

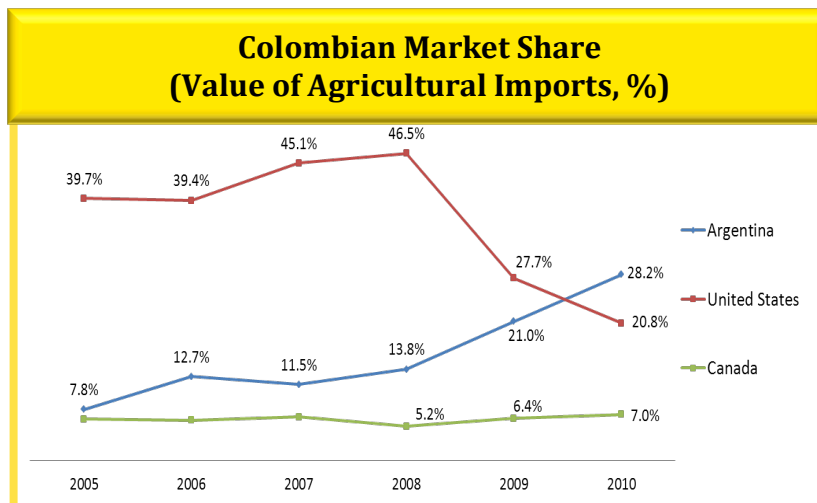


STRENGTHENING THE U.S.-COLOMBIA TRADE ALLIANCE

May 20, 2011

U.S. Agriculture Producers Will Benefit from Expanded Market Access, Tariff Elimination Under U.S.-Colombia FTA

- Colombia is the United States' **second largest market in South America for agricultural exports** – accounting for \$832 million in 2010. Key U.S. agricultural exports to Colombia include **corn, wheat, barley, soybeans, soybean meal and cotton**.
- The U.S.-Colombia Free Trade Agreement (FTA) will benefit U.S. farmers and ranchers, by immediately eliminating tariffs on **more than 70 percent of U.S. agricultural products**.
- American farmers held **46 percent of the Colombian market in 2008; today that share has diminished to 21 percent**. The situation is especially troublesome for U.S. producers of corn, soybeans and wheat. This is due in large part to the delay in ratification of the FTA and Colombia's pursuit of trade agreements with other nations, primarily Argentina – a party to the Mercosur agreement and a key regional producer of agricultural goods.
- Competition for U.S. exporters will only increase when the **Colombia-Canada FTA enters into force on July 1 (expected)**.



Source: Colombian National Department of Statistics – Colombian Government Trade Bureau

The FTA presents an opportunity for U.S. agricultural producers to regain some of their lost market share.