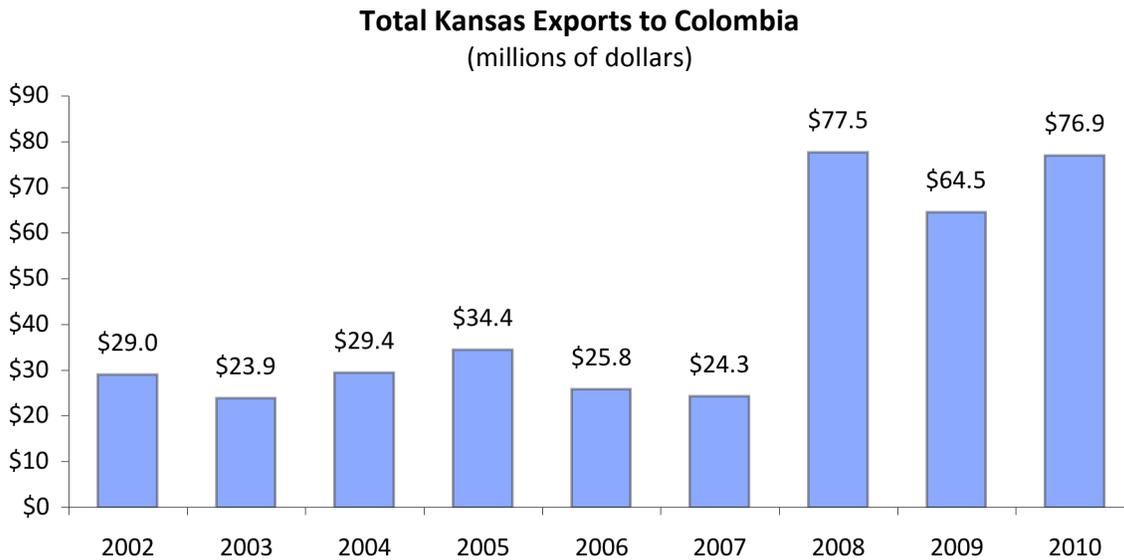




KANSAS AND COLOMBIA – A GROWING PARTNERSHIP

A U.S.-Colombia Trade Promotion Agreement (CTPA) has the potential to increase both trade and investment between the United States in Colombia, improving on an already strong relationship. In particular, Kansas stands to gain from increased business ties, as the CTPA will create jobs at home through increased export market access for both goods and services, reduced prices for manufacturers, and an improved investment environment.

AT \$77 MILLION IN 2010, COLOMBIA IS KANSAS' 24TH LARGEST EXPORT MARKET



Source: U.S. Department of Commerce

Upon implementation of the CTPA, more than 87 percent of Kansas' exports to Colombia will be duty free. This tariff elimination gives Kansas exporters a cost advantage of up to \$7.2 million over similar products exported by competitors who do not have an FTA with Colombia.

While Kansas exporters typically face tariffs of 10-15 percent, 94 percent of Colombia's exports to the United States in 2010 entered duty free. CTPA would level the playing field for Kansas exporters.

Estimated Increases in U.S. Exports in Sectors Important to Kansas

Beef Products	46.2%
Processed Foods	36.2
Chemicals	22.6
Transportation Equipment	16.1
Machinery	14.9
Wheat	11.2

Source: U.S. International Trade Commission

10 KANSAS EXPORTS THAT CTPA WILL MAKE DUTY FREE IMMEDIATELY

Product	Value of Exports to Colombia (2010)	Potential Duty Savings
Aircraft engines & parts	\$30,238,011	up to \$3,023,801
Airplanes	13,309,629	1,330,963
Pneumatic rubber tires	9,993,468	1,499,020
Cotton	3,017,697	301,770
Mechanical shovel loaders	2,346,230	234,623
Veterinary vaccines	991,247	49,562
Fluorescent lamps	850,314	170,063
Navigational apparatus	785,359	39,268
Gypsum	778,685	38,934
Extruders for rubber and plastic	620,653	62,065

COMPANIES WHOSE EXPORTS BECOME DUTY FREE IMMEDIATELY UPON IMPLEMENTATION OF CTPA

