U.S. BEEF UNDER NAFTA: AN EXPORT SUCCESS STORY

Under NAFTA, the U.S. beef industry increased exports by developing efficient North American supply chains.

**Increased exports**
- Global exports have increased 125% by volume since pre-NAFTA levels.
- Exports to NAFTA partners account for roughly $2 billion in sales annually.

**Enhanced efficiency**
- Imports help meet domestic demand for ground beef, enabling domestic sales of higher-value beef cuts (e.g., flat iron steak) and exports of cuts like tongues, rounds, chuck and short ribs.
- Average dressed carcass weights have increased by 123 lbs from pre-NAFTA levels.

**BEFORE NAFTA**
- High tariffs (up to 25 percent)
- Import/export quotas
- Arbitrary standards and technical barriers to trade

**TODAY**
- No tariffs
- No quotas
- Science-based trade standards

**U.S. BEEF EXPORTS TO CANADA**
- Total domestic beef production in 2017: 26.2 B lbs
- Total beef imports in 2017 (~11% of total): 2.9 B lbs
- Amount of foreign-born cattle in the U.S. cow herd: ~2 percent
- U.S. exports account for nearly $300 per head of fed cattle (17% of total value)

**U.S. BEEF EXPORTS TO MEXICO**
- U.S. beef exports to Mexico in 2017: $980 M
- Increase in U.S. beef exports to Mexico since NAFTA was implemented: +450%

**U.S. BEEF EXPORTS TO ASIA**
- Global exports have increased 125% by volume since pre-NAFTA levels.
- Exports to NAFTA partners account for roughly $2 billion in sales annually.

Sources:
- U.S. Meat Export Federation
- Oklahoma State University Extension
- United States Department of Agriculture
- Livestock Marketing Information Center