



The Colombia FTA's Astounding Impact on Corn Exports

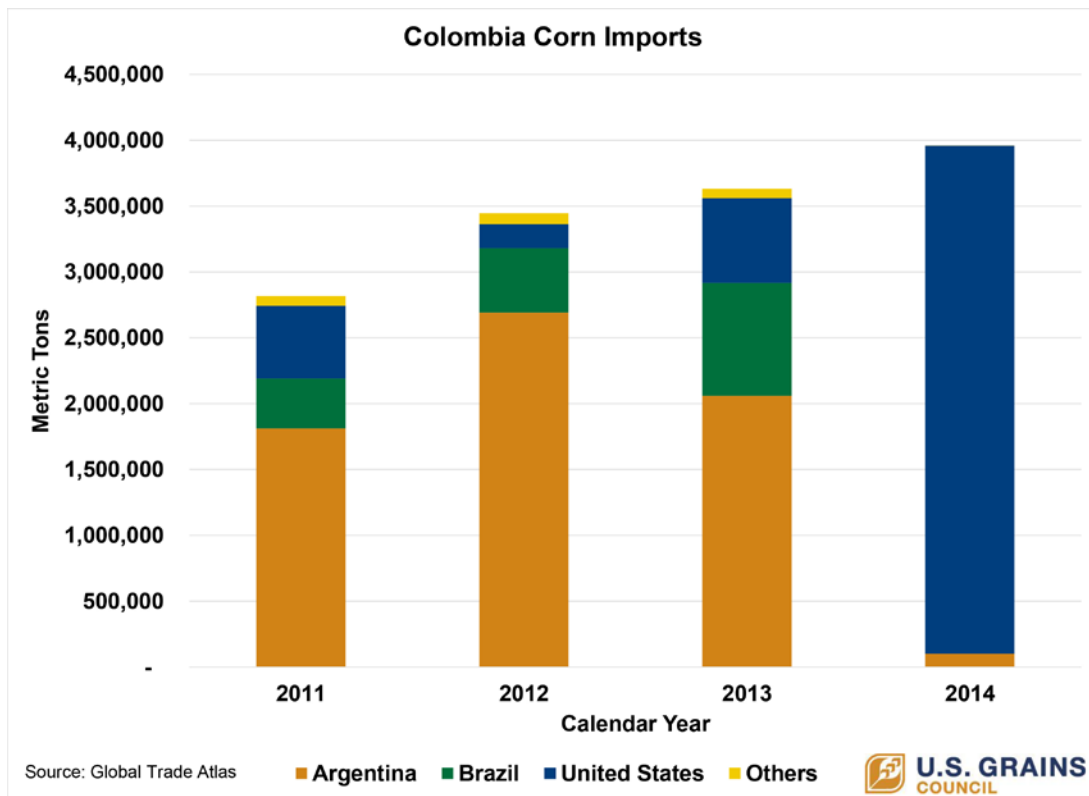
The Colombia FTA is a powerful testament to the doors trade policy can open for American farmers.

The U.S. captured more than 80 percent of the Colombian corn market before encountering a tariff disadvantage because of the country's entry into Mercosur. With the U.S.-Colombia FTA in place, though, Colombian buyers returned to U.S. corn in 2013/2014 with surging sales, even exceeding the FTA's 2.4 million metric ton (94.5 million bushel) tariff rate quota (TRQ) mid-way through the marketing year.

In 2014, Colombia bought 166 million bushels of U.S. corn worth about \$900 million - an astounding five-fold increase from the 21 million bushels worth \$180 million the country bought in 2011. In the 2014 fiscal year, all U.S. food and agricultural exports to Colombia totaled a record \$2.3 billion — up 60 percent from 2013 and up 169 percent from 2012.

Key Facts

- U.S. corn market share in Colombia rose from 19 percent in 2013 to 77 percent in 2014.
- In 2015, USGC expects market share above 90 percent.
- Colombia is now the #4 U.S. corn importer, up from #17 before the FTA was enacted.



Want to know more? Visit the U.S. Grains Council website at www.grains.org.