



# Trade

## Open Markets and Level Playing Fields

### Cattlemen's Trade Goals:

- ▶ Expanding market access for U.S. beef in key export markets such as Japan and China
- ▶ Ensuring science-based standards for international trade
- ▶ Passage of the pending Free Trade Agreements, which will:
  - ✓ Level the playing field for U.S. exports
  - ✓ Maintain a competitive advantage for U.S. commodities overseas.
  - ✓ Create jobs here at home



### *Did you know?*

Japan's restriction on beef products from cattle over 21 months is limiting us to about 25% of our potential market there—that translates to about \$1 billion in lost exports annually.



China is currently closed to U.S. beef exports, but represents one of the largest potential growth markets for U.S. beef—worth in excess of \$100 million.



Many cuts of beef are under utilized in the U.S. Exporting cuts like liver and short ribs can add between \$20—\$25 to the price producers receive per head of cattle.



Trade supports millions of U.S. jobs. In fact, 10%—or approximately 12 million American jobs—depend on exports.

### Pending Free Trade Agreements: What's at Stake

**Every day that Congress does not approve the Colombia FTA, American exporters pay \$2 million in unnecessary tariffs.**

#### Korea



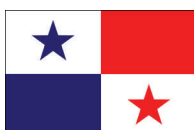
- ▶ 15 year phase-out on all beef muscle cuts from the current 40% duty.
- ▶ \$15 million in tariff savings for beef in the first year of the agreement alone
- ▶ Once tariffs are completely phased out, annual savings of over \$325 million

#### Colombia



- ▶ Immediate elimination of Colombia's 80% duty on prime and choice cuts
- ▶ Duty-free access for all remaining cuts through a 2100 ton tariff rate quota
- ▶ Duty-free access under a 4642 ton tariff rate quota for variety cuts

#### Panama



- ▶ Immediate elimination of Panama's 30% duty on prime and choice cuts.
- ▶ 15 year phase-out of duties on all other cuts