



Why Support the Trade Agreements with Colombia and Panama? **They Will Level the Playing Field!**

It's simple, really. The trade agreements with Colombia and Panama are about leveling the playing field for American workers, farmers, and companies.

Years ago, the United States unilaterally opened its market to these two countries and many of their neighbors through the Andean Trade Preference Act and the Caribbean Basin Initiative. Today, nearly all our imports from these countries enter our market duty free.

By contrast, exports of U.S. manufactured goods to Colombia and Panama face average tariffs of 15% and 7.1%, respectively, and U.S. farm goods face even higher tariffs. As a result, Colombia today collects \$100 in tariffs on U.S. exports for every \$1 the United States collects in tariffs on Colombian goods. A similar lopsidedness holds back American export sales to Panama.

These trade agreements will fix this imbalance by forging a mutually beneficial, reciprocal partnership. Four-fifths of U.S. consumer and industrial products and more than half of all U.S. farm exports will enter Colombia and Panama duty-free immediately upon implementation of the agreements, with the rest phased out over time. Consider these representative examples from Colombia and the U.S.-Colombia Trade Promotion Agreement (a similar situation prevails with Panama):

Without the Agreement		Products	With the Agreement	
We Pay	They Pay		We Pay	They Pay
35%	2.5%	Automobiles	0%	0%
20%	0%	Furniture	0%	0%
5-15%	0-3.9%	Audiovisual products (film and DVDs)	0%	0%
5-15%	0%	Mineral Fuels and Coal	0%	0%
10%	0%	Cotton	0%	0%
5-15%	0-3.9%	Metal Products (copper, zinc, gold, silver)	0%	0%
5-21%	0-1.9%	Cereals (oats, corn, soybeans)	0%	0%
5-21%	0-1.9%	Wheat	0%	0%
10%	0%	Computers and related products	0%	0%