

1. Trade between Tanzania and United State of America (USA)

For the past few years (2017 - 2021), trade between Tanzania and United State of America is in favor of USA. Tanzania export good with average of USD Thousand 50,652 per year and import goods worth USD Thousand 239,864 per year from United State of America. Main exports are pulses (beans), coffee, textile, precious stone, cashew nuts, cocoa beans, beeswax, hides and skins. While major imports of Tanzania from USA include laboratory equipment, machineries, electronic equipment and pharmaceutical products.

Table 1: Trade between Tanzania and USA (Value in thousand USD)

	2017	2018	2019	2020	2021
Exports	66,817	64,341	51,742	46,350	24.01
Imports	188,081	237,824	323,742	240,106	209.57
Trade Balance	-121,264	-173,483	-272,000	-193,756	-185.55

Source: TRA, ITC and TanTrade calculation

1. Major Exports

S/N	Product	Value in 2020, USD 000	% Annual growth	% Share of Tanzania, exports	Quantity exported in 2020 (in tons)	Unit value (USD/unit)
1	Locust beans	9,862	208	69	3,084	3,198
2	Coffee	8,994	-19	6	2,900	3,101
3	T-shirts, singlets and other vests	5,095	1	47	747	6,821
4	Precious stones and semi-precious stones	2,286	2	9	4	571,500
5	Vegetable waxes, beeswax	1,430	25	42	180	7,944
6	Cashew nuts, fresh or dried, whether or not shelled	1,346	-34	-	272	4,949
7	Unmanufactured tobacco	584	26	-	315	1,854
8	Cocoa beans		-			3,705

		578	3	2	156	
9	"Raw hides and skins of bovine	576		11	6	96,000
10	Vanilla	469	79	0	3	156,333

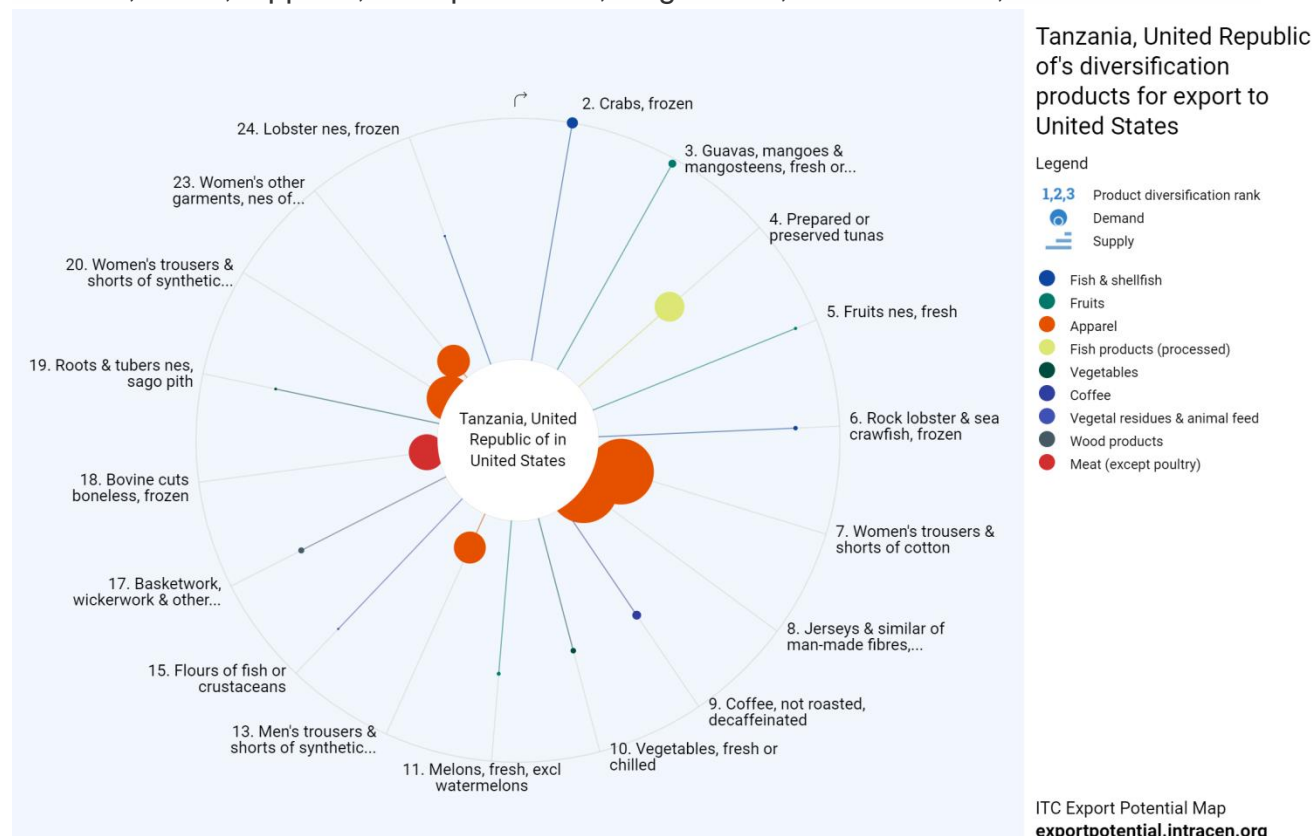
2. Underutilized Exports Potential in the USA

There is underutilized export potential of Tanzanian products to the USA market about 84 million US\$. This gives an opportunity for Tanzania to increase exports of existing products such as cashew nuts, legume, seeds oil, wood, cotton and coffee as shown in graph below.

S/N	Products	Value in USD million		
		Export Potential	Actual Exports	Untapped Potential
1	Coffee	15	13	2.1
2	Fish Fillet	8.3	0.26	8.3
3	Fish Cuts	6.4	0.12	6.4
4	Precious Stone	4.7	12	
5	Sesame Seeds	3.5	0.17	3.5
6	Cashew nuts	2.7	2.7	0.13
7	Cocoa beans	2.2	1.1	1.1
8	Men Trousers	1.7	10	
9	T-shirts & vests	1.6	10	

Source: ITC

Likewise, there is potential for Tanzania to diversify and export products such as Fish & shellfish, fruits, apparel, fish processed, vegetables, animal feeds, wood and meat



3. Key Recommendations

The following are key recommendations:

- 1) To promote cooperation on invest of industries produce products with high demand USA which include:
 - i. Oil seeds Industries (sesame, sunflower and palm oils)
 - ii. Cashew nut process industries
 - iii. Fruits and vegetable process industries (canned, fresh beans)
 - iv. Hide and skins and meat process industries
- 2) Encourage collaborate with USA to promote existing priority areas of such cooperation will include
 - i. Conduct trade events such trade fair, mission and business to business meeting which aim to strengthen trade relation between Tanzania and USA
 - ii. Collaboration to foster technological transfer between USA and Tanzanian to promote industrialization, agricultural, health, education and ICT.
 - iii. Encourage joint venture between USA and Tanzanian Companies in commercialization of agricultural produce which have high demand in USA such as minerals, cashew nuts and pulse.

- 3) Encourage USA companies to participate in the coming 46th Dar es Salaam International Trade Fair which is the largest event in East Africa attract more than 500 foreign companies annually to show case their advance technology machineries for value addition.