

Aric Newhouse

Senior Vice President
Policy and Government Relations

October 11, 2011

U.S. Senate
Washington, DC 20510

Dear Senator:

The National Association of Manufacturers (NAM), the largest manufacturing association in the United States representing manufacturers in every industrial sector and in all 50 states, urges you to support H.R. 3078, the United States-Colombia Trade Promotion Agreement Implementation Act.

Colombia offers U.S. manufacturers a growing opportunity for exports within a stable and expanding market. Over the last 15 years, Colombia's GDP has grown at an average rate of 8.5 percent, according to the International Monetary Fund. Manufactured goods represent the vast majority of U.S. exports to Colombia, totaling \$11 billion in 2010. Small and medium-sized manufacturers (SMMs) would strongly benefit from the agreement: more than 10,000 SMMs already export to Colombia.

U.S. manufactured exports face, on average, tariffs of 14 percent in Colombia. This agreement will lower those tariffs to zero, in most cases immediately. The U.S. International Trade Commission estimates that the elimination of tariffs and related barriers in Colombia will increase U.S. GDP by nearly \$2.5 billion and U.S. merchandise exports by \$1.1 billion. The free trade agreement (FTA) will preserve and support thousands of American jobs.

There is no time to delay. Our competitors, including Canada and the European Union, have already signed FTAs with Colombia. Failure to act now will make our products more expensive and less competitive and will cost the United States high-paying manufacturing jobs.

The NAM's Key Vote Advisory Committee has indicated that votes on H.R. 3078, including procedural motions, may be considered for designation as Key Manufacturing Votes in the 112th Congress.

Thank you for your consideration.

Sincerely,



Aric Newhouse

Key Manufacturing Vote