

Navigating The Trade Maze



AMERICAN FARM BUREAU FEDERATION®

Pass the Free Trade Agreements

- Three FTAs Need Congressional Passage
 - Colombia, Korea and Panama
- Combined Represent Almost \$2.5 Billion in New Agriculture Exports
- Why Should Agriculture Care?



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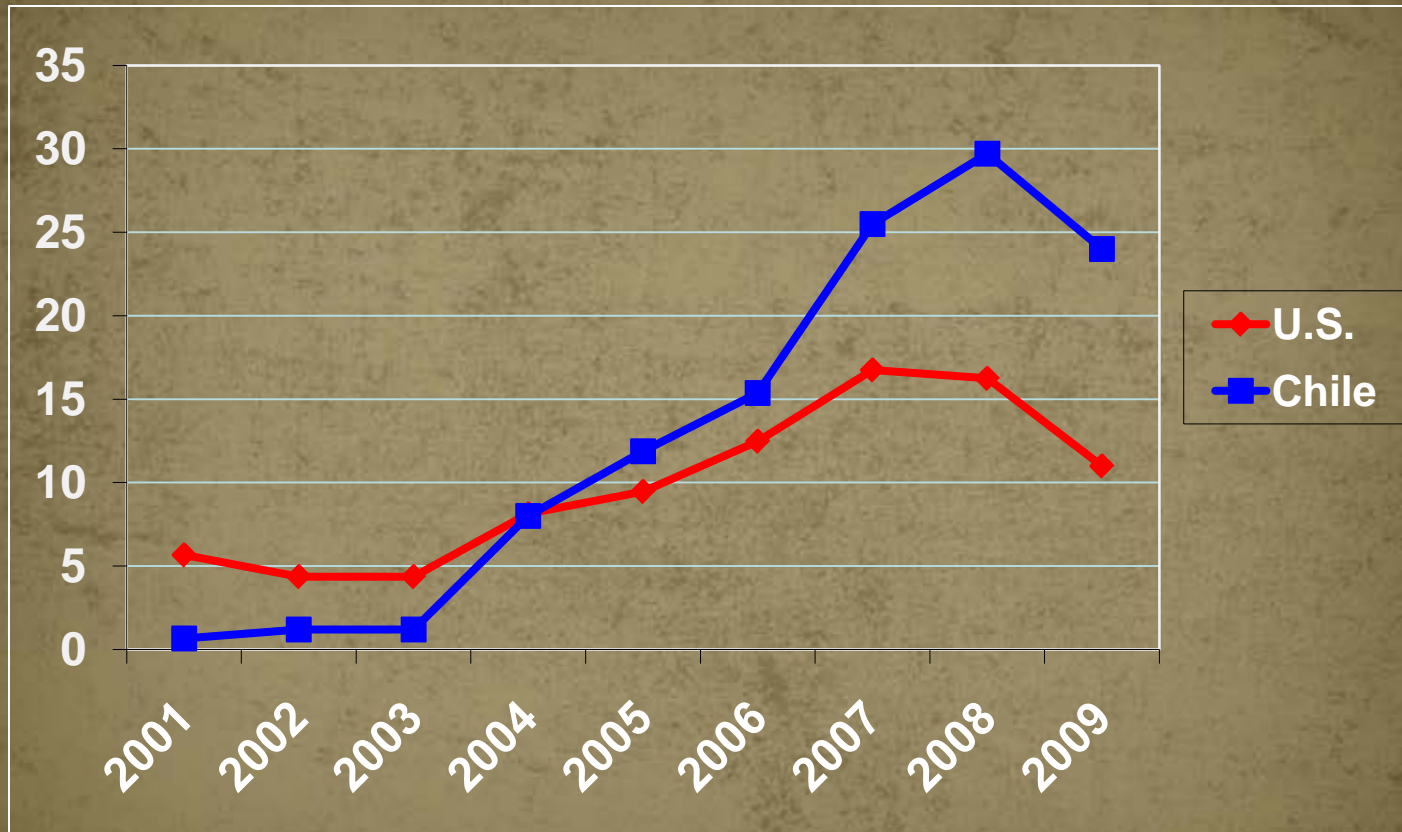
Korea Free Trade Agreement



- Gains for U.S. Agriculture Exports \$1.9 Billion
- Two-Thirds of Tariffs Eliminated Immediately
- 5th Largest Export Market
- Why Should Agriculture Care?

Change of Fate: US vs. Chile

Korean wine imports in millions of dollars



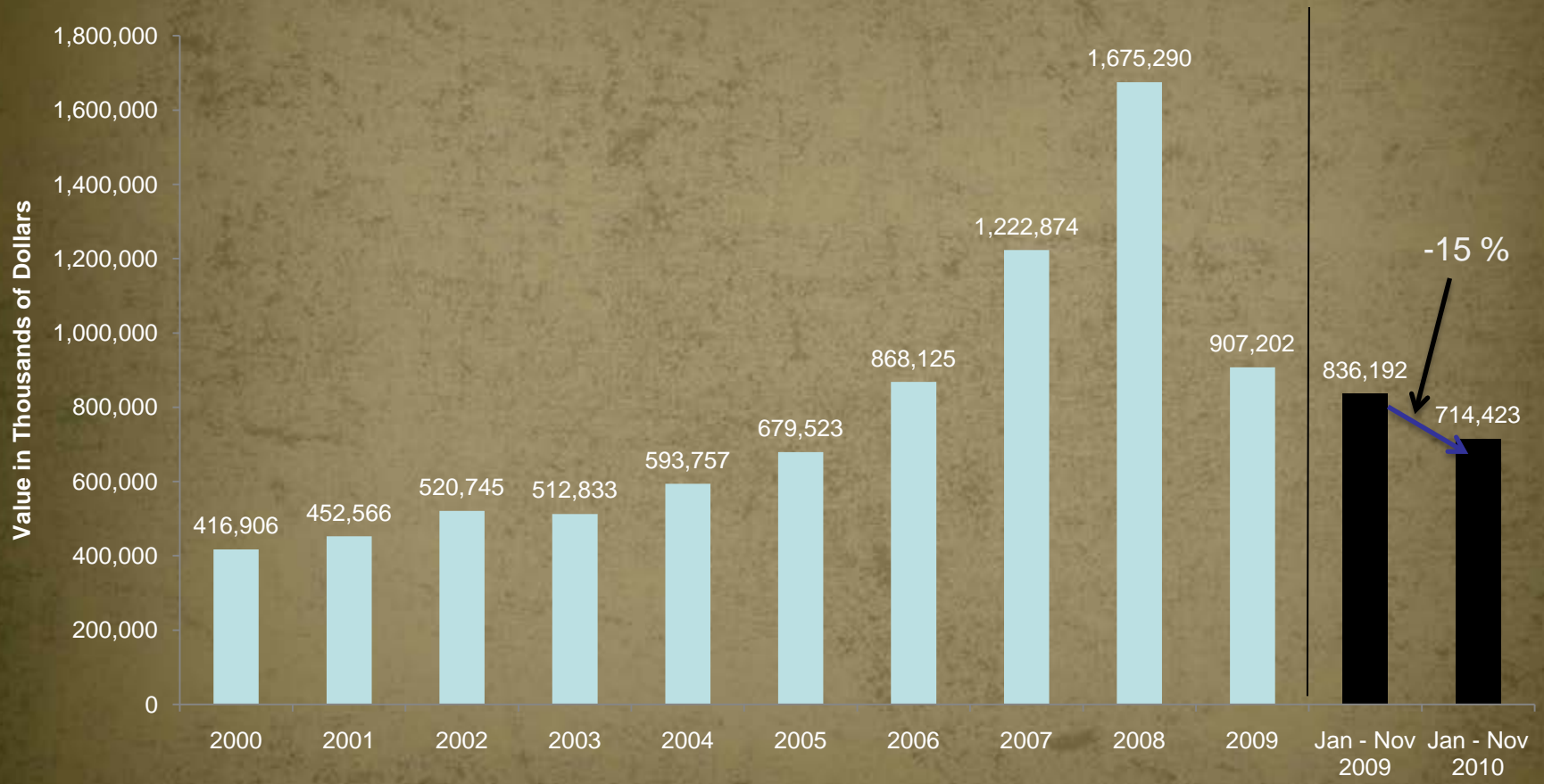
Product: Wine (HS2204)
Unit: Million USD
Source: USDA



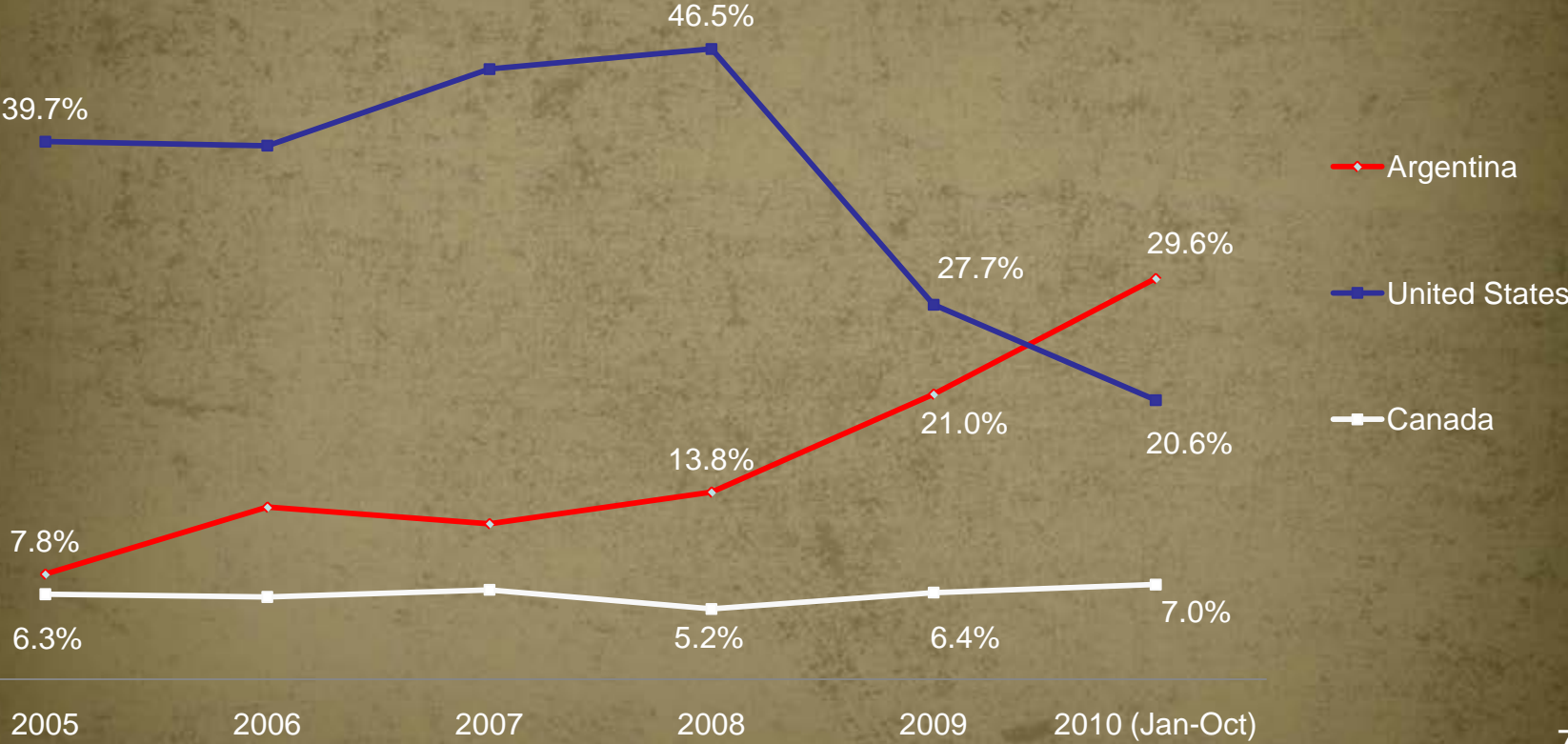
Colombia Trade Promotion Agreement

- Gains for U.S. Agricultural Exports \$370 Million
- 80 % of Tariffs Eliminated Immediately
- Levels the Playing Field – Colombia Receives Duty Free Access to U.S.
- Why Should Agriculture Care?

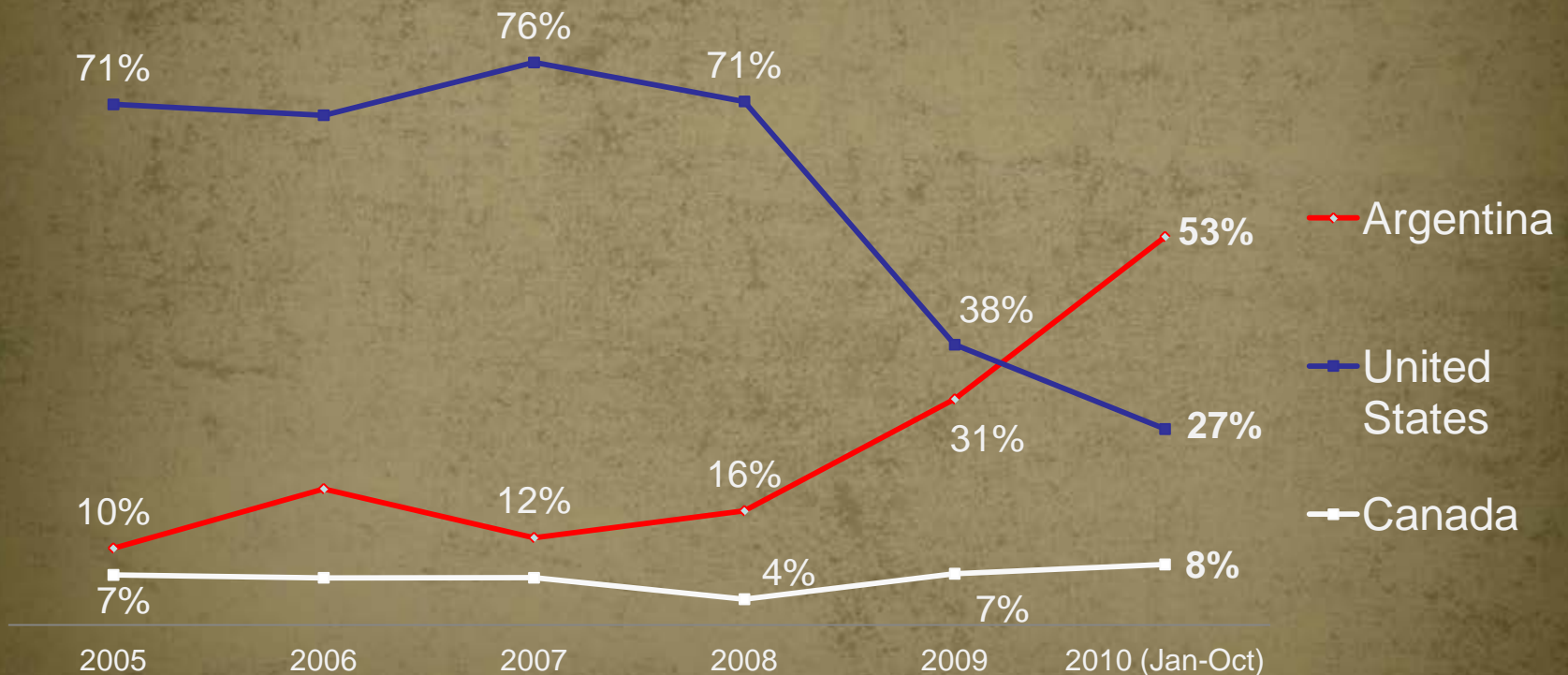
US Agricultural Exports To Colombia

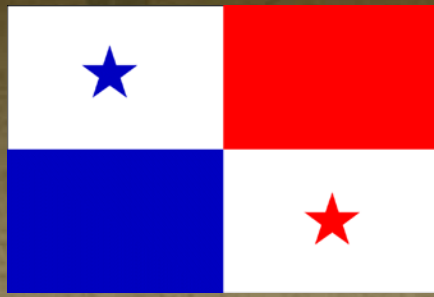


Colombian Market Share



Colombian Market Share Corn, Wheat and Soybeans





Panama Trade Promotion Agreement

- Gains for U.S. Agriculture \$46 Million
- 50% of Tariffs Immediately Eliminated
- Levels the Playing Field – Panama Receives Duty Free Access to U.S.
- Why Should Agriculture Care?

Pass the Free Trade Agreements

- U.S. Cannot Afford to Lose Its Competitive Advantage
- Gains Will Only be Realized By Passing these Agreements
- Level the Playing Field
- Not Just About The Bottom Line – Also About Jobs and Supply Chain



Key Player and Targets

House Ways and Means Committee



Dave Camp (MI)
Chair



Sander Levin (MI)
Ranking



Kevin Brady (TX)
Chair, Trade
Subcommittee 11

Senate Finance Committee



Max Baucus (MT)
Chair



Orrin Hatch (UT)
Ranking

Path to Passage

- President Sends Up Implementing Legislation
- Committee Actions
- Full Vote
- Pass Both Houses – President Signs



State Farm Bureaus Take Action

- Contact Members of the U.S. Congress and Urge Their Support of the Trade Agreements.
 - Education
 - Support
- Reach Out to the Media to Tell the Story of Why These Agreements are Beneficial for Agriculture.

