



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

# Missouri

[www.export.gov/fta/colombia/state](http://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 Missouri'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.

### Missouri Depends on World Markets

Missouri's export shipments of merchandise in 2007 totaled \$13.4 billion, up 85 percent from the 2003 total of \$7.2 billion. Missouri ranks eleventh among the states in terms of percentage growth in exports from 2003 to 2007.

Missouri's export shipment of goods to Colombia in 2007 totaled \$69.6 million, up 332 percent during the 2003 to 2007 period.

#### *Exports Support Jobs for Missouri's Workers*

– Export-supported jobs linked to manufacturing account for an estimated 4.2 percent of Missouri's total private-sector employment. Over one-seventh (14.6 percent) of all manufacturing workers in Missouri depend on exports for their jobs. (2005 data are the latest available.)

#### *Exports Sustain Many Missouri Businesses –*

A total of 3,895 companies exported goods from Missouri locations in 2005. Of those, 3,238 (83 percent) were small and medium-sized enterprises (SMEs), with fewer than 500 employees.

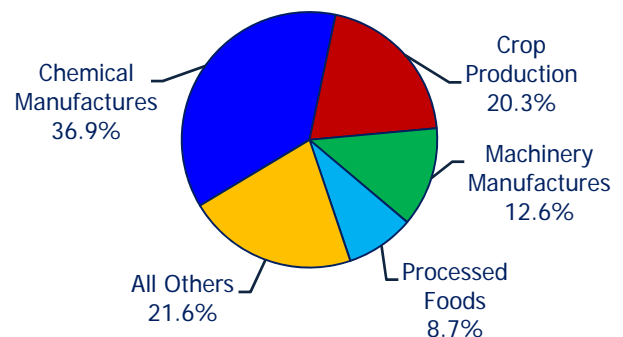
### Missouri's SMEs Will Benefit from U.S.-Colombia TPA Provisions

SMEs generated over one-quarter (28 percent) of Missouri'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 or 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.

### Missouri Exported \$69.6 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 Missouri's Exports

**Chemical Manufactures**— Chemical manufactures are one of Missouri's leading manufactured export categories, accounting for \$2.2 billion, or 16.3 percent, of Missouri's global exports in 2007. The state's exports of chemical manufactures grew 46 percent from 2003 to 2007. Missouri's exporters of chemical and related products, including pharmaceuticals, cosmetics, fertilizers, and agro-chemicals, will benefit from U.S.-Colombia TPA tariff reductions. Eighty-two percent of U.S. chemical exports will receive duty-free treatment immediately upon entry into force of the agreement, including many resins, fertilizers, and soda ash. Remaining tariffs will phase out within 10 years. Current Colombian chemical tariffs average nearly 8 percent and can be as high as 20 percent. Other top U.S. export opportunities in this sector include vinyl chloride, styrene, and polyethylene.

**Machinery Manufactures**— Machinery manufactures are another significant export category for Missouri, with 2007 exports totaling \$1.2 billion. The state's global exports in this sector increased 58 percent from 2003 to 2007. Missouri's exporters 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. This will help Missouri's companies take advantage of Colombia's growing demand for industrial machinery.

**Processed Foods**— Processed foods are another leading merchandise export for Missouri. In 2007, Missouri exported \$722 million worth of processed food products worldwide, a 64 percent increase from 2003. The U.S.-Colombia TPA, upon entry into force, will stimulate new opportunities for U.S. businesses in this sector. Colombia is a growing market for consumer-oriented foods. The U.S.-Colombia TPA will enhance these opportunities by eliminating tariff and non-tariff barriers that currently hamper exports of U.S. food and consumer products to Colombia.

Excellent prospects in this sector include mechanically de-boned chicken meat, breakfast cereals, beer, pet food, and assorted snack foods. Food, beverage, and consumer products currently face Colombian tariffs ranging from 5 to 20 percent.

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

In 2006, Missouri's agricultural exports were 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 Missouri farm products such as soybeans, beef, and pork, 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 Missouri's Exporters

Missouri's exports to Chile have jumped 238 percent since that FTA took effect in 2004 and since the North American Free Trade Agreement's (NAFTA) entry into force in 1994, Missouri's combined exports to Canada and Mexico have grown by 232 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.