



LATIN AMERICA TRADE COALITION

Who Supports the U.S.-Colombia Trade Promotion Agreement?
**Virtually Every Sector of
American Business and Agriculture!**

- More than 800 companies, associations, and chambers of commerce that have joined the Latin America Trade Coalition;
- All of the leading U.S. business and agriculture associations, representing literally millions of workers, farmers, and companies;
- More than 200 state and local chambers of commerce;
- More than 40 organizations representing producers of agricultural commodities from apples to zucchini; and
- The entire textile and apparel supply chain, from cotton growers and yarn-spinners to textile and apparel manufacturers.

ATTACHMENTS — perspectives of:

- Manufacturers
- Farmers and Ranchers
- Service Providers
- High-Tech Industries
- Textile and Apparel Industries
- Editorial Opinion

For more information, visit www.latradecoalition.org



LATIN AMERICA TRADE COALITION

Who Supports the U.S.-Colombia Trade Promotion Agreement? **America's Manufacturers!**

The U.S. manufacturing sector supports trade with Colombia!

- Colombia offers U.S. manufacturers a great opportunity to increase exports in a growing market. Over the last 15 years, Colombia's GDP has grown at an average rate of 8.5%, according to the IMF.
- Small and medium-sized manufacturers will strongly benefit from the U.S.-Colombia agreement: over 7,700 small and medium-sized companies export manufactured goods to Colombia, representing 84% of total U.S. exporters to that market.

Manufactured goods are the vast majority of U.S. exports to Colombia!

- In 2007, the U.S. exported \$6.9 billion worth of manufactured goods to Colombia – 81% of the total \$8.5 billion in U.S. exports to Colombia.
- According to the National Association of Manufacturers, U.S. manufactured goods exports to Colombia grew 25% in 2007, 24% in 2006, and have grown by 134% over the past five years.

The trade agreement offers real advantages to the manufacturing sector!

- Due to the Andean Trade Preference Act, over 90% of Colombia's exports of manufactured goods to the U.S. enter our market duty free — they face no tariffs on their goods.
- U.S. manufactured goods face an average tariff of 14% in Colombia. This agreement will lower these tariffs to zero, in most cases immediately.
- Over 60% of Colombia's exports to the United States are oil and mineral fuels — crucial energy resources that are in high demand in the U.S.
- Failure to pass the agreement could cause the U.S. to lose our strong position in the Colombian market as other countries such as Canada and the European Union enter into free trade agreements with Colombia.

The U.S.-Colombia Trade Promotion Agreement is a great deal for U.S. manufacturers!

For more information, visit www.latradecoalition.org



LATIN AMERICA TRADE COALITION

Who Supports the U.S.-Colombia Trade Promotion Agreement? **America's Farmers and Ranchers!**

American farmers and ranchers support trade with Colombia!

- Over 40 of America's leading agricultural organizations — representing growers of everything from apples to zucchini — sent a letter to Congress on January 28, 2008, calling for approval of the U.S.-Colombia Trade Promotion Agreement.
- 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 nearly \$868 million in U.S. agricultural products in 2006.

Colombians love U.S. corn, wheat, soybeans, and cotton!

- Despite Colombia's 57% tariff on U.S. corn, the country is the sixth largest market in the world for U.S. corn exports.
- Colombia is also a top market for U.S. wheat, soybean cake and meal, and cotton despite its high tariffs (67%, 18%, and 11%, respectively).
- Because U.S. and Colombian farming conditions — from climate and soil to growing seasons — are so different, the two agricultural sectors are largely complementary.

The trade agreement will usher in dynamic growth for U.S. farm sales!

- Colombia has one of the highest tariff structures for agricultural goods in South America, while 99.9% of Colombian agricultural goods enter the U.S. market duty free.
- More than half of all U.S. agricultural exports will win immediate duty-free access to the Colombian market upon entry-into-force of the U.S.-Colombia Trade Promotion Agreement. It will allow U.S. farmers and ranchers to access Colombia's market on terms equal to or better than South American suppliers, who currently face lower tariffs when they sell to Colombia.
- According to an analysis by the American Farm Bureau Federation, U.S. agricultural exports to Colombia are expected to grow by more than \$690 million dollars a year upon full implementation of the U.S.-Colombia Trade Promotion Agreement.

For more information, visit www.latradecoalition.org



LATIN AMERICA TRADE COALITION

Who Supports the U.S.-Colombia Trade Promotion Agreement? **The U.S. Service Industries!**

The U.S. service industries support trade with Colombia!

- U.S. service providers — including financial services, express delivery, telecommunications, IT, audiovisual, retail services, and many others — strongly support the U.S.-Colombia Trade Promotion Agreement.
- Services are the largest part of the U.S. economy — accounting for over 95 million jobs and nearly 80% of private sector GDP.
- In 2007, U.S. private services exports reached \$455 billion, up 12.6% from \$404 billion in 2006. Over the same period, the U.S. services trade surplus increased from \$96 billion to \$123 billion .

Colombia is a growing market!

- Colombia's economy has enjoyed rapid growth in recent years, rising from 2.1% in 2001 to 6.7% in 2006.
- The service sector accounts for 54% of Colombia's GDP, while 59% of its labor force is employed in service industries.
- In 2006, Colombia's trade in services totaled \$8.84 billion, and generated 7% of its GDP.

The trade agreement expands opportunities for the U.S. service sector!

- U.S.-Colombia Trade Promotion Agreement provides a transparent and predictable legal framework for trade, dismantles trade barriers, and ensures protection of U.S. investments.
- The agreement requires the elimination of discriminatory treatment and creates increased market access, with comprehensive liberalization across the spectrum of service industries.
- New opportunities are vital to the continued growth and competitiveness of the U.S. service sector.

**The U.S.-Colombia Trade Promotion Agreement
ensures the provision of U.S. services
crucial to Colombia's growth and development.**

For more information, visit www.latradecoalition.org



LATIN AMERICA TRADE COALITION

Who Supports the U.S.-Colombia Trade Promotion Agreement? **America's High-Tech Industries!**

The U.S. high-tech industries support trade with Colombia!

- Members of the high-tech industries — from consumer electronics to software producers — support the U.S.-Colombia Trade Promotion Agreement.
- Currently, U.S. tech exports to Colombia directly support approximately 3,700 American jobs, according to data from the U.S. Census Bureau.
- Large and small high-tech companies generate about 60% of their revenue from foreign markets. With so many great American jobs tied to exports, opening foreign markets such as Colombia is a priority.

Colombians love American high-tech products!

- In 2006, the U.S. exported \$1.2 billion in technology merchandise to Colombia.
- According to the American Electronics Association (AeA), U.S. high-tech exports to Colombia grew 14% in 2006 and have grown by 62% over the past six years.

The trade agreement offers real advantages to the U.S. tech sector

- U.S.-Colombia Trade Promotion Agreement requires Colombia to join the World Trade Organization's Information Technology Agreement, removing tariff and non-tariff barriers to U.S. exports of high-tech products.
- The agreement will provide U.S. companies with a competitive advantage and help our South American neighbors embrace free markets.
- Failure to pass the agreement could cause the U.S. to lose our strong presence as a market leader and allows other countries such as Canada and the European Union enter into trade agreements with Colombia.

The U.S.-Colombia Trade Promotion Agreement is a *WIN-WIN* deal for U.S. high-tech manufacturers and Colombian consumers!

For more information, visit www.latradecoalition.org



LATIN AMERICA TRADE COALITION

Who Supports the U.S.-Colombia Trade Promotion Agreement? **The U.S. Textile and Apparel Industries!**

The U.S. textile and apparel industries support trade with Colombia!

- The entire U.S. textile and apparel supply chain — from cotton growers and fiber and yarn producers to importers and retailers — sent a letter to Congress on December 4, 2007, strongly supporting the U.S.-Colombia Trade Promotion Agreement.
- The U.S. textile and apparel industries employ more than 500,000 U.S. workers — more jobs than just about any other manufacturing sector. An estimated 500,000 Colombian workers also rely on these industries for jobs.
- U.S. cotton, yarn, and fabric exports to Colombia currently face duties of 10-15%. These duties would be immediately eliminated under the agreement.

Colombians love U.S. cotton, yarn, and fabric!

- Colombians are now the 15th largest buyers of U.S. yarn and fabric and the 16th largest buyers of U.S. cotton in the entire world.
- In 2006, U.S. yarn and fabric exports to Colombia totaled \$135 million and U.S. cotton exports totaled \$67 million.

Without the trade agreement, jobs will move elsewhere, not to the U.S.!

- While the Andean region remains an important and growing market for U.S. textile exports, the Western Hemisphere textile and apparel industries face stiff competition from Asia.
- Uncertainty arising from the temporary nature of the Andean Trade Preference Act (ATPA) has motivated U.S. investors to take their business elsewhere. In the first 11 months of 2007, U.S. apparel imports from Colombia dropped 28%, while apparel imports from outside Latin America are rising.
- This dynamic is bad news for U.S. cotton growers and manufacturers of yarn, fiber, and fabric. Unlike Colombia, apparel manufacturers outside the Western Hemisphere use little U.S. cotton, yarn, and fabric.

The Western Hemisphere's integrated textile and apparel manufacturing industries use U.S. inputs on a significant scale — and that's good for tens of thousands of workers in the United States and Colombia!

For more information, visit www.latradecoalition.org



LATIN AMERICA TRADE COALITION

Who Supports the U.S.-Colombia Trade Promotion Agreement? **Leading U.S. Newspapers!**

“Offering the Colombians anything less than access to economic growth would be unfair and damaging not only to them, but to us.”

—**San Francisco Chronicle**, June 13, 2007

“Denying Colombia duty-free access to U.S. markets — and denying American exporters such access to Colombian markets — wouldn’t improve human rights for the 44 million Colombians. The trade agreement should be approved.”

—**Chicago Tribune**, June 23, 2007

“Ratification of the trade promotion agreement would help consolidate Colombia’s progress by bringing jobs and income to its people... It’s time for Democrats to drop their strained human rights objections to the Colombia trade promotion agreement and deal with it on its merits.”

—**Washington Post**, November 9, 2007

“Helping Colombia is in our national interest. It’s about helping our strongest friend in the region, not about catering to a domestic interest group. Unless Congress wants to send a signal that the United States either doesn’t care or doesn’t know who its friends are — there are fewer every day — lawmakers should extend Mr. Uribe a helping hand instead of giving him the back of the hand.”

—**Miami Herald**, July 24, 2007

“Maybe the next president can get it done, but why wait? The United States and Colombia have signed a valuable, worthy trade pact. Get it done now.”

—**South Florida Sun-Sentinel**, February 22, 2008

“Few countries in the Western Hemisphere have shown as much improvement on human rights and international crime issues as Colombia, but Democrats threaten they’ll kill that deal, too. That would have the odious effect of keeping some Colombian farmers in the illegal drug business. Reducing barriers to trade would give Colombian farmers a better incentive to sell legal agricultural products.”

—**The Detroit News**, August 12, 2007

“On a continent where anti-U.S. sentiment has been rising, Colombia is America’s most steadfast friend.”

—**Chicago Sun Times**, June 29, 2006

“At the same time, the agreement would bring down barriers in Colombia to U.S. exporters and investors. That would create more jobs and opportunities for Americans.”

—**Orlando Sentinel**, March 2, 2006

For more information, visit www.latradecoalition.org

"Now the Democratic-controlled Congress is balking at passing a painstakingly negotiated free trade agreement with Colombia. This would be both a betrayal and a blunder — because free trade and economic growth are perhaps the only ways to help the country continue its progress from near-failed state to democratic government struggling toward a modicum of peace, prosperity and accountability after four decades of violence. Colombians will view rejection of the agreement as a repudiation of their hard work and proof that U.S. protectionism trumps American promises about friendship, security and joint prosperity."

—**Los Angeles Times**, May 26, 2007

"The twice-elected Mr. Uribe is the most far-sighted leader Colombia has had in decades, and his FTA is an attempt to align his country's future firmly with the hemisphere's free-market democracies. Peru, Panama and Colombia are saying they want to be America's political and economic partners. Do Democrats in Congress want to drive them into the arms of Mr. Chávez?"

—**Wall Street Journal**, May 4, 2007

"Colombia is fighting a stubborn cocaine-fueled insurgency. Its government has managed to hold a Marxist drug-fueled rebellion at bay and is a strong U.S. ally. To leave them out of the trade partnership would be to betray a partner in democratic values... Congress should move quickly to pass the free trade pacts with Colombia and Panama and send Latin Americans the message that trade can lift everyone."

—**Corpus Christi Caller-Times**, December 9, 2007

"First, and foremost, the benefits of free trade are undeniable... After years of democratization in the nations of Latin America, Venezuela — under cultish leader Hugo Chavez — has been turning toward collectivization. Successful trade, one hopes, can only help to negate his status and foster market economies and greater freedom throughout the region."

—**The Republican** (Springfield, Massachusetts), December 9, 2007

"A group of Democratic leaders from the Clinton administration and Congress recently sent a letter to Congressional Democrats pointing out that rejecting the trade agreements signed in Latin America 'would set back regional U.S. interests for a generation.' Their argument also works on a bigger map. It would be a folly for the United States to turn its back on trade."

—**The New York Times**, November 7, 2007