

International Report

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U.S./Canada are Among Own Best Customers

The National Renderers Association (NRA) is a bi-national U.S./Canadian organization. The two countries appear to also be among their own best customers, with rendered product trade between the two totaling nearly 250,000 metric tons annually.

For Canada, the United States is a market for over 25 percent of its exports; for the United States, Canada takes nearly 10 percent of its exports. And this bi-national trade, which is unencumbered by duties or other

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border impediments, is growing.

Chart 1 shows that in 2001, U.S./Canadian bilateral trade was nearly 250,000 tons, up from 237,000 five years earlier. The annual volume fluctuates depending on market conditions, but the U.S. volumes moving to Canada are generally larger than the tonnages moving south.

Tallow is the product traded in the largest volume between the two countries, over 90,000 tons in 2001. As shown in chart 2, Canada has a slight advantage, especially over the past three years.

The United States, on the other hand, consistently ships more meat and bone meal to Canada (chart 3). Last year, the bilateral trade topped 80,000 tons, an increase of 10,000 since 1997.

Although traded in smaller quantities, the United States also has the bilateral trade lead in yellow grease, feather meal, and lard. ❖

Chart 1. U.S./Canadian Trade in Rendered Products, 1997-2001

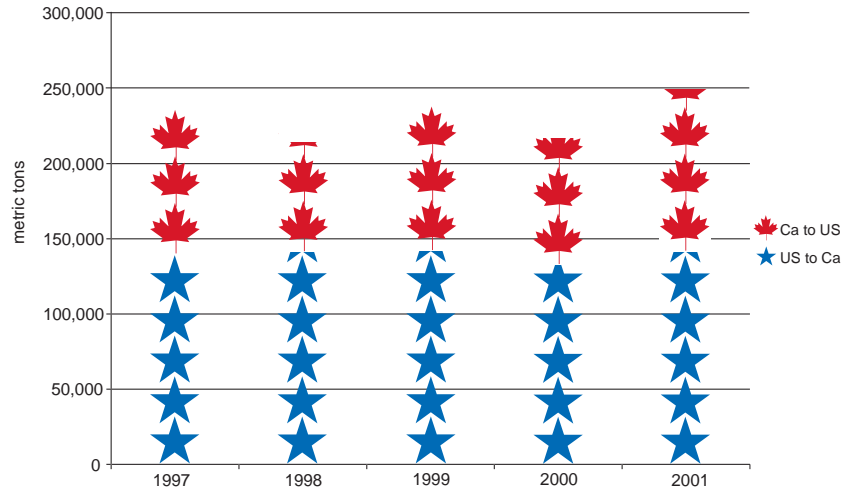


Chart 2. U.S./Canadian Trade in Tallow, 1997-2001

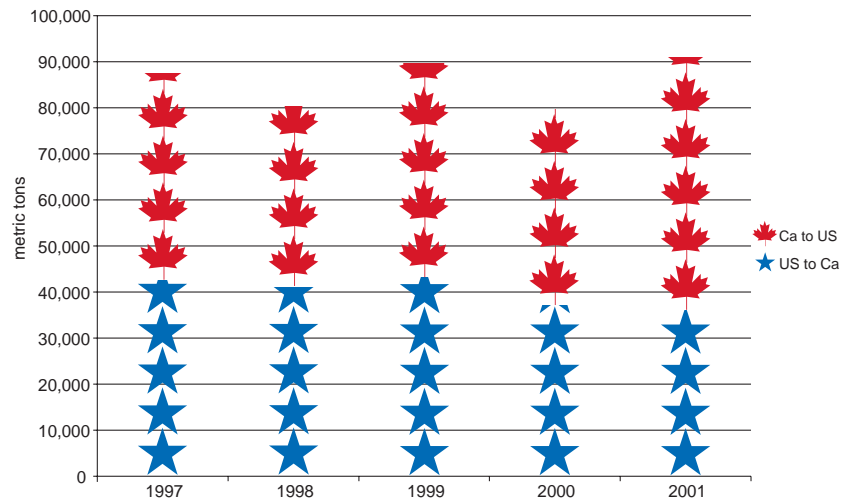


Chart 3. U.S./Canadian Trade in Meat and Bone Meal, 1997-2001

