



WHY NAFTA MATTERS TO OILSEED PROCESSORS

- NAFTA created significant market opportunities for U.S. exports of soy meal, soy oil, soybeans and increased exports of meat and poultry products that use soy meal as feed.
 - Mexico is our number two export market for both soy meal and soy oil; it is also our number two market for exports of soybeans.
 - Soy Meal exports to Mexico represent 15% of total soy meal exports.
 - Soy Oil exports to Mexico represent 24% of total soy oil exports.
 - In 2017 exports of soy meal to Mexico was \$579 million down from \$800 million in 2016.
 - In 2017 exports of soy oil to Mexico was \$202 million down from \$227 million in 2016.
- Canada ranks as our number four market for U.S. exports of soy meal; it is our number seven market for soy oil.
- In 2017, the U.S. exported \$488 million and \$2.36 billion of soy products to Canada and Mexico, respectively.
- In 2017, the U.S. exported \$1.25 billion and \$2.45 billion of U.S. pork and poultry to Canada and Mexico, respectively.
- Losing our reliable supplier status would seriously undermine the benefits the U.S. soy sector gained over the past 24 years.
- These benefits would flow to our competitors in South America, as Mexico and Canada look to diversify their sources of soy products, as well as meat and poultry product.

Improving U.S. Export Opportunities under NAFTA:

NOPA believes that the Administration and the Members of Congress have an excellent opportunity to modernize NAFTA, and thereby:

- Expand the export opportunities of U.S. soybean and soybean products, as well as meat and meat products within North America.
- Improve the prospects for global regulatory predictability and consistency around non-tariff issues, such as: strengthening TBT requirements, implementing a consistent SPS-plus Agreement and Rapid Response Mechanisms.
- Increase the transparency and cooperation on agriculture biotechnology regulatory policies between the United States, Canada and Mexico.

NAFTA: U.S. Soy and Soy Product Exports

U.S. SOY & SOY PRODUCT EXPORTS - 2017 (CY) Value in Thousands*				
Products	MEXICO		CANADA	
	Value (\$)	Metric Tons	Value (\$)	Metric Tons
Soybeans	1,586,418	3,914,594	144,921	385,318
Soybean Meal	579,226	1,600,048	317,119	893,872
Soybean Oil	226,820	257,374	25,973	23,035
TOTAL SOY EXPORTS	\$2,392,464	5,772,016	\$488,013	1,302,225

*Source: USDA/FAS/GATS

U.S. SOY & SOY PRODUCT EXPORTS - 1993 (CY) Value in Thousands*				
Products	MEXICO		CANADA	
	Value (\$)	Metric Tons	Value (\$)	Metric Tons
Soybeans	415,723	1,758,386	58,227	231,709
Soybean Meal	58,514	251,641	162,973	655,706
Soybean Oil	14,854	33,130	11,345	20,650
TOTAL SOY EXPORTS	\$489,091	2,043,157	\$232,545	908,065

*Source: USDA/FAS/GATS

NAFTA: U.S. Meat and Poultry Product Exports

U.S. MEAT PRODUCT EXPORTS - 2017 (CY) Value in Thousands*				
Products	MEXICO		CANADA	
	Value (\$)	Metric Tons	Value (\$)	Metric Tons
Pork & Pork Products	1,514,148	801,887	792,446	208,379
Beef & Beef Products	979,701	237,973	795,965	116,561
Poultry & Poultry Products	932,762	819,758	458,727	169,506
TOTAL MEAT EXPORTS	\$3,426,611	1,859,618	\$2,047,138	494,446

*Source: USDA/FAS/GATS

U.S. MEAT PRODUCT EXPORTS - 1993 (CY) Value in Thousands*				
Products	MEXICO		CANADA	
	Value (\$)	Metric Tons	Value (\$)	Metric Tons
Pork & Pork Products	112,103	95,345	36,717	15,250
Beef & Beef Products	163,803	80,314	361,096	94,429
Poultry & Poultry Products	204,965	171,091	164,439	65,521
TOTAL MEAT EXPORTS	\$480,871	346,750	\$562,252	175,200

*Source: USDA/FAS/GATS

- Animal Agriculture is the Single Largest User of U.S. Soybean Meal
- NAFTA has led to Enormous U.S. Meat Product Export Gains
- Increase in Value of all U.S. Meat and Poultry Exports to Canada and Mexico from 1993 to 2017: \$4.43 Billion