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**Hand-Outs to Accompany the Presentation on
“The Extrinsic Value of Free Trade Agreements
for the United States”**



Table 1

Share of FTA Partners and Candidates in Total U.S. Imports, 1990-2006

*Percentages of All Imports for Consumption, Customs Value;
Listed in Chronological Order of Entry into Force*

	1990	1995	2000	2001	2002	2003	2004	2005	2006
Israel	0.67	0.77	1.07	1.06	1.08	1.02	0.99	1.01	1.04
Canada	18.56	19.59	19.00	19.14	18.23	17.92	17.51	17.30	16.42
Mexico	6.01	8.34	11.18	11.52	11.61	10.98	10.61	10.18	10.68
Jordan	0.00	0.00	0.01	0.02	0.04	0.05	0.07	0.08	0.08
Singapore	1.99	2.50	1.59	1.32	1.22	1.14	1.02	0.91	0.96
Chile	0.24	0.25	0.27	0.29	0.31	0.32	0.34	0.41	0.52
Australia	0.88	0.44	0.52	0.56	0.55	0.52	0.52	0.44	0.45
Morocco	0.02	0.03	0.04	0.04	0.04	0.03	0.04	0.03	0.03
Bahrain	0.02	0.02	0.03	0.04	0.03	0.03	0.03	0.03	0.03
Honduras	0.10	0.19	0.26	0.28	0.28	0.26	0.25	0.23	0.20
Guatemala	0.16	0.20	0.22	0.23	0.24	0.24	0.22	0.19	0.17
El Salvador	0.05	0.11	0.16	0.17	0.17	0.16	0.14	0.12	0.10
Nicaragua	0.00	0.03	0.05	0.05	0.06	0.06	0.07	0.07	0.08
Costa Rica	0.20	0.25	0.29	0.26	0.27	0.27	0.23	0.20	0.21
South. African C.U.	0.37	0.32	0.37	0.42	0.41	0.45	0.47	0.41	0.46
Dominican Rep.	0.35	0.46	0.36	0.37	0.36	0.36	0.31	0.28	0.25
Panama	0.05	0.04	0.02	0.03	0.03	0.02	0.02	0.02	0.02
Colombia	0.64	0.51	0.55	0.50	0.47	0.51	0.50	0.53	0.50
Ecuador	0.28	0.26	0.19	0.17	0.18	0.22	0.29	0.35	0.38
Peru	0.15	0.13	0.16	0.16	0.17	0.19	0.25	0.31	0.32
Thailand	1.07	1.53	1.35	1.30	1.28	1.21	1.20	1.19	1.21
Oman	0.06	0.04	0.02	0.04	0.03	0.05	0.03	0.03	0.04
United Arab Ems.	0.18	0.06	0.08	0.10	0.08	0.09	0.08	0.08	0.07
Korea	3.73	3.25	3.30	3.08	3.06	2.95	3.09	2.60	2.42
Malaysia	1.06	2.35	2.11	1.96	2.07	2.03	1.92	2.03	1.98
FTA Partners	19.23	28.7	31.25	31.74	30.96	29.97	30.54	30.33	30.76
FTA Candidates	0.00	0.00	0.01	1.61	3.55	4.78	4.65	4.07	7.86
Partners+Cands.	19.23	28.70	31.26	33.35	34.51	34.75	35.19	34.40	38.62
Rest of World	80.77	71.30	68.74	66.65	65.49	65.25	64.81	65.60	61.38

"FTA Candidates" includes all agreements for which formal negotiations have begun or are completed but not yet implemented. Note that of the negotiations with candidates, five have been suspended (i.e., with Ecuador, the Southern African Customs Union, Malaysia, Thailand, and the United Arab Emirates).

Source: Calculated from U.S. International Trade Commission data. Totals may not add precisely due to rounding.

Table 2
Relative Significance of Bilateral Trade with the United States, 2006

Listed Chronologically and in Declining Share of U.S. Imports

	U.S. Share of Partner's Exports	U.S. Share of Partner's Imports	U.S. Trade Relative to GDP	Partner's Share of U.S. Exports	Partner's Share of U.S. Imports
Initiated Before 2001					
Canada	81.6	54.9	40.6	21.3	16.4
Mexico	84.8	18.7	40.9	12.3	10.7
Singapore	10.2	12.7	43.8	2.4	1.0
Israel	38.4	12.4	19.3	0.9	1.0
Chile*	16.2	15.8	7.5	0.7	0.5
Jordan	25.1	4.7	13.0	0.1	0.1
Initiated Since 2001					
Korea	13.3	10.9	8.7	3.3	2.4
Malaysia	18.8	12.5	31.3	1.2	2.0
Australia	6.2	14.0	3.4	1.8	0.5
Colombia	40.8	26.6	12.4	0.7	0.5
Dominican Rep.***	40.2	44.8	9.1	0.5	0.3
Peru	24.0	16.4	8.8	0.3	0.3
Costa Rica	35.9	38.3	35.8	0.4	0.2
Guatemala*	50.1	33.9	17.7	0.4	0.2
Honduras	34.7	40.5	28.3	0.4	0.2
El Salvador**	23.1	31.2	10.2	0.2	0.1
Nicaragua	35.1	20.8	15.4	0.1	0.1
United Arab Ems.**	0.6	6.2	3.3	1.2	0.1
Bahrain	1.9	3.2	3.9	0.1	<0.1
Morocco	<0.1	<0.1	2.2	0.1	<0.1
Panama	39.0	27.0	10.1	0.3	<0.1
Oman	0.5	5.2	2.8	0.1	<0.1

Source: Calculated from WITS (FTA partner data), World Bank data (GDP), and U.S. International Trade Commission (U.S. trade data).

U.S. Trade Relative to GDP = The sum of imports from the United States and exports to the United States relative to the country's GDP in 2006. Note: It should be stressed that this does not mean the share of GDP that can be attributed to this bilateral trade relationship. The contribution of trade to GDP is typically calculated on the basis of net exports, not total trade. This ratio is nevertheless provided here insofar as it gives a good sense of the relative weight of trade with the United States for the economies of each of the FTA partners.

*: Data are from the partner's perspective are for 2005 (but GDP data are still for 2006).

** : Data are from the partner's perspective are for 2004 (but GDP data are still for 2006).

*** : Data are from the partner's perspective are for 2001 (but GDP data are still for 2006).

Table 3
Pre-FTA Tariff Treatment for FTA Partners of the United States

	FTA in Force	Prior Relationship	Average U.S. Tariff Before the FTA	
			From Partner	From World
Israel	1985	Beneficiary of the GSP.	1.3%	3.9%
Canada	1989	Bilateral AutoPact.	0.8%	3.4%
Mexico	1994	Beneficiary of the GSP.	2.1%	3.2%
Jordan	2002	Beneficiary of the GSP.	1.7%	1.6%
Chile	2004	Beneficiary of the GSP.	0.7%	1.6%
Singapore	2004	[No preferences.]	0.6%	1.6%
Australia	2005	[No preferences.]	1.6%	1.5%
Morocco	2006	Beneficiary of the GSP.	2.6%	1.4%
Bahrain	2006	Beneficiary of the GSP.	5.2%	1.4%
El Salvador	2006	Beneficiary of the CBTPA.	3.3%	1.4%
Guatemala	2006	Beneficiary of the CBTPA.	5.8%	1.4%
Honduras	2006	Beneficiary of the CBTPA.	2.1%	1.4%
Nicaragua	2006	Beneficiary of the CBTPA.	7.1%	1.4%
Dominican Rep.	2007	Beneficiary of the CBTPA.	0.6%	1.4%
Costa Rica	—	Beneficiary of the CBTPA.	0.3%	1.4%
Panama	—	Beneficiary of the CBTPA.	1.0%	1.4%
Peru	—	Beneficiary of the ATPDEA.	0.1%	1.4%
Ecuador	—	Beneficiary of the ATPDEA.	0.1%	1.4%
Colombia	—	Beneficiary of the ATPDEA.	0.1%	1.4%
Botswana	—	Beneficiary of the AGOA.	0.0%	1.4%
Lesotho	—	Beneficiary of the AGOA.	0.1%	1.4%
Namibia	—	Beneficiary of the AGOA.	0.0%	1.4%
South Africa	—	Beneficiary of the AGOA.	0.1%	1.4%
Swaziland	—	Beneficiary of the AGOA.	0.2%	1.4%
Thailand	—	Beneficiary of the GSP.	2.3%	1.4%
Oman	—	Beneficiary of the GSP.	0.5%	1.4%
Korea	—	[No preferences.]	1.8%	1.4%
Malaysia	—	[No preferences.]	0.7%	1.4%
United Arab Ems.	—	[No preferences.]	2.8%	1.4%

Note: Average U.S. tariffs are shown for imports the year before the FTA entered into effect, or 2006 in the case of FTAs that are not yet in effect.

Source: Calculated from U.S. International Trade Commission data.

Table 4
Precedents in Sequential U.S. Free Trade Agreements, 1985-2000

Years in parentheses indicate when FTA negotiations were completed

	Israel (1985)	Canada (1987)	North American FTA (1992)	Jordan (2000)
Intellectual Property Rights	Provides for continued MFN and national treatment on intellectual property	Provides for the parties' cooperation on this topic in the Uruguay Round	Extends national treatment on intellectual property, and establishes specific disciplines	IPR provisions account for nearly half of the agreement, and are supplemented by an additional memorandum of understanding
Services	Accompanied by a nonbinding Declaration on Trade in Services	Extends national treatment (with exceptions) to covered services; special chapter on financial services	Extends national and MFN treatment (with exceptions) to covered services; special chapters on financial and telecom services	Extends national and MFN treatment (with exceptions) in sectors identified in the U.S. and Jordanian schedules of commitments
Trade-Related Investment Measures	Clarifies that the investment provisions of an earlier bilateral treaty restrict the use of export-related performance requirements	Provides for national treatment (with exceptions); prohibits performance requirements; sets rules on expropriation, dispute settlement, etc.	Provides for national and MFN treatment (with some exceptions); prohibits performance requirements; sets rules on expropriation, dispute settlement, etc.	[Because the United States already has a Bilateral Investment Treaty with Jordan, the FTA does not include an investment chapter.]
Environment	[No provisions]	[No provisions]	Limited NAFTA provisions were supplemented in 1993 by the North American Agreement on Environmental Cooperation	Provides that a "Party shall not fail to effectively enforce its environmental laws," and is supplemented by a Joint Statement on Technical Environmental Cooperation
Labor Rights	[No provisions]	[No provisions]	Limited NAFTA provisions were supplemented in 1993 by the North American Agreement on Labor Cooperation	The parties reaffirm their obligations under the International Labor Organization, and the agreement provides that a "Party shall not fail to effectively enforce its labor laws."
Competition Policy	[No provisions]	[No provisions]	Establishes disciplines for monopolies and state enterprises, especially in the energy sector	[No provisions]
Electronic Commerce	[No provisions]	[No provisions]	[No provisions]	Parties are to refrain from various restrictions on electronic commerce, and reaffirm an earlier joint statement on electronic commerce.