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# JON PLUMER

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STATE REPRESENTATIVE • 42<sup>nd</sup> ASSEMBLY DISTRICT

Testimony – **Senate Bill 659** – Relating to trade relations with Taiwan

## **Senate Committee on Housing, Commerce and Trade** **November 16, 2021**

Chairman Jagler and members of the committee, thank you for the opportunity to submit written testimony on this important piece of legislation.

Senate Bill 659 directs the Wisconsin Economic Development Corporation to establish a trade office with the Republic of China (Taiwan) and to appoint a trade representative to conduct and improve trade relations between Wisconsin and Taiwan.

This legislation will help grow Wisconsin's already robust relationship with Taiwan. A sister-state relationship was established between us in 1986 and since then we have enjoyed strong bi-lateral trade, education partnerships, and cultural exchanges with Taiwan. The legislature strengthened that relationship further this year with the establishment of the Bi-Partisan Taiwan Friendship Caucus. It was an honor to host Taiwanese Ambassador Bi-Khim Hsiao at the capitol earlier this year as well.

The United States was Taiwan's second largest trading partner in 2020, with \$106.2 billion worth of trade in goods and services occurring between our two nations. Taiwan ranked as the United States' 9<sup>th</sup> largest market for export goods and 8<sup>th</sup> largest market for agricultural products. Taiwan was Wisconsin's seventh largest export market in Asia in 2019, with nearly \$225 million worth of Wisconsin goods exported to Taiwan.

Directing WEDC to hire a trade representative would allow Wisconsin to increase our exports to Taiwan even more. Wisconsin has a strong tradition of manufacturing and there are numerous opportunities for our producers to export their products to Taiwan. Having a full time trade representative to Taiwan would guarantee our manufacturers have a leg up when trying to find customers. Also, at a time when we are looking to create new markets for our state's farmers, opening to the door to new overseas markets for agricultural products is essential. A trade representative would help to build on and make similar agreements to the ginseng trade agreement we entered into with Taiwan earlier this year.

In addition to the economic benefits for our state that this bill would produce, there is also a strong symbolic value. Taiwan is an example of a strong, liberal democracy, with values similar to our own. They value freedom, the rule of law, and human rights like we do in the United States and Wisconsin. Unfortunately, Taiwan's continued existence is constantly under threat from the People's Republic of China. Designating a trade representative to Taiwan would show that Wisconsin stand's shoulder to shoulder with the free people of Taiwan.

Thank you again for your consideration of this legislation.



Testimony of WEDC Secretary and CEO Missy Hughes  
Senate Committee on Housing, Commerce and Trade  
December 7, 2021

Good morning, Chairman Jagler and Members of the Senate Committee on Housing, Commerce and Trade.

Thank you for inviting me to discuss WEDC's role in international trade and business development for the State of Wisconsin and its businesses.

To begin my remarks, I would like to provide a brief synopsis of Wisconsin's international trade relationships, followed by an explanation of how the Wisconsin Economic Development Corporation works to assist businesses in increasing international reach and exports and then offer a specific focus on our trade relations with Taiwan within the context of those global efforts.

Nearly 9,000 companies in Wisconsin are exporters. In total, those businesses exported \$20.5 billion in goods in 2020. Almost half of all of Wisconsin's exports go to just two countries, not surprisingly, Canada and Mexico. Exports to Canada are larger than the combined exports to Mexico, China, Germany, Japan and the UK. We do see increased opportunity in Mexico, as exports to Mexico have increased 28% since 2010 while exports to Canada have only increased by 3%.

While 2020 saw lower economic activity across the globe, exports so far in 2021 have indicated a resurgence. Exports fell by nearly 6% in 2020 but are up by more than 20% so far in 2021 (January through September) compared to the same time period in 2020. If that pace continues through the end of the year, Wisconsin is on track for a record-setting export year.

WEDC, through our division of Global Trade and Investment, focuses our resources on helping businesses build relationships in markets around the world. WEDC's four market development directors work with other state agencies and a team of experts that represent 99 countries and territories around the world to assist businesses with market assessments, partner searches, and business meeting facilitation.

WEDC offers six trade ventures a year, where we bring Wisconsin businesses into the countries and assist them in understanding the market, setting up meetings and assisting in follow-up when they return to the state. Each year we lead trade ventures to Canada, Mexico and China as these countries represent Wisconsin's largest export destinations.

The three other trade ventures are selected through the ExporTech program, a nationally recognized export strategy development program run by the Wisconsin Center for Manufacturing & Productivity (WCMP). During this training, companies identify their best export markets. After evaluating the countries identified by the participants each year, WEDC typically selects the top three countries identified by those ExporTech participants. To date, WEDC has assisted 241 companies to participate in ExporTech.

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This two-prong strategy provides our Wisconsin companies with the greatest opportunities available by focusing on the countries that purchase the largest amount of Wisconsin products and the countries identified in ExporTech as having the greatest potential for the largest number of graduates.

To continue export promotion during the COVID-19 pandemic, in the last year WEDC has offered 6 virtual trade ventures. These have been quite popular as they allow Wisconsin businesses to make valuable international contacts without leaving our state. The "destinations" were Poland, Canada, Mexico, South Korea, Germany and Australia/New Zealand.

Should companies want to visit markets beyond those covered in the six annual trade ventures, they can apply for an International Market Access Grant (IMAG) of up to \$25,000. Companies can use the IMAG grant to create self-guided trade ventures designed by WEDC's authorized trade representative network and our federal partners. This program's budget is \$1.2million. WEDC has provided 435 IMAG awards since FY14.

To best serve Wisconsin businesses and help them grow internationally, WEDC contracts with in-market representatives. This is done for a variety of reasons, but chief among them is the enormous advantage of local knowledge as well as the cost savings to the state.

We currently have 16 contracted trade representatives who represent 99 countries. Most of WEDC's representatives are hired through the Great Lakes St. Lawrence Governors & Premiers Council where Wisconsin collaborates with other midwestern states to negotiate favorable rates for trusted trade representative services around the world.

In cases where we would benefit from in-country assistance of U.S.-origin, the U.S. Commercial Service (USCS) is already available. USCS is better positioned to provide the services needed due to greater expertise, proximity to official U.S. diplomats, history in the region, and more. In the case of Taiwan, this service is rendered by the American Institute in Taiwan, which is funded and guided by the U.S. State Department and overseen by Congress.

As of 2020, Taiwan ranks 20th for Wisconsin exports (with over \$200 million), and 8th for Wisconsin imports. Wisconsin's top export commodities to Taiwan include scientific and medical instruments, industrial machinery and paper products.

WEDC has a long history and strong working relationship with Taiwan and the Taipei Economic and Cultural Office (TECO). Most recently, Governor Evers, WEDC and DATCP participated in a Wisconsin ginseng event with the Ginseng Board of Wisconsin, Representative Hsiao of Taiwan, and TECO in Wausau in September 2021.

DATCP led a Reverse Feed Buyers Mission to the World Dairy Expo in Madison with Taiwan buyer from Jing-Yu International Co., Ltd. in September 2021. Our market development director for Taiwan regularly meets with and attends events with TECO officials. And personally, I have met with more Taiwanese delegates and officials than any other country. I had planned a trip to Taiwan in the spring of 2020, but that was cancelled because of COVID.

WEDC is now planning to lead a trade venture to Taiwan and South Korea in April 2022.

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These are just the most recent and most prominent examples of our engagement with Taiwan. This activity and our robust export acceleration programs driven by the needs of our Wisconsin companies provides significant opportunities for trade promotion.

Wisconsin ended the practice of maintaining exclusive trade offices overseas years before WEDC was formed. To open a trade office in any foreign country would require a significant financial investment and would take years to build relationships and trust with local officials and business leaders to potentially provide a return on investment.

The proposed legislation requires WEDC to use existing resources to fund the trade office. Since WEDC is funded by a block grant, we would be need to divert funds from existing economic development programs and awards to fund the new office.

WEDC is confident that we currently meet the business needs of Wisconsin companies across the globe, including those businesses seeking deeper engagement with Taiwan. WEDC greatly values the state's strong partnership with Taiwan and looks forward to continuing that partnership for years to come.

Thank you.

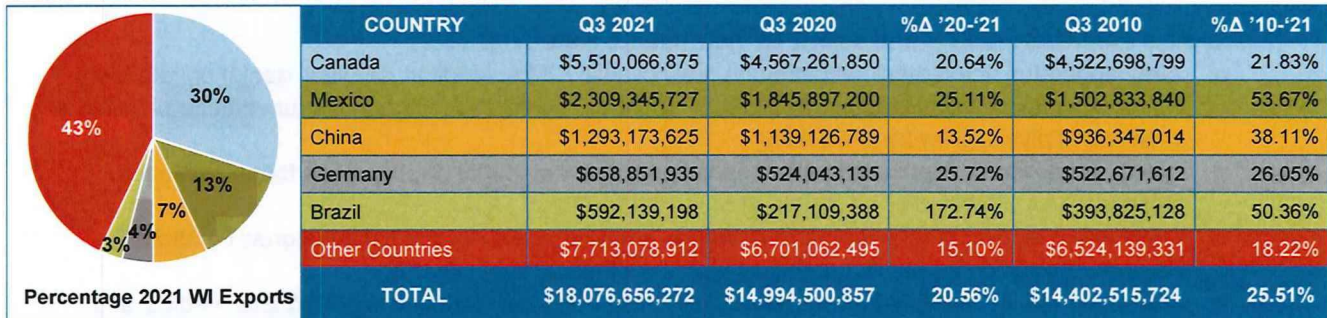
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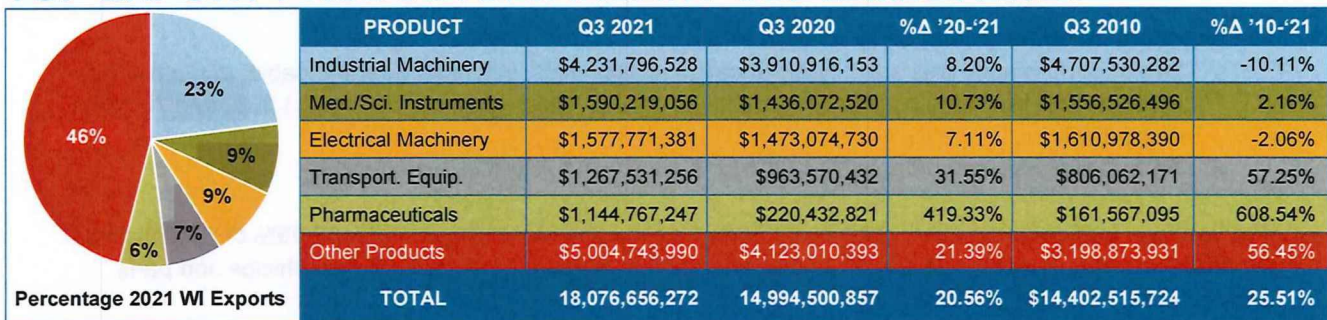
## HIGHLIGHTS: JANUARY-SEPTEMBER 2021

- During the first three quarters of 2021, Wisconsin businesses exported a total of \$18,076,656,272 worth of products to countries around the world. That is an increase of 20.56% for the first nine months of 2021, compared to the same period in 2020. Total U.S. exports grew by 23.24% during the that same period. Wisconsin ranks 20th among the 50 states in exports, up one place from the second quarter.
- Wisconsin's pharmaceutical exports increased by the greatest dollar volume, up by over \$924.3 million, a 419.33% increase. Harvesting machinery and tractors are subcategories of industrial machinery and vehicles and parts that also saw significant growth: \$170.7 million and \$149.0 million respectively.
- The greatest dollar volume increases in Wisconsin exports were posted by our top trade partners. Canada purchased \$942.8 million, or 20.64%, more in the first nine months of 2021 compared to the same period in 2020, followed by Mexico with an additional \$463.4 million, or 25.11%. Brazil broke into Wisconsin's top five export markets thanks to major shipments of pharmaceuticals. Hong Kong posted the largest decrease, down \$183.3 million, or 58.34%, followed by Saudi Arabia, which declined by \$61.8 million, or 30.99%
- Wisconsin's imports grew by 36.70% in the first half and totaled \$26,127,677,335. The #1 category, industrial machinery, was up by 50.56%, followed by pharmaceuticals, which grew by 56.98%. China is the source for 20.63% of Wisconsin imports, followed by Canada and Mexico, at 15.76% and 8.74% respectively.

## TOP EXPORT DESTINATIONS: JANUARY-SEPTEMBER 2021



## TOP EXPORT PRODUCTS: JANUARY-SEPTEMBER 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.wisertrade.org/>.



- Data on **agricultural and food products** exports appear in multiple categories. If they were added together into a single super-category, it would total \$2.86 billion during the first nine months of 2021—falling behind the #1 category of industrial machinery, but ahead of medical and scientific instruments. This super-category grew by 17.28% between the first three quarters of 2020 and the same period in 2021.
  - Prepared vegetables, fruits and nuts is the top agricultural subcategory and would rank 11<sup>th</sup> on its own among all other export categories. The next three agricultural export categories and their rankings within total exports are:
    - Miscellaneous edible preparations, #12
    - Wood products, #16
    - Dairy products, #17
  - More than one-third of Wisconsin's agricultural exports went to Canada during the first nine months of the year. Canadian purchases from Wisconsin increased 20.64% from the 2020 figure.
  - Mexico's purchases of Wisconsin agricultural products are up 25.11% and China's are up 13.52%.
  - The Department of Agriculture, Trade and Consumer Protection provides a deeper look at agricultural exports at [https://datcp.wi.gov/Pages/Growing\\_WI/ExportStatistics.aspx](https://datcp.wi.gov/Pages/Growing_WI/ExportStatistics.aspx).
  
- **Industrial machinery** is a very broad product category including metal forming and fabricating machinery, heating and cooling equipment, construction equipment, computers, food processing and packaging machinery, and devices used to make other products.
  - Harvesting machinery exports continued to be strong into the third quarter, growing by 89.27% in the first three quarters of 2021. Shipments to Canada within this subcategory grew by 236.37% and exceeded the dollar value of products exported in all of 2019 by over \$100 million.
  - Transmission shafts, bearings and gears is the second-largest subcategory, with more modest growth of 13.01%. Canada purchases the most of this subcategory, but the 2021 value was \$3,22 below the value in 2020. Chile's purchases in the subcategory grew by 25.55%.
  - Spark ignition reciprocal or rotary engines ranked third, with an increase of 6.15%.
  - Wisconsin's imports of industrial machinery totaled \$5.73 billion, an increase of 50.56% over 2020.
  - Hand tools imports grew by 181.94% and accounted for 18.61% of industrial machinery imports.
  
- Wisconsin's exports of **medical and scientific instruments** grew by 10.73%.
  - X-ray apparatus, the largest subcategory, grew by just 1.37%. Medical, surgical, dental or veterinary instruments, the #2 subcategory, declined by 10.24%. The #3 subcategory, instruments for physical or chemical analysis, grew by just 0.99%.
  - Wisconsin exports of optical fibers and fiber cables grew by 490.81%, but ranks fourth within the category.
  - China is the leading purchaser in this category, and Wisconsin exports to China grew by 35.32%.
  - Canada ranks second, but its purchases were less than 20% of China's.
  - Japan and the United Kingdom were among the few major markets that imported less medical and scientific instruments from Wisconsin in the first three quarters of 2021 compared to 2020.
  
- The **electrical machinery** category grew by 7.11%.
  - Strong performance was seen by electrical generating sets, insulated wire and cable, and electrical apparatus for switching or protecting electrical circuits, which grew by 25.53%, 31.33% and 70.12% respectively.
  - Canada and Mexico purchased 44.95% of Wisconsin's exports in the category.
  
- The **vehicles and parts** category grew by 31.55%. Canada and Mexico account for 62.69% of Wisconsin's exports. Exports to Belgium grew by 719.10%, and tractors account for 90.32% of the vehicles and parts shipped there from Wisconsin.
  
- Wisconsin's **pharmaceutical** exports grew by 419.33% during the first nine months of 2021 after posting a 10.03% decline in 2020. The category broke into the state's top five export products in 2021. Brazil's purchases in this category jumped from \$3.22 million in the first three quarters of 2020 to \$307.4 million in 2021.



- Almost half (43.26%) of Wisconsin's exports stayed within **North America** during the first nine months of 2021 while just under a quarter, 24.49%, of the state's imports came from Canada and Mexico.
- **Canada** continues to be Wisconsin's top trading partner. This shows both the highly integrated Great Lakes manufacturing sector and the strong trade in paper and energy raw materials.
  - Exports to Canada continued to recover to pre-pandemic levels for most of the top 10 product categories, including industrial machinery, up \$213.4 million, or 20.84%, year-to-date compared to 2020 after having declined 4.81% in 2020 vs. 2019.
  - The notable exception is electrical machinery, which experienced a decline of 18.51% in 2020 vs. 2019. The category grew by just 0.99% so far in 2021.
- **Mexico** ranks second as an export destination for Wisconsin. Purchases from Wisconsin were up by 25.11%. Mexican purchases in a large number of product categories grew, including:
  - Industrial machinery, up \$21.1 million, or 5.10%
  - Electrical machinery, up \$16.4 million, or 5.48%
  - Pharmaceutical products, up \$70.7 million, or 2,918.45%
- The category with the biggest decline was paper products, down \$4 million or -7.11%.
- The 27 countries that currently make up the **European Union** accounted for \$2.7 billion worth of Wisconsin exports, or 15.1% of the state's total exports, in the first nine months of 2021. Wisconsin's exports to the EU were less than what was shipped to Canada, but more than what was shipped to Mexico. The EU was also the source for \$7.29 billion in imports, or 14.45% of Wisconsin's total imports of goods.
  - Wisconsin shipments to **Germany** grew by 25.72% during the first nine months of the year after seeing declines of 5.14% and 6.57% in the previous two full years.
  - **Belgium** is a small country, but a major logistical hub for shipments to other parts of Europe. Total Wisconsin exports to Belgium grew by 66.98%. Vehicles and parts and pharmaceutical exports grew by 719.10% and 889.84% respectively.
- Total exports to the **United Kingdom**, Wisconsin's sixth-largest export destination, increased \$57.49 million, or 12.07%, so far in 2021 compared to the same period in 2020, which had been an exceptionally bad year for Wisconsin exports to the UK (decreased by \$178.7 million, or 22.21%, compared to 2019). It is unlikely that the total exports this year will exceed the \$804.6 million mark reached in 2019.
- **China** was the destination for \$1.3 billion worth of Wisconsin exports and the source for \$5.4 billion worth of Wisconsin imports.
  - Wisconsin's exports of medical and scientific instruments grew by 35.32%, constituting the top product category. Chinese purchases of pharmaceutical products grew by 163.32%.
  - Wisconsin exports of electrical machinery declined by 7.32%.
  - Wisconsin's imports from China grew by 40.43%, with multiple categories growing between 40% and 60%:
    - Industrial machinery, up \$568 million, or 57.54%
    - Electrical machinery, up \$266 million, or 35.71%
    - Medical and scientific instruments, up \$141 million, or 46.27%
    - Furniture and bedding, up \$103 million, or 41.63%
- **Brazil** appeared in the top five destinations for Wisconsin exports for the first time. Purchases from Wisconsin were up by \$115.8 million, or 172.74%.
  - Pharmaceuticals was the top product category at \$304.2 million, an increase of 9,439.17%.
  - Exports of Wisconsin industrial machinery to Brazil also did well, up \$26.8 million, or 37.52%.
- The value of goods exported to **Australia**, Wisconsin's ninth-largest export destination, equaled \$438.3 million during the first three quarters of 2021, an increase of 8.06% over 2020. Strong growth in exports of vehicles and parts, up 71.79% year-to-date vs. 2020, and medical and scientific instruments, up 23.99%, overcame a decline in industrial machinery, which decreased \$26.9 million or 14.28%.



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

Country	Full Year 2020	Q3 2020	Q3 2021	%Δ '20-'21	Q3 2010	%Δ '10-'21
Canada	\$6,246,874,352	\$4,567,261,850	\$5,510,066,875	20.64%	\$4,522,698,799	21.83%
Mexico	\$2,569,519,825	\$1,845,897,200	\$2,309,345,727	25.11%	\$1,502,833,840	53.67%
China	\$1,552,172,760	\$1,139,126,789	\$1,293,173,625	13.52%	\$936,347,014	38.11%
Germany	\$720,979,659	\$524,043,135	\$658,851,935	25.72%	\$522,671,612	26.05%
Brazil	\$302,412,741	\$217,109,388	\$592,139,198	172.74%	\$393,825,128	50.36%
United Kingdom	\$625,888,467	\$476,377,927	\$533,868,379	12.07%	\$455,656,533	17.16%
Japan	\$685,116,774	\$519,345,289	\$527,289,660	1.53%	\$533,382,932	-1.14%
Belgium	\$381,154,347	\$281,807,455	\$473,369,183	67.98%	\$267,472,932	76.98%
Australia	\$563,672,365	\$405,632,068	\$438,315,675	8.06%	\$415,546,514	5.48%
South Korea	\$508,007,351	\$384,598,064	\$406,611,042	5.72%	\$264,900,110	53.50%
Netherlands	\$428,257,778	\$308,416,947	\$349,782,932	13.41%	\$261,416,055	33.80%
France	\$371,185,718	\$258,806,660	\$349,606,862	35.08%	\$404,792,950	-13.63%
Singapore	\$252,137,962	\$188,598,493	\$253,585,492	34.46%	\$191,064,095	32.72%
Chile	\$355,069,134	\$279,297,276	\$236,806,719	-15.21%	\$298,995,334	-20.80%
Thailand	\$290,436,293	\$225,713,273	\$232,354,487	2.94%	\$160,208,741	45.03%
India	\$206,749,255	\$146,786,162	\$192,107,590	30.88%	\$173,316,098	10.84%
Switzerland	\$105,126,704	\$69,343,246	\$175,925,582	153.70%	\$36,820,645	377.79%
Italy	\$262,107,239	\$200,083,197	\$172,490,419	-13.79%	\$191,818,561	-10.08%
Other Countries	\$4,072,714,437	\$2,956,256,438	\$3,370,964,890	14.03%	\$2,868,747,831	17.51%
<b>TOTAL</b>	<b>\$20,499,583,161</b>	<b>\$14,994,500,857</b>	<b>\$18,076,656,272</b>	<b>20.56%</b>	<b>\$14,402,515,724</b>	<b>25.51%</b>

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

Product	Full Year 2020	Q3 2020	Q3 2021	%Δ '20-'21	Q3 2010	%Δ '10-'21
Industrial Machinery	\$5,249,612,366	\$3,910,916,153	\$4,231,796,528	8.20%	\$4,707,530,282	-10.11%
Medical and Scientific Instruments	\$2,037,753,347	\$1,436,072,520	\$1,590,219,056	10.73%	\$1,556,526,496	2.16%
Electric Machinery	\$2,023,065,229	\$1,473,074,730	\$1,577,771,381	7.11%	\$1,610,978,390	-2.06%
Vehicles and Parts	\$1,337,270,783	\$963,570,432	\$1,267,531,256	31.55%	\$806,062,171	57.25%
Pharmaceuticals	\$315,762,765	\$220,432,821	\$1,144,767,247	419.33%	\$161,567,095	608.54%
Plastics	\$1,146,331,427	\$837,712,397	\$1,081,662,751	29.12%	\$559,350,115	93.38%
Paper Products	\$723,358,197	\$533,459,262	\$572,861,641	7.39%	\$614,816,207	-6.82%
Misc. Chemical Products	\$538,708,097	\$393,254,119	\$442,512,933	12.53%	\$178,693,652	147.64%
Aircraft and Parts	\$575,399,983	\$487,315,241	\$403,529,034	-17.19%	\$164,230,954	145.71%
Articles Of Iron/Steel	\$385,486,465	\$274,724,492	\$366,524,763	33.42%	\$229,632,565	59.61%
Prepared Foods (Produce)	\$315,707,081	\$230,948,489	\$301,415,120	30.51%	\$100,946,857	198.59%
Misc. Food Products	\$343,230,530	\$252,720,802	\$290,882,451	15.10%	\$148,781,928	95.51%
Organic Chemicals	\$278,140,383	\$187,783,239	\$287,825,649	53.28%	\$72,630,812	296.29%
Albumin Products	\$257,010,478	\$190,702,236	\$266,717,570	39.86%	\$72,395,815	268.42%
Printed Media	\$245,663,763	\$178,627,883	\$224,087,571	25.45%	\$236,951,893	-5.43%
Wood Products	\$244,955,875	\$185,392,533	\$214,065,896	15.47%	\$143,250,045	49.44%
Dairy Products	\$262,972,123	\$191,610,605	\$210,718,658	9.97%	\$160,778,201	31.06%
Beverages, Spirits, Vinegar	\$186,023,299	\$132,751,667	\$199,381,458	50.19%	\$80,960,920	146.27%
Other Products	\$4,033,130,970	\$2,913,431,236	\$3,402,385,309	16.78%	\$2,796,431,326	21.67%
<b>TOTAL</b>	<b>\$20,499,583,161</b>	<b>\$14,994,500,857</b>	<b>\$18,076,656,272</b>	<b>20.56%</b>	<b>\$14,402,515,724</b>	<b>25.51%</b>





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

Country	Full Year 2020	Q3 2020	Q3 2021	%Δ '20-'21	Q3 2010	%Δ '10-'21
China	\$5,539,387,537	\$3,837,639,993	\$5,389,107,315	40.43%	\$4,835,199,315	14.56%
Canada	\$4,206,156,215	\$3,107,041,690	\$4,118,066,173	32.54%	\$3,279,453,660	28.26%
Mexico	\$2,705,336,498	\$1,985,803,468	\$2,282,279,883	14.93%	\$2,063,453,751	31.11%
Ireland	\$365,396,130	\$242,814,952	\$2,262,223,473	831.67%	\$1,897,842,188	-80.75%
Germany	\$1,843,107,661	\$1,295,712,206	\$1,947,502,291	50.30%	\$1,423,057,013	29.52%
Vietnam	\$1,260,906,291	\$846,630,698	\$1,447,349,213	70.95%	\$756,977,262	66.57%
Taiwan	\$778,286,571	\$591,232,078	\$993,404,925	68.02%	\$515,714,325	50.91%
Italy	\$727,517,668	\$517,634,668	\$747,149,997	44.34%	\$698,256,243	4.19%
India	\$649,377,251	\$448,046,847	\$655,099,366	46.21%	\$544,801,519	19.20%
Belgium	\$2,349,763,578	\$1,683,463,109	\$585,977,526	-65.19%	\$204,194,318	1050.75%
Japan	\$792,865,637	\$589,336,663	\$565,053,703	-4.12%	\$568,521,909	39.46%
South Korea	\$473,701,540	\$329,412,840	\$487,713,651	48.06%	\$284,092,563	66.74%
Malaysia	\$454,468,613	\$336,538,132	\$421,844,677	25.35%	\$200,963,544	126.14%
United Kingdom	\$377,978,164	\$261,453,123	\$388,643,101	48.65%	\$581,157,220	-34.96%
France	\$437,030,436	\$316,425,972	\$373,680,876	18.09%	\$353,158,878	23.75%
Spain	\$332,474,449	\$241,542,037	\$291,736,803	20.78%	\$189,431,841	75.51%
Turkey	\$184,299,395	\$103,869,470	\$226,557,276	118.12%	\$168,216,199	9.56%
Switzerland	215,882,327	158,286,292	208,858,947	31.95%	\$206,260,561	4.66%
Other Countries	\$3,082,087,282	\$2,220,382,842	\$2,735,428,139	23.20%	\$2,411,658,155	27.80%
<b>TOTAL</b>	<b>\$26,776,023,243</b>	<b>\$19,113,267,080</b>	<b>\$26,127,677,335</b>	<b>36.70%</b>	<b>\$21,182,410,464</b>	<b>26.41%</b>

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

Country	Full Year 2020	Q3 2020	Q3 2021	%Δ '20-'21	Q3 2010	%Δ '10-'21
Industrial Machinery	\$5,361,061,023	\$3,804,624,426	\$5,728,325,287	50.56%	\$2,438,708,544	119.83%
Pharmaceuticals	\$3,065,825,595	\$2,149,795,628	\$3,374,803,018	56.98%	\$300,708,811	919.53%
Electric Machinery	\$3,298,865,517	\$2,377,954,769	\$3,195,718,657	34.39%	\$2,084,452,330	58.26%
Medical and Scientific Instruments	\$2,067,240,888	\$1,481,724,415	\$1,755,143,036	18.45%	\$1,010,075,590	104.66%
Plastics	\$1,224,884,714	\$868,886,828	\$1,280,300,218	47.35%	\$675,804,978	81.25%
Vehicles and Parts	\$1,149,049,072	\$736,949,140	\$1,133,793,386	53.85%	\$741,530,697	54.96%
Furniture	\$839,583,747	\$614,943,489	\$764,358,733	24.30%	\$547,842,882	53.25%
Apparel (Knit or Crochet)	\$912,242,231	\$604,816,829	\$746,532,506	23.43%	\$1,182,096,679	-22.83%
Special Classification	\$755,684,399	\$584,652,036	\$582,333,660	-0.40%	\$356,967,896	111.70%
Wood Products	\$461,684,258	\$316,117,681	\$529,731,296	67.57%	\$237,947,110	94.03%
Articles of Iron/Steel	\$465,227,509	\$326,422,911	\$482,373,616	47.78%	\$264,256,839	76.05%
Paper Products	\$472,786,450	\$349,823,061	\$420,814,668	20.29%	\$398,392,352	18.67%
Apparel (not knit)	\$540,311,188	\$394,672,428	\$408,786,710	3.58%	\$565,335,305	-4.43%
Tools & Cutlery	\$276,639,321	\$186,139,370	\$364,251,530	95.69%	\$129,841,872	113.06%
Mineral Fuel	\$232,265,466	\$173,381,260	\$337,400,282	94.60%	\$99,679,666	133.01%
Other Textile Articles	\$433,647,535	\$300,314,493	\$325,726,094	8.46%	\$264,894,431	63.71%
Miscellaneous Metal Products	\$334,389,949	\$242,773,079	\$314,541,666	29.56%	\$171,804,922	94.63%
Aluminum Articles	\$192,786,895	\$135,251,151	\$295,373,693	118.39%	\$134,559,860	43.27%
Other Products	\$4,691,847,486	\$3,464,024,086	\$4,087,369,279	17.99%	\$9,577,509,700	-51.01%
<b>TOTAL</b>	<b>\$26,776,023,243</b>	<b>\$19,113,267,080</b>	<b>\$26,127,677,335</b>	<b>36.70%</b>	<b>\$21,182,410,464</b>	<b>26.41%</b>

