



INTERNATIONAL  
**TRADE**  
ADMINISTRATION

## Benefits from the U.S.-Panama Trade Promotion Agreement

# North Dakota

[www.export.gov/fta/panama/state](http://www.export.gov/fta/panama/state)

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

The U.S.-Panama Trade Promotion Agreement (TPA) offers tremendous opportunities for North Dakota's exporters. Panama's strategic location as a major shipping route and the massive project underway to expand the capacity of the Panama Canal enhance the importance of the U.S.-Panama TPA for North Dakota's exporters.

When the Agreement enters into force, 88 percent of U.S. consumer and industrial exports to Panama, including nearly all information technology products; aircraft and related equipment; agriculture and construction equipment; medical and scientific equipment; environmental products; pharmaceuticals; fertilizers; and agro-chemicals will become 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 more than 60 percent of current U.S. agriculture exports. Key U.S. agriculture exports such as high-quality beef, other meat and poultry products, soybeans, most fresh fruit and tree nuts, distilled spirits and wines, and many processed food products, will be duty-free upon entry into force of the Agreement. Tariffs on most remaining U.S. farm products will be phased out within 15 years.

### Opportunities for North Dakota's Businesses to Participate in the Panama Canal Expansion Project

The U.S.-Panama TPA will ensure that North Dakota's firms can participate on a competitive basis in the \$5.25 billion Panama Canal expansion project that will offer many opportunities for U.S. providers of goods and services. Ultimately, the Canal expansion will benefit North Dakota's exporters by increasing the Canal's capacity, which will reduce the costs of transporting goods while keeping up with the demands of a growing global economy.

### North Dakota Depends on World Markets

North Dakota's export shipments of merchandise in 2007 totaled \$2.0 billion. That is a 138 percent increase over the 2003 figure of \$854 million and the third fastest growth among the 50 states over that time period.

### Exports Support Jobs for North Dakota's Workers

Export-supported jobs linked to manufacturing account for an estimated 3.4 percent of North Dakota's total private-sector employment. One-seventh (14.3 percent) of all manufacturing workers in North Dakota depend on exports for their jobs. (2006 data are the latest available.)

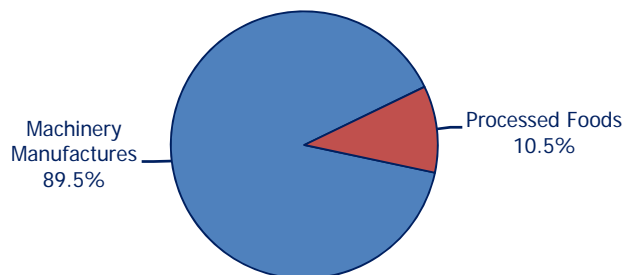
### Exports Sustain North Dakota's Businesses

A total of 781 companies exported goods from North Dakota locations in 2006. Of those, 654, or 84 percent, were small and medium-sized enterprises (SMEs), with fewer than 500 employees.

### The U.S.-Panama TPA Expands U.S. Services Providers' Access to Panama's Services Market

The U.S.-Panama TPA expands U.S. services providers' access to Panama's primarily service-based economy. The Panama Canal and the Colon Free Zone provide much of the stimulus for Panama's services sector. Key services include banking and financial services, accounting, legal and insurance services, inter-modal transportation services, container ports, flagship registry, tourism, and medical and health services. Panama made substantial commitments to liberalize its services trade. For example, Panama committed to open its telecommunications and financial services sector to U.S. companies, to lift restrictions on investment in retail services trade and to provide new access to professional services that previously had been reserved exclusively to Panamanian citizens.

### North Dakota Exported \$294 Thousand in Goods to Panama in 2007



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

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

In 2007, 91 percent of Panama's exports to the United States entered duty free under unilateral U.S. trade preference programs such as the Caribbean Basin Initiative and Generalized System of Preferences or under zero Normal Trade Relations tariffs. Because of high Panamanian tariffs, U.S. exporters do not have equivalent access to the Panamanian market. The U.S.-Panama TPA levels the playing field and enhances competition because it moves the U.S.-Panama commercial relations beyond one-way preferences to full partnership and reciprocal commitments.

## North Dakota's SMEs Will Benefit from U.S.-Panama TPA Provisions

SMEs generated almost one-fourth (24 percent) of North Dakota's total exports of merchandise in 2006. SMEs particularly benefit from tariff-eliminating provisions of free trade agreements (FTAs) and should benefit from significant tariff cuts under the U.S.-Panama 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.-Panama TPA Opens New Markets for North Dakota's Exports

**Machinery Manufactures** – The state's leading global manufactured export category is machinery manufactures, which alone accounted for \$929 million, or 46 percent of North Dakota's total export shipments in 2007. Machinery manufactures were also North Dakota's fastest growing manufactured export category in dollar terms, growing by \$525 million during the 2003-2007 period. Ninety-four percent of U.S. exports of infrastructure and machinery products will receive duty-free treatment immediately upon entry into force of the Agreement, including oil filters, electrical panels, refrigeration compressors, and roller bearings. Current Panamanian tariffs on these products average of 5.1 percent, but can range as high as 15 percent. Tariffs on all U.S. exports of agricultural and construction equipment, which are currently as high as 10 percent, will fall to zero immediately upon entry into force of the Agreement. These tariff reductions will improve U.S. equipment manufacturers access to the Panamanian market, especially during the bidding processes for the Panama Canal expansion project.

**Transportation Equipment** – In 2007, North Dakota companies exported \$162 million in transportation equipment, an increase of 203 percent from 2003, making transportation equipment another of North Dakota's leading global manufactured exports. North Dakota's exporters of transportation equipment including aircraft, autos, and other transportation equipment, will benefit from U.S.-Panama TPA tariff reductions. One hundred percent of U.S. aircraft and related equipment exports will receive duty-free treatment immediately upon entry into force of the agreement. For motor vehicles, 55 percent of U.S. industrial exports will receive duty-free treatment immediately upon implementation of the agreement, including road tractors, trucks under five metric tons, SUVs, and shock absorbers.

For other transportation equipment, certain U.S. industrial exports will receive duty-free treatment immediately upon entry into force of the Agreement, including high-value added products such as sea vessels, and trailers and semi-trailers, which currently face Panamanian tariffs averaging 13.9 percent.

**Chemical Manufactures** – Another of the state's top global exports in 2007 was chemicals manufactures. North Dakota's global exports of chemical manufacturers totaled \$77 million, an increase of 352 percent from 2003. North Dakota's exporters of chemicals and related products, including pharmaceuticals, cosmetics, fertilizers, and agro-chemicals, will benefit from U.S.-Panama TPA tariff reductions. Eighty percent of U.S. chemical exports will receive duty-free treatment immediately upon entry into force of the Agreement, including fertilizer, resins, and soda ash. Remaining tariffs will phase out within ten years. Current Panamanian tariffs average 3.5 percent and can be as high as 15 percent.

## The U.S.-Panama TPA Creates Opportunities for North Dakota's Agriculture

In 2006, agriculture exports from North Dakota to the world amounted to \$1.9 billion (latest data available). Despite high tariffs and other barriers on agricultural products, including key North Dakota farm products such as wheat, beef, and soybeans, U.S. exporters shipped \$304 million in U.S. farm products to Panama in 2007, up \$95 million from 2006. A primary U.S. objective was to change the "one-way street" of duty-free access currently enjoyed by most Panama exports into a "two-way street" that provides U.S. suppliers with access to Panama's market and levels the playing field with competitors. This objective was achieved. The U.S.-Panama TPA also includes far-reaching bilateral provisions concerning sanitary and phytosanitary (SPS) measures and technical standards that will help to eliminate long-standing regulatory barriers faced by a variety of U.S. products in the Panamanian market.

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

## Free Trade Works for North Dakota's Exporters

In the first four years (2004-2007) of the U.S.-Chile FTA, North Dakota's exports to Chile increased by 312 percent. During the first four years of the U.S.-Singapore FTA (2004-2007), North Dakota's exports to Singapore increased by 321 percent and since entry into force of the North American Free Trade Agreement (NAFTA), North Dakota's combined exports to Canada and Mexico have grown 289 percent.

All state export data in this report are based on an unrevised 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: U.S. Department of Commerce, Bureau of the Census, Origin of Movement Series; U.S. Department of Agriculture.

Prepared by the International Trade Administration, U.S. Department of Commerce.