



## Trade

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The U.S. wheat industry exports about half of its production to international markets and accounts for nearly one-third of worldwide wheat exports in a typical year. As an industry that is dependent on exports, open and fair trade remains a top priority for U.S. wheat growers.

### Economic Impact

For the wheat industry and many others, trade bills are jobs bills. Analysis done in 2006 showed that wheat production significantly contributed to more than 200,000 jobs between 2003 and 2005. Increased access to markets overseas means jobs here at home for wheat producers and all those who sell to them or buy from them.

*Trade bills are jobs bills! NAWG urges quick passage of the Colombia FTA and supports easing restrictions on agricultural trade with Cuba.*

### Pending Agreements

Wheat growers support the ratification of pending free trade agreements with Colombia, South Korea and Panama without further delay. These important agreements provide immediate duty-free access for U.S. wheat and, without them, U.S. wheat producers face a severe disadvantage in these markets.

Passage of the U.S.-Colombia agreement is the U.S. wheat industry's top trade priority. Colombia is the U.S. wheat industry's largest market in South America, with a market share of nearly 70 percent and sales last year of \$225 million. If Canada approves a free trade agreement with Colombia before the U.S. – which it is poised to do – U.S. growers expect market share to fall by as much as 40 percent, costing the wheat industry more than \$92 million annually and threatening jobs throughout the wheat chain, at places from country elevators to ports.

### Cuba

Cuba is the largest importer of wheat and wheat products in the Caribbean, and wheat was the top U.S. commodity exported to Cuba in 2006. However, the full potential for these exports is far from realized due to travel and financing restrictions that complicate the free flow of trade.

The FY2010 omnibus appropriations bill contained a long-sought clarification of the Treasury Department's "payment of cash in advance" rule that has stymied trade with Cuba since 2005. But, there is much more to do be done. Led by House Agriculture Committee Chairman Collin Peterson, House Members are consolidating support around a bill that would ease both trade and travel restrictions on Cuba. NAWG urges Congress to take advantage of this unprecedented momentum and make positive changes with regard to trade with Cuba.

### Learn More

The Colombia trade agreement and trade with Cuba are just two of many trade issues about which wheat growers are concerned. To learn more about the importance of trade to wheat producers and a range of other policy priorities including ongoing Doha Round negotiations, food aid and market access programs, visit [www.wheatworld.org/trade](http://www.wheatworld.org/trade) or [www.uswheat.org/trade](http://www.uswheat.org/trade).

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