



INTERNATIONAL
TRADE
ADMINISTRATION

Benefits from the U.S.-Korea Free Trade Agreement

Delaware

www.export.gov/fta/korea/state

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The U.S.-Korea Free Trade Agreement Provides Enhanced Market Access

The U.S.-Korea Free Trade Agreement (FTA) offers tremendous opportunities for U.S. exporters. Nearly 95 percent of U.S. exports of consumer and industrial products will enter Korea duty-free within three years of entry into force of the agreement, including computers and electronic products; auto parts; power generation equipment; chemicals; medical and scientific equipment; and certain wood products. Most remaining tariffs will be eliminated within 10 years. Almost two-thirds of U.S. agricultural exports will be immediately duty-free when the FTA is implemented (\$1.9 billion duty-free out of \$2.9 billion 2005-2007 average).

Recognizing that non-tariff barriers in Korea are often as much of an impediment to market access as tariffs, the FTA includes an extensive set of provisions that will eliminate such measures across sectors, including autos, high technology, pharmaceuticals and medical devices, financial services, and telecommunications. The agreement includes strong transparency provisions, including commitments to publish in advance proposed government regulations that affect trade and to allow a reasonable opportunity for interested parties to provide input. The agreement contains strong provisions on technical barriers to trade to enhance transparency of the regulatory process in Korea and ensure nondiscriminatory treatment for U.S. companies that test and certify products to Korean standards.

Delaware Depends on World Markets

Delaware's export sales of merchandise in 2007 totaled \$4.0 billion, up 111 percent (\$2.1 billion) from \$1.9 billion in 2003. That was the seventh highest percentage increase among the 50 states over that period.

Exports Support Jobs for Delaware Workers

– Export-supported jobs linked to manufacturing

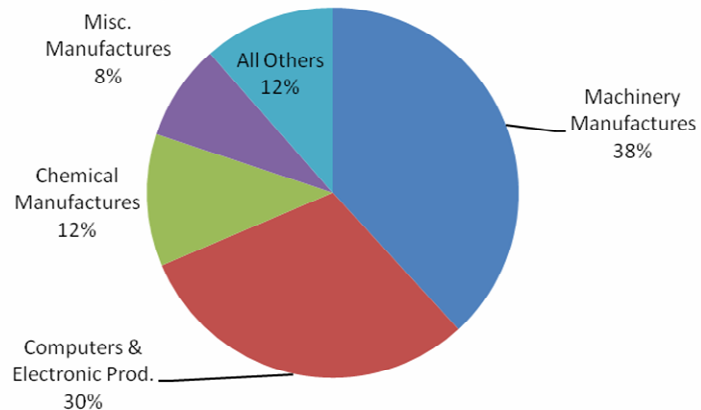
account for an estimated 2.7 percent of Delaware's total private-sector employment. Approximately one-eighth (12.2 percent) of all manufacturing workers in Delaware depend on exports for their jobs. (2006 data are the latest available.)

Exports Sustain Hundreds of Delaware Businesses – A total of 757 companies exported from Delaware locations in 2006. Of those, 627 (83 percent) were small and medium-sized enterprises, with fewer than 500 employees.

Delaware SMEs Will Benefit from U.S.-Korea FTA Provisions

Small and medium-sized firms generated nine percent of Delaware's total exports of merchandise in 2006. SMEs particularly benefit from the tariff-elimination provisions of free trade agreements. The transparency obligations, particularly those contained in the customs chapters, are also very important to SMEs, which may not have the resources to navigate customs and regulatory red tape.

Delaware Exported \$85 Million in Goods to Korea in 2007



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

The U.S.-Korea FTA Moves the Trade Relationship to Full Partnership

The U.S.-Korea FTA will level the playing field by rectifying the significant tariff imbalance that currently favors Korean exporters over U.S. exporters. Korea's current applied tariffs on industrial goods average 6.2 percent. The average applied U.S. tariff rate is only 2.8 percent - less than half of the Korean rate. Because of these higher tariffs, U.S. exporters do not have equivalent access to the Korean market. The U.S.-Korea FTA levels the playing field and enhances competition because it moves the U.S.-Korea commercial relationship to full partnership and reciprocal commitments.

The Korea FTA Opens New Markets for Key Delaware Exports

Machinery Manufactures - Delaware companies exported \$325 million in machinery manufactures in 2007 and will benefit from U.S.-Korea FTA tariff reductions. Many machinery manufactures will receive duty-free treatment immediately upon entry into force of the agreement, including products such as refrigeration compressors, water filtering and purifying equipment. One hundred percent of agricultural and construction equipment, including bulldozers, mechanical shovels, boring and sinking machinery, and dumpers, will continue to receive duty-free treatment. The elimination of Korean tariffs on U.S. machinery manufactures will provide a competitive boost to U.S. exporters, who will no longer face tariffs as high as 8 percent.

Computers and Electronic Products -

Computers and electronic products accounted for \$562 million of the state's merchandise exports in 2007. The top U.S. exports in this sector included digital integrated circuitry, magnetic tape and navigational equipment. Korean tariffs range between zero and 13 percent. The U.S.-Korea FTA improves market access for computers and electronic products. With the immediate removal of many of these tariffs, U.S. exports will become much more competitive and affordable to Koreans.

Chemical Manufactures - Chemical manufactures accounted for \$1.7 billion of the state's merchandise exports in 2007. Delaware's exporters of chemical and related products, including pharmaceuticals, cosmetics, fertilizers, and agro-chemicals, will benefit from U.S.-Korea FTA tariff reductions. Forty-seven percent of U.S. chemical exports by value will receive

duty-free treatment immediately upon entry into force of the agreement, with the remaining tariffs phased out within 10 years. Tariffs on high-trade U.S. products such as halides and copper oxides will be eliminated immediately upon implementation of the Agreement. Current Korean chemical tariffs average 6 percent and can be as high as 50 percent.

U.S.-Korea FTA Creates Opportunities for Delaware's Agriculture

In 2006, Delaware agriculture exports to the world amounted to \$145 million (latest data available). The U.S.-Korea FTA eliminates tariffs and other barriers on most agricultural products, increasing export opportunities for U.S. agricultural products like those produced in Delaware such as poultry and soybeans. With immediate elimination of duties on more than 60 percent of current U.S. trade, the U.S.-Korea FTA gives U.S. exporters improved access to the Korean market for many of the products that have been highly protected. U.S. exporters shipped \$3.5 billion in farm products to Korea in 2007.

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

Free Trade Works for Delaware

Since the U.S.-Jordan FTA took effect in 2001, Delaware's exports to Jordan have increased 338 percent. In the first four years of the U.S.-Singapore FTA (2004-2007), exports from Delaware to Singapore rose 186 percent. Since the U.S.-Australia FTA took effect in 2005, Delaware's exports to Australia increased 83 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.