



## LATIN AMERICA TRADE COALITION

*Who Supports the Trade Agreements with Colombia and Panama?*

### **American Farmers and Ranchers!**

#### **American farmers and ranchers support trade with Colombia!**

- The United States is the largest supplier of agricultural products to Colombia, with U.S. farm and ranch exports to the country doubling over the past four years. Colombia is the largest export market for American farmers in South America, purchasing \$1.67 billion in U.S. agricultural products in 2008.
- Colombia is 6th largest market in the world for U.S. corn, the 8th largest market for U.S. wheat, and the 10th largest market for U.S. cotton. These sales take place despite Colombian tariffs that are often extremely high; for example, U.S. corn faces Colombian tariffs that range as high as 57% under a price band system.
- By contrast, 99.9% of Colombian agricultural goods enter the U.S. market duty free.

#### **American farmers and ranchers support trade with Panama!**

- The U.S. exported a record \$429 million in agricultural products to Panama in 2008. Panama is a valuable market for U.S. corn, soybean meal, and wheat despite its high tariffs (15%, 15% and 10%, respectively). Panama is the 10th largest market in the world for U.S. corn.
- Despite Panama's 90% tariff on U.S. rice, the country buys more rice from U.S. farmers than any South American country. Panama's average tariff on U.S. agriculture products is 15%, though tariffs as high as 260% are applied to some agriculture goods.
- Nearly all Panamanian farm goods enter the U.S. marketplace duty free.

#### **The agreements could produce nearly a billion dollars in new farm exports!**

- More than half of all U.S. agricultural exports will win immediate duty-free access to the Colombian and Panamanian markets upon entry-into-force of the trade agreements. They will allow U.S. farmers and ranchers to access these markets on terms equal to or better than South American suppliers, who currently face lower tariffs when they sell to these countries.
- According to an analysis by the American Farm Bureau Federation, agricultural exports to Colombia and Panama are expected to grow by more than \$690 million dollars and nearly \$200 million a year, respectively, upon full implementation of the two trade agreements.

*Source: U.S. Department of Agriculture  
For more information, visit [www.latradecoalition.org](http://www.latradecoalition.org)*