



INTERNATIONAL
TRADE
ADMINISTRATION

Benefits from the U.S.-Colombia Trade Promotion Agreement

Wisconsin

www.export.gov/fta/colombia/state

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The U.S.-Colombia Trade Promotion Agreement Provides Enhanced Market Access

The U.S.-Colombia Trade Promotion Agreement (TPA) offers tremendous opportunities for Wisconsin's exporters. When the Agreement enters into force, 80 percent of U.S. consumer and industrial exports to Colombia, including nearly all information technology products; mining, agriculture, and construction equipment; medical and scientific equipment; auto parts; paper products; and chemicals, will be duty-free immediately. The remaining tariffs phase out over 10 years. U.S. farmers and ranchers will also become much more competitive, benefiting from immediate duty-free treatment of 77 percent of current U.S. agriculture exports. Key U.S. agriculture exports such as cotton, wheat, soybeans, high-quality beef, apples, pears, peaches, cherries, and almonds will be duty-free upon entry into force of the Agreement. Colombia will phase out all other agricultural tariffs within 19 years.

Wisconsin Depends on World Markets

Wisconsin's global export shipments of merchandise in 2007 totaled \$19.2 billion, up 67 percent from 2003, and above the 61 percent expansion in total U.S. exports of goods during this period. Wisconsin ranked 18th among the states in total export shipments in 2007.

In 2007, Wisconsin's merchandise exports to Colombia totaled \$84.7 million, an increase of 162 percent during the 2003 to 2007 period.

Exports Support Jobs for Wisconsin's Workers – Export-supported jobs linked to manufacturing account for an estimated 6.5 percent of Wisconsin's total private-sector employment. Over one-sixth (17.4 percent) of all manufacturing workers in Wisconsin depend on exports for their jobs. (2005 data are the latest available.)

Exports Sustain Thousands of Wisconsin's Businesses – A total of 5,682 companies exported from Wisconsin locations in 2005. More than four-fifths of these companies (86 percent, or 4,883 companies) were small and medium-sized enterprises, with fewer than 500 employees.

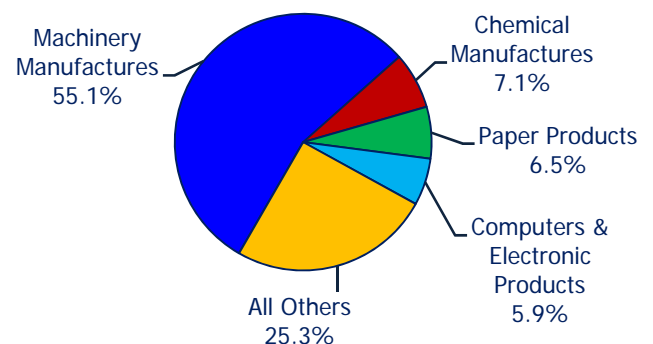
Wisconsin's SMEs Will Benefit from U.S.-Colombia TPA Provisions

SMEs generated more than one-fifth (23 percent) of Wisconsin's total exports of merchandise in 2005. SMEs particularly benefit from the tariff-eliminating provisions of free trade agreements (FTAs) and should benefit from the significant tariff cuts under the U.S.-Colombia TPA. The transparency obligations, particularly those contained in the customs chapter, are also very important to SMEs, which may not have the resources to navigate customs and regulatory red tape.

The U.S.-Colombia TPA Moves the Trade Relationship from One-Way Preferences to Reciprocity

In 2007, 91 percent of U.S. imports from Colombia entered duty-free either on a Normal Trade Relations basis under unilateral U.S. trade preference programs such as the Andean Trade Preference Act and the Generalized System of Preferences. Because of high tariffs, U.S. exporters do not have equivalent access to the Colombian market. The U.S.-Colombia TPA levels the playing field and enhances competition because it moves the U.S.-Colombia commercial relationship beyond one-way preferences to full partnership and reciprocal commitments.

Wisconsin Exported \$84.7 Million in Goods to Colombia in 2007



Source: U.S. Department of Commerce, International Trade Administration.

The U.S.-Colombia TPA Opens New Markets for Wisconsin's Exports

Machinery Manufactures – Machinery manufactures accounted for \$5.5 billion of Wisconsin's global exports in 2007, making it the state's largest merchandise export that year. Wisconsin's exports of machinery will benefit from U.S.-Colombia TPA tariff reductions. For infrastructure and machinery products, 70 percent of U.S. industrial exports will receive duty-free treatment immediately upon entry into force of the agreement, including products such as pumps and compressors, filtration equipment, earth-sorting machinery, and printing machinery. Ninety-two percent of agricultural equipment and 88 percent of construction equipment, including bulldozers, mechanical shovels, boring and sinking machinery, and dumpers, will receive duty-free treatment immediately upon entry into force of the agreement. The elimination of Colombian tariffs on such high-value equipment will provide a competitive boost to U.S. exporters, who will no longer face tariffs as high as 20 percent.

Computers and Electronic Products – In 2007, Wisconsin's global exports of computers and electronic products totaled \$3.0 billion, a 47 percent increase since 2003. The U.S.-Colombia TPA improves market access for Wisconsin's information technology goods and service providers. Nearly 100 percent of U.S. exports of products covered by the Information Technology Agreement, including important exports of computer equipment and communications equipment, will receive duty-free treatment immediately upon entry into force of the agreement. U.S. exports of these products currently face Colombian tariffs that average 8 percent and range up to 15 percent. With the immediate removal of most tariffs, U.S. exports will become much more competitive and affordable to Colombians. The top U.S. exports in this sector include computers, computer parts, and radio and TV broadcasting equipment.

Transportation Equipment – In 2007, Wisconsin's global exports of transportation equipment totaled \$2.3 billion, a 70 percent increase from 2003 to 2007. Wisconsin's exporters of transportation equipment, including aircraft, autos and auto parts, and other transportation manufactures, will benefit from U.S.-Colombia TPA tariff reductions. For aircraft and related products, current Colombian tariffs as high as 15 percent will fall to zero immediately upon entry into force of the agreement. Colombian tariffs on priority U.S. automotive products, including large-engine 4x4 vehicles, engines, brakes, shock absorbers, and other auto parts, will be phased out immediately upon entry into force of the agreement. For other transportation manufactures, 91 percent of U.S. industrial exports will receive duty-free treatment immediately upon entry into force of the agreement.

This group includes high-value products such as railway and tramway cars, locomotives, trailers and semi-trailers, and sea vessels, which currently face Colombian tariffs averaging 12.7 percent.

The U.S.-Colombia TPA Creates Opportunities for Wisconsin's Agriculture

In 2006, Wisconsin's agricultural exports to the world estimated at \$1.5 billion (latest data available). Colombia is already the second largest market for U.S. farm products in Latin America, with significant potential for growth. Despite high tariffs and other barriers on most agricultural products, including key Wisconsin farm products such as vegetables, feed grains, and dairy, U.S. exporters shipped more than \$1.2 billion in U.S. farm products to Colombia in 2007, up 41 percent from 2006. A primary U.S. objective was to change the "one-way street" of duty-free access currently enjoyed by most Colombian exports into a "two-way street" that provides U.S. suppliers with access to these markets and levels the playing field with competitors. This objective was achieved.

For more information on agricultural exports and the U.S.-Colombia TPA, see the fact sheets prepared by the U.S. Department of Agriculture at <http://www.fas.usda.gov/itp/us-colombia.asp>

Free Trade Works for Wisconsin's Exporters

Since the North America Free Trade Agreement's (NAFTA) entry into force in 1994, Wisconsin's exports to Canada and Mexico combined have grown by 197 percent. Since the entry into force of the U.S.-Chile FTA in 2004, Wisconsin's exports to Chile have grown by 122 percent. Since the entry into force of the U.S.-Singapore FTA in 2004, Wisconsin's exports to Singapore have grown by 68 percent.

All state export data in this report are based on the Origin of Movement (OM) series. This series allocates exports to state based on transportation origin, i.e., the state from which goods began 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 OM state export figures.

Sources: Bureau of the Census, U.S. Department of Commerce, Origin of Movement Series; U.S. Department of Agriculture.

Prepared by the U.S. Department of Commerce, International Trade Administration, Market Access and Compliance.