | 652 | 397 | -3,277 | -255 | -89.2 | -39.1 |
| 36 | New Hampshire | 0 | 29 | 504 | 61 | 320 | 320 | 259 |  | 423.1 |
| 37 | Maine | 214 | 68 | 100 | 117 | 318 | 105 | 201 | 49.1 | 171.8 |
| 38 | Rhode Island | 1,008 | 2,695 | 2,258 | 188 | 201 | -806 | 13 | -80.0 | 7.2 |
| 39 | Utah | 66 | 505 | 70 | 32 | 168 | 102 | 136 | 153.8 | 428.5 |
| 40 | Vermont | 76 | 49 | 83 | 105 | 154 | 77 | 49 | 101.4 | 46.5 |
| 41 | Idaho | 130 | 161 | 4 | 388 | 117 | -13 | -271 | -9.9 | -69.8 |
| 42 | North Dakota | 6 | 191 | 166 | 29 | 81 | 74 | 51 | 1,144.4 | 174.2 |
| 43 | Kentucky | 196 | 135 | 76 | 53 | 42 | -154 | -11 | -78.6 | -20.4 |
| 44 | Nevada | 92 | 192 | 96 | 4 | 19 | -73 | 15 | -79.3 | 412.9 |
| 45 | New Mexico | 336 | 54 | 94 | 165 | 19 | -316 | -146 | -94.3 | -88.4 |
| 46 | South Dakota | 0 | 0 | 91 | 0 | 17 | 17 | 17 |  |  |
| 47 | Alaska | 0 | 0 | 20 | 0 | 0 | 0 | 0 |  |  |
| 47 | Wyoming | 15 | 0 | 0 | 0 | 0 | -15 | 0 | -100.0 |  |
| Distric | ct of Columbia | 1,378 | 884 | 522 | 6,446 | 5,310 | 3,932 | -1,136 | 285.4 | -17.6 |
| Puerto | - Rico | 667 | 584 | 4,513 | 1,002 | 573 | -94 | -429 | -14.0 | -42.8 |
| Virgin | Islands | 0 | 0 | 0 | 3 | 0 | 0 | -3 |  | -100.0 |
| Unallo | cated | 33,955 | 75,073 | 26,083 | 21,788 | 17,323 | -16,632 | -4,464 | -49.0 | -20.5 |
| UNITE | ED STATES | 573,581 | 524,694 | 286,095 | 565,509 | 465,124 | -108,457 | -100,385 | -18.9 | -17.8 |

Source: Origin of Movement Series, Bureau of the Census, U.S. Department of Commerce.
Prepared by the Office of Trade and Economic Analysis, International Trade Administration, U.S. Department of Commerce.

State Merchandise Export Totals to Morocco, 1999-2003, Ranked by 1999-2003 Dollar Change

Thousands of Dollars

|  |  |  |  |  |  |  | \$ Change | \$ Change | \% Change |
| :---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | \% Change

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State Merchandise Export Totals to Morocco, 1999-2003, Ranked by 1999-2003 Percentage Change

## Thousands of Dollars

|  |  |  |  |  |  |  | \$ Change | \$ Change | \% Change |
| :--- | :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | \% Change

Source: Origin of Movement Series, Bureau of the Census, U.S. Department of Commerce.
Prepared by the Office of Trade and Economic Analysis, International Trade Administration, U.S. Department of Commerce.

State Merchandise Export Totals to Morocco, 1999-2003, Ranked by 2002-2003 Dollar Change

Thousands of Dollars

|  |  |  |  |  |  |  | \$ Change | \$ Change | \% Change |
| :--- | :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | \% Change

Source: Origin of Movement Series, Bureau of the Census, U.S. Department of Commerce.
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State Merchandise Export Totals to Morocco, 1999-2003, Ranked by 2002-2003 Percentage Change

## Thousands of Dollars

|  |  |  |  |  |  |  | \$ Change | \$ Change | \% Change |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | \% Change

Source: Origin of Movement Series, Bureau of the Census, U.S. Department of Commerce.
Prepared by the Office of Trade and Economic Analysis, International Trade Administration, U.S. Department of Commerce.

## Data Notes on the Origin of Movement Series

All state export statistics in this report are drawn from the Census Bureau's Origin of Movement (OM) state export series. The OM series is based on information supplied by U.S. exporters on official Shippers Export Declarations (SEDs) for goods leaving the United States. All statistics in the OM series are on a free-alongside-ship (f.a.s.) basis and include both domestic exports and re-exports.

The OM series seeks to measure state exports on the basis of transportation ori-gin-i.e., the location from which exports begin their journey to the port (or other point) of exit from the United States.

The OM series covers exports of merchandise only. Exports of services are excluded from the data. Also, OM statistics are available only at the state level. There are currently no equivalent figures for exports by metropolitan areas, counties, zip codes, or other sub-state areas.

Similarly, no OM statistics are available for state-level imports. The collection of state import data presents enormous technical challenges, since it would require tracking foreign goods through the U.S. wholesale and retail distribution systems. Consequently, it is not currently possible-using OM data or any other U.S. trade data-to calculate state trade balances.

The Origin of Movement series covers direct exports only. A direct export is one consisting of final goods shipped to a destination outside the United States. Socalled indirect exports are excluded from the data. Indirect exports are typically intermediate goods, parts, or other inputs that are shipped within the United States, and subsequently incorporated in final export goods. Such shipments represent domestic transactions-they are not considered exports in U.S. trade statistics.

Also, cross-border shipments made by foreign affiliates of U.S. companies (e.g., a shipment from a French subsidiary to a German customer) are not U.S. exports. These transactions may affect the finances of U.S. firms and reflect a global business
strategy, but they are not exports. Exports include only goods and services that are outbound from the United States and which transit its borders.

The OM series was not designed to measure the state distribution of U.S. export production or export-related jobs. The focus is transportation origin, not manufacturing origin.

There are nonetheless many cases when the state origin of movement and the state of production happen to be the same. The origin of movement and origin of production often coincide because many manufacturers ship exports directly from the factory gate, or from a nearby distribution facility.

There is no listing of states for which the Origin of Movement series is a good proxy for export production. Additional research is needed in this area. As a general rule, however, it appears that the OM series is indicative of export production when (1) intermediaries are minor exporters in a state, (2) manufacturers-especially singleestablishment firms-dominate exports, and (3) the state is a known producer of the goods being exported.

The OM series in some cases will show considerable manufactured exports from states known to have little manufacturing capability. This is partly attributable to export marketing by in-state intermediaries. These exporters frequently ship manufactures produced by out-of-state suppliers from in-state distribution centers. Another factor is shipments of manufactures from in-state warehouses and other distribution centers that are arranged by exporters located out-of-state. In both cases, manufactured exports from the non-industrial state are magnified on an origin-of-movement basis.

Another limitation of the OM series is that, in certain cases, it falls short of its goal of measuring transportation origin. The problem stems from the fact that many intermediaries have traditionally listed the state in which they are located-which is not necessarily the origin of movement-as the "state of origin" on SEDs. For many other transactions, intermediaries specify the
state location of the port of exit-which very often is not the state where goods began their export journey.

The result is significant inconsistencies in the state-level allocation of exports sold by intermediaries. The primary impact is on the state distribution of non-manufactured exports-where intermediaries are overwhelmingly dominant. Most affected is the allocation of exports of farm products, minerals, and other bulk commoditiesvirtually all of which are sold abroad by intermediaries. The impact on manufactured exports is much more limited, due to the fact that intermediaries account for only about one-third of U.S. exports of manufactures.

The most visible result of the problem is a tendency to understate exports from agricultural states and inflate exports from states having ports that handle high-value shipments of farm products (e.g., Louisiana).

Yet another data issue is that some shippers fail to fill in the "state of origin" block on the SED, or furnish invalid or illegible entries. Consequently, the Census Bureau is presently unable to determine the state origin of movement for about five percent of the value of U.S. exports.

For additional information on the Origin of Movement series, visit the Census Bureau's website at http://
www.census.gov/foreign-trade/aip/ elom.html.

