



**Faculty of Legal Sciences
International Studies Career**

**ANALYSIS OF KEY POINTS OF THE TRADE
AGREEMENTS THAT THE UNITED STATES
HAS WITH COLOMBIA AND PERU WITHIN
THE AGRICULTURAL SECTOR AS
GUIDELINES FOR ECUADOR.**

**Degree work prior to obtaining the degree of
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Author:

Mario Julian Jaramillo Mera

Director:

Adrián Ramiro Alvarado Guzmán

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DEDICATION

I would like to dedicate this thesis to all people who are and were part of my life.

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First, I want to thank myself, I know it was not easy at times, but here we are.

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ABSTRACT

The main objective of this paper is to collect essential information on the agricultural sector within the free trade agreements that the United States maintains with Colombia and Peru, respectively. Therefore, a comprehensive literature review with qualitative methods was implemented in different virtual libraries where a total of 170 documents were selected. After applying the methodology, 22 documents were filtered, resulting in the following: Colombia could not fully benefit from the trade agreement due to limited productive capacity unable to satisfy the U.S. market. On the other hand, Peru achieved better results by doubling its exports in the agricultural sector years after the signing of the trade agreement. Thanks to the information provided, a series of guidelines were established to motivate Ecuador towards reaching an effective and productive trade agreement with the United States in the future.

Keywords: Colombia, Ecuador, Free trade agreement, Peru, United States, agricultural sector.



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Analysis of key points of the Trade Agreements that the United States has with Colombia and Peru within the agricultural sector as guidelines for Ecuador.

1. Introduction

It is true that change is inevitable and necessary, something vital and natural in the composition and development of the human being. One of the most significant changes humanity has experienced is globalization. Nowadays, globalization is the reality in which human beings develop and the reason why nations began to interact in a better way with the objective of ensuring the demands of a globalized world. Globalization has generated an interdependence among countries in areas such as culture, politics, technology, social and especially in the commercial and economic areas (Colonia Luy & Carrillo Caceres, 2019).

Trade agreements, depending on what is established between the involved states, are either bilateral or multilateral agreements, which have the objective of seeking an equitable benefit, to the extent possible, between the parties that make it up (Rojas Ávila, 2017). According to the international economy, economic theory supports the idea that in international trade there are mutual benefits when two countries trade goods and services (Krugman et al., 2012). This means that foreign trade produces shared advantages, even if one country is more efficient in producing goods than its trading partner.

Trade agreements originate from the necessity of countries to find external markets for the commercialization of their national production and also the need to reach production of other countries, all this thanks to low tariff barriers, zero or non-tariff by the participants, and more (Giraldo Isaza, 2006). Via trade agreements, international cooperation is promoted, national and international production is encouraged, jobs are generated and, different industries are favored like agriculture, processed foods, textiles, consumer goods among other benefits. It should be emphasized that most bilateral trade agreements between countries are linked by a series of factors such as similar interests, proximity, cultural ties, common language, standards, lifestyles and political systems (Rojas Ávila, 2017).

Despite this, trade agreements are often created for simple and logical reasons, such as the case of the United States' great interest in raw materials and its commercial opening that the Latin American countries provide; for this reason, the United States has become the main trading partner of many Latin American countries (Colonia Luy & Carrillo Caceres, 2019). In this case, Colombia and Peru will be taken into account as the primary subjects of study. Colombia and Peru are the perfect prospects for the analysis and study of their respective trade agreements with the United States, because the Latin American countries are the main economic exponents of the region and are linked with Ecuador geographically, culturally, historically and economically (Krugman et al., 2012).

Ecuador, at the time of writing, has no trade agreement with the United States. This particular case gives free rein to the establishment of guidelines thanks to the experiences of Colombia and Peru with the main objective of providing a higher level of benefits than those obtained by their neighboring countries, with special emphasis on the agricultural sector.

1.1 Theoretical framework

Free trade agreements are one of the most recognized forms of economic integration, whose main objective is to integrate country's specific economy into the broader world economy, and especially those of economic powers. In other words, trade agreements are part of the trend towards economic globalization. (Rojas Ávila, 2017).

There are several reasons why, economic integration among nations is essential. First, it promotes economic growth by expanding markets, boosting competition and encouraging innovation. These factors can lead to greater production and efficiency for countries, allowing the possibility of increasing GDP and raising the quality of life for residents. Economic integration can also help reduce trade barriers and foster a safer and more predictable business climate, which, in turn, can promote foreign investment and expand employment prospects for nation's inhabitants. Moreover, by collaborating on resolve economic challenges, nations can promote political and social cohesion, which will ultimately translate into a more peaceful and rich international society (Silva, 2007).

From the historical perspective of Latin America, the governments and politicians of the region have long tried to integrate the continent's economy locally and internationally. Integration attempts for Latin

American economies have taken various forms, such as free trade zones, customs unions and more. The Common Market of the South and the Pacific Alliance are the best examples of a successful integration because both agreements are considered the two most important regional integration projects in the region (Arrieta Padilla, 2017).

Argentina, Brazil, Paraguay, Uruguay and Venezuela (currently suspended) are members of the customs unions known as “El Mercado Común del Sur” (MERCOSUR), which strives to promote free trade, foreign investment and economic cooperation among its members (Ministerio de Comercio, 2023). At the same time, the Pacific Alliance is a free trade agreement between Chile, Colombia, Mexico and Peru that aims to strengthen economic relations and encourage greater collaboration among its members (Ministerio de Relaciones Exteriores, 2023). These regional efforts represent significant progress towards greater economic cooperation and integration in the region, despite slow and uneven progress towards economic integration in Latin America.

The Pacific Alliance has greatly benefited Colombia and Peru, as well as the region, in several aspects, such as increased foreign investment, free movement of people and goods, reduced tariffs, the elimination of visa requirements for travel and residence in the Member States, and finally the commitment to the movement of persons as a factor that drives the economic development of the Member States. It also consolidates a single foreign policy framework that represents the objectives of the participating nations (Ministerio de Relaciones Exteriores, 2023).

It is clear that trade agreements are a very important strategy of economic integration among countries not necessarily geography close to one another. In the case of Latin America, Colombia and Peru are two great examples of such a system, thanks to the fact that they maintain this type of agreement with the United States, a trading partner of both countries. This is also evident in the eighteen regional agreements of free trade zones and customs union that Colombia maintains according to the Ministerio de Comercio Industria y Turismo de Colombia (2012) and, as well as the 20 current trade agreements in Peru, with 4 to become effective and 8 still under negotiation (Ministerio de Comercio Exterior y Turismo, 2023).

It is important to recapitulate where these trade relations are born, so to begin the historical precedent on the trade relationship between Colombia, Peru and the United States the creation of the General Agreement on Tariffs and Trade (GATT) in 1947, after World War II, should be mentioned. This agreement enabled the countries' trade policy to be established on the basis of multilateral negotiations by promoting international trade and economic cooperation among nations and decreased tariff barriers (Organización Mundial del Comercio, 2023e)

One point to consider when it comes to GATT is its numerous rounds of negotiations, specifically for the development of the present paper, the “Uruguay Round” which led to the creation of the World Trade Organization (WTO) in 1995. This meant a further reform of international trade because this agreement took into consideration sections covering trade in services, intellectual property and dispute settlement procedures (Organización Mundial del Comercio, 2023b).

In particular, Colombia has been a member of the WTO since 30 April 1995 and a member of the GATT since 3 October 1981 (Organización Mundial del Comercio, 2023a) in the case of Peru has been a member of the GATT since 7 October 1951 and the WTO member since 1 January 1995 (Organización Mundial del Comercio, 2023d) and as regards the United States has been a member of the WTO since 1 January 1765 and a member of the GATT since 1 January 1948 (Organización Mundial del Comercio, 2023c).

It is important at this point of the paper to take into account the Generalized System of Preferences (GSP) which allows developing countries to export certain products to developed countries with tariff reduction or elimination. Came into being in 1971 after it was by the United Nations Conference on Trade and Development (UNCTAD) in 1968 (Organización de los Estados Americanos, 2022).

A clear example of a GSP is the Andean Trade Preference Act (ATPA) which was passed by the United States Congress on 4 December 1991. The purpose of this agreement was to benefit exports from Bolivia, Colombia, Ecuador and Peru (the last country mentioned had the benefit from August 1993) for a period of ten years. Thanks to the agreement, industrialized countries offer tariff advantages for products from developing countries that meet certain requirements, such as the degree of development, export diversification and respect for human and labor rights. This allows developing nations such as Colombia and Peru to increase their exports and, consequently, their income (Beltrán Bejarano & Bohórquez Montes, 2021).

After talks to extend tariff benefits following the expiration of the ATPA on December 4, 2001 proved unfruitful, the Andean Trade Promotion and Drug Eradication Act (ATPDEA) was enacted and became effective on December 31, 2006. The ATPDEA is a trade program promoted by the United States that

grants additional tariff benefits to certain products from the Andean States, with the aim of promoting economic development, combating drug trafficking and supporting the eradication of illicit drugs (Vivar Conrado, 2021).

However, it must be borne in mind that not all economic integration processes have been successful, see the case of the Free Trade Area of the Americas (FTAA), an economic unification plan headed by the United States, which intended to create a free trade area throughout the American continent. This integration project was never carried out for various reasons, among them the differences in economic and political development between the nations of Latin America, the resistance of civil society, particularly from sectors concerned that trade liberalization might have a negative impact on the economy, employment and the environment, and finally the changes in US foreign policy after the attacks on September 11, 2001 (Jaramillo, 2002).

Ecuador and the United States shared the intention to establish trade agreements, however the conditions have not been adequate. The negotiations of a trade agreement between Ecuador and the United States took place alongside the negotiations of the respective agreements of Colombia and Peru. However, in 2007 ties were weakened between the two countries when the agreement authorizing the establishment of the US military installation located in the city of Manta was not renewed by the then Ecuadorian President Rafael Correa (Ricardo Benassi, 2009). According to former President Correa, the agreement was a violation of national sovereignty and produced public discontent with respect to U.S. military presence in Ecuador. In general terms, Correa sought greater independence from the United States as well as regional integration in Latin America (Vallejo Jarrín, 2013).

In the case of Colombia, with the main purposes of guaranteeing economic growth, the well-being of Colombians and preparing the national economy for its development in a globalized world, at the end of the 1970s, a rapprochement with neighboring countries began and their most important trading partners reached agreements that would allow the elimination of existing trade restrictions between the parties (Rodríguez Sánchez, 2020). After several precedents on the part of Colombia to a commercial and economic opening, on May 18, 2004 the negotiations of a Free Trade Agreement with the United States would begin, thus, resulting, after more than two years, on November 22, 2006 in the signing of the Convention. On July 24, 2008 the Constitutional Court of Colombia declared the free trade agreement constitutional and on May 15, 2012, it entered into force after its approval by the United States Congress (Silva, 2007).

The United States announced its intention to sign a Free Trade Agreement with Peru in 2003 with the goal of eliminating barriers to trade between these two countries, to ensure greater trade in goods and services, attract more private investment, intellectual property protection, address labor and, environmental issues, and more. This FTA would replace the APTDEA, which expired at the end of 2006 (Cuero Cabezas, 2019). The agreement was signed at the end of 2005, almost two years after the start of negotiations, in 2006, it was ratified in Peru by former President Alejandro Toledo and finally ratified in the United States in 2007. It was finally implemented on January 16, 2009 with the signing of Alan García in Lima and George Bush in Washington (Mendoza Medina, 2022). This sector would not exist without human intervention, and it could certainly be said that, without agriculture, there would be no man, at least not as it is known today. The agricultural sector was chosen to delimit the information resulting from the literature review; therefore, in addition to the above, a key point to be addressed is its conceptualization, since the points to be taken into consideration in the different documents and trade agreements will be focused on that specific sector. Thus, agriculture is understood as the cultivation of the land to produce food and other goods necessary to satisfy human needs and aspirations.

The main objective of agriculture is to feed the population, however, according to the view of stakeholders, agriculture can also fulfill other functions, such as the production of goods for one's own use or for the sale of goods in order to satisfy personal needs (García, 2006).

In addition to producing food, agriculture also generates textiles such as cotton, wool, rubber, leather and sisal, as well as plants and crops used for medicine such as tobacco, coca and opium. There is a division of six basic groups of crops according to the purpose of their cultivation, which I will enumerate below.

- Food crops: For human needs.
- Forage crops: To feed livestock.
- Textile crops: For fibers used in clothing, sheets, industry and household products.
- Oilseed crops: For the production of industrial oils or edible oils.
- Ornamental crops: For home decoration and landscape design.
- Industrial crops: For industrial manufacturing (Cherlinka, 2020).

1.2 State of the Art

According to Navarrete (2019) countries must seek integration in order to have a competitive advantage with the rest of the world; that is: financial, commercial, economic and monetary benefits. She suggests that extra – regional and regional processes do not have an established method for consolidating an economic zone, owing to the different characteristics and interests of each of the nations involved in such processes.

According to Vázquez (2011), Latin American integration is part of a multidisciplinary and comprehensive strategy that tends to remove the nations of the region from underdevelopment and overcome their dependent and peripheral condition. In this sense, it is clear that, in the current environment, intraregional trade liberalization alone cannot produce a Latin American integration that would lead its members to greater independence from the interests of the globalized world.

According to Ramírez (2014), Peru has had different positions regarding the way it relates to other nations in South America and the rest of the world. However, Peru is currently working on a new strategy for economic integration based on old trade agreements with the United States, the European Union and China. Deviating from the rules in this way, Peru has adopted a differentiated position with respect to the rest of its partners within South America Ramírez affirms that Peru is enthusiastically embracing this new way of thinking internationally, taking advantage of the existence of a new configuration of economic and commercial connections.

According to Arroyo Gordillo et al. (2016), the trade agreements are beneficial to Peru in that they have increased the country's exports to nations with the current trade agreements. In addition, commercial benefits have been obtained, for example, companies are now more competitive due to the reduction and elimination of tariff and non-tariff trade barriers. In the same way, Peru has improved its import and export competitiveness thanks to the reduction in the cost of its machinery and raw materials. This has boosted and expanded the flow of both domestic and international investment. It has also created and projected to the investor circumstances of certainty and economic stability over time. Peru has been able to manage comparable trade agreements and compete on an equal footing with other nations. As a result, Peru will also be able to gain an advantage over nations that do not have preferential trade agreements.

According to Malagón (2013), given that current commercial models with the rest of the world demand it, Colombia must participate in the integration processes, because this will allow its economy to find markets where marketing opportunities exist, globalization and positioning of the national image in the international arena. Likewise, due to the increase in exports, a key component of government policy to promote economic growth, Colombia's commercial connections with other nations have become particularly important in recent years. Colombia could not afford not to participate in the integration process, since to do so would mean ignoring economic dynamism and risking continuing low development.

According to Rodríguez (2020) trade agreements of Colombia and Peru with the United States have increased agricultural exports, diversifying the exportable offer and in turn facilitating access of farmers in both countries to cutting-edge technology and knowledge, which has consequently attracted foreign investment, all of which has contributed to the modernization and growth of the agricultural sector.

1.3 Objectives

1.3.1 General objective

This paper has the primary purpose to establish a guide to set guidelines for Ecuador on the trade agreements of Colombia - Peru with the United States, with respect to the agricultural sector from 2012 and 2009 respectively.

1.3.2 Specific Objectives

1. To analyze the trade agreement between Colombia and the United States; Peru and the United States with respect to the agricultural sector.
2. Obtain the advantages and disadvantages for Colombia and Peru of the agreement with the United States and supplement the information obtained with a perception analysis through interviews with experts on the subject.
3. Establish guidelines for Ecuador for future trade agreements with the United States.

2. Methods

The purpose of this paper is to establish guidelines for Ecuador on the Colombia-Peru trade agreements with the United States, with respect to the agricultural sector as of 2012 and 2009, respectively.

The methodology process involves three phases, which are detailed below:

2.1 The exploration phase

2.1.1 Exploration of beliefs and themes.

This phase takes place through a research protocol, in which are defined: research objectives, research questions, problems, etc. The objective of this phase is to define guidelines for the development of research on the analysis of key points within the trade agreements of Colombia and Peru with the United States, emphasizing the analysis of points related to the agricultural sector, to establish a guideline for Ecuador.

2.1.2 Starting the search.

For the development of this research academic articles were collected through electronic databases, such as Google Scholar, Scielo, SCOPUS, EBSCO and other external sources that are presented throughout the search phase.

2.1.3 Collect and organize information.

For this section of the methodology, a matrix in the Excel platform was made up of separate scientific articles in spreadsheets of the different countries that are part of the trade agreements.

2.1.4 Inclusion and exclusion of information.

Scientific articles will be filtered in order to select the primary studies that contain relevant information, in particular, articles that are related to the agricultural sector of Colombia and Peru or contain any information on the subject in its content.

The documents that will not be considered are compliant with:

- Academic articles whose title or summary are not related to the subject (trade agreements of Colombia and Peru with the United States, referring to the agricultural sector).
- Incomplete parts of books and lectures.
- Academic articles in languages other than English and Spanish.
- Short academic articles (less than 4 pages).
- Academic articles with restricted access.

The articles taken into consideration must comply with the following points:

- Academic articles with relevant information about Colombia trade agreement with the United States referring to the agricultural sector.
- Academic articles with relevant information about Peru trade agreement with the United States related to the agricultural sector.
- Academic articles with relevant information about the agricultural sector of any of the three countries.
- Articles of economic analysis that mention the agricultural sector of either Colombia, Peru or the United States.

2.1.5 Expanding the Search (MODES)

According to Onwuegbuzie & Frels (2016) more sources should be available for more information, which can be: Media, Observations, Documents, Experts and Secondary (data); in order to expand the information necessary for research.

Also, secondary sources such as TradeMap, information from the World Trade Organization (WTO) will also be taken into account with the aim of analyzing trade balances and trade policy reviews, relevant information taken from Economic Commission for Latin America and the Caribbean (ECLAC), United Nations Conference on Trade and Development (UNCTAD), among other sources.

In addition, information obtained from the conduct of semi-structured perception analysis of key informants in the subject will be taken into account.

2.2 The interpretation phase

2.2.1 Analysis and synthesis of information.

At the time of choosing the potential articles that achieve the inclusion criteria, exclusion set out above, a spreadsheet will be used in Excel, in which a matrix will be created highlighting some specific sections of the agricultural sector, whether economic, social, cultural or other, depending on the results obtained from the reading and analysis of the articles.

There is the possibility that some articles partially comply with the previously established variables, if the case arises, these will be reviewed a second time to ensure their inclusion or exclusion to the research work.

2.3 The communication phase

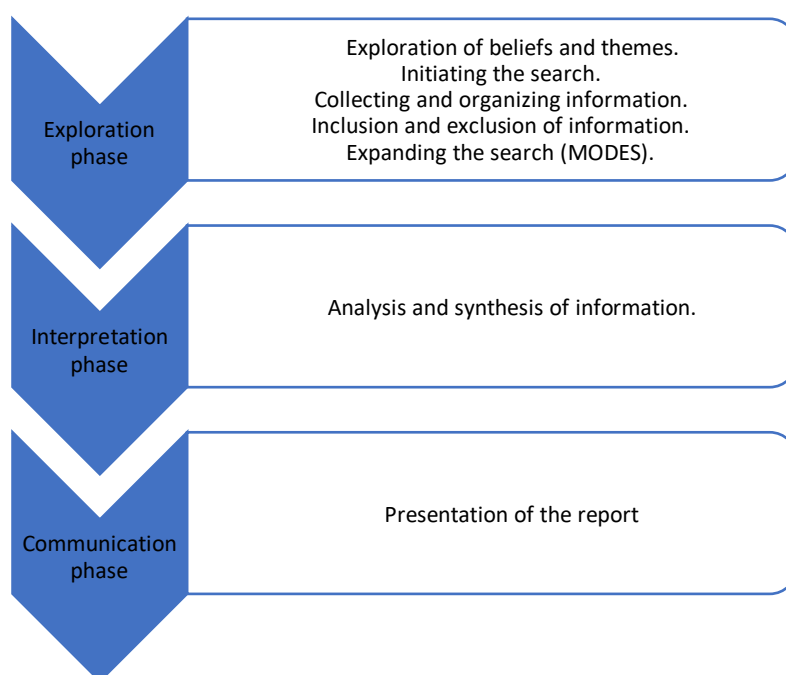
2.3.1 Introducing the report.

The report is presented and published in order to finalize and validate the work.

Justification for the use of the methodology:

The methodology of Onwuegbuzie & Frels (2016) has favorable results for the generation of concrete reflections, for this reason the methodology of systematic review of literature is suitable for this research work.

Figure 1 Phases that form the methodology seven steps for a review of the literature



Source: Based on 7 Steps to a comprehensive literature review by Onwuegbuzie & Frels (2016)

3. Results

The results of the document collection and filtering phase were as follows: A total of 170 documents were collected which include journal articles, book chapters, conference papers, books, reviews and theses. These documents were collected in different digital libraries such as Scopus, Web of Science, Redalyc and Google Scholar. After the corresponding filters were made, the total number of documents accepted was 22, of which 10 correspond to Peru and 12 correspond to Colombia.

However, it should be noted that in the case of Colombia, only 11 of the 12 articles mentioned above could be obtained, because the last one was not available in the free version.

3.1 Results for Colombia after the literature review

3.1.1 Exports of the agricultural sector

Exports from Colombia's agricultural sector to the United States comprised an average of 9.5% of total exports to the US market before the signing of the trade agreement; However, this average value rose to 8.8% after the ratification of the trade agreement in 2012. In terms of monetary values, Colombia's agricultural exports in the period between 2007 to 2018 before the agreement averaged 1,002.62 million dollars, and after the entry into force of the agreement averaged 1,164.16 million dollars (Avella López, 2021).

It should be noted that the data provided did not take coffee into account.

According to Arias Losada & Salazar (2020) Colombian exports (without coffee) between 2007 and 2018 were mostly concentrated in these sectors:

- Floriculture (80%): Total exports in this sector are made up of 19 products where 4 represent 88.5% of total exports to the United States. Among these products are: flowers and buds 43.4%, roses 26.8%, carnations 10.37%, and pompoms 7.93%. - The remaining 9.59% of total exports is divided into promising products (all those plants of wild flora little used).
- Fruit growing (17.5%): Total exports in this sector are made up of 6 products, of which 2 represent 93.7% of the total. Among these products are: Cavendish bananas 78.48% and bananas 15.2%; the remaining 6.32% is divided between baby bananas, lime (Taití), pineapples and goldenberries.
- Seeds (1.27%): Total exports in this sector are made up of 6 products, 2 of them represent 99.5%. Among these products are: seeds for various fruits 93.94% and oregano 5.65%.
- Other activities (1.23%).

3.1.2 Agro-industrial sector exports

Colombia's agro-industrial sector exports to the United States comprised on average 1.67% of total exports to the U.S. market before the signing of the trade agreement; however, this average value increased to 1.93% after the ratification of the trade agreement (Avella López, 2021).

For Arias Losada & Salazar (2020) Colombian agro-industrial exports between 2007 and 2018 were mostly concentrated in these sectors:

- Miscellaneous food preparations (35.69%): before the trade agreement its export value was US\$80.99 million and after the signing of the agreement it was US\$84.03 million.
- Sugars and confectionery (25.68%): before the trade agreement its export value was 45.43 million dollars and after the signing of the agreement it was 73.52 million dollars.
- Vegetable, fruit and edible fruit preparations (10.21%): before the trade agreement its export value was 14.49 million dollars and after the signing of the agreement it was 32.84 million dollars.
- Preparations based on cereals, starch, starch or milk (7.49%): before the trade agreement its export value was 13.63 million dollars and after the signing of the agreement it was 19.82 million dollars.
- Other activities (20.93%).

3.1.3 Agricultural sector imports

The imports from the United States' agriculture sector to Colombia comprised on average 7.79% of total imports to the Colombian market before the signing of the trade agreement; however, this average value rose to 8.43% after the ratification of the trade agreement (Avella López, 2021).

For Stellan & Buitrago (2017) imports of the Colombian agricultural sector between 2007 and 2018 were mostly concentrated in these sectors:

- Cereals (82.71%): had an increase of 8.82% up to 2018.
- Seeds and oleaginous fruits (10.62%): had an increase of 6% up to 2018.
- Fruits and edible fruits (3.6%): had an increase of 0.74% through 2018.
- Vegetables and tubers (2.15%): had an increase of 0.2% through 2018.

3.1.4 Agro-industrial imports

The imports from the U.S. agro-industrial sector to Colombia comprised on average 5.4% of total imports to the Colombian market before the signing of the trade agreement; however, this average value went to 4.73% after the ratification of the trade agreement (Avella López, 2021).

According to Stellan & Buitrago (2017) imports of the Colombian agricultural sector between 2007 and 2018 were mostly concentrated in these sectors:

- Residues and waste from food industries (40.6%): decreased its share within imports by 7.67%.
- Fats and oils (27.6%): decreased its participation in imports by 9.73%.
- Miscellaneous preparations (11.6%): increased its share in imports.
- Beverages - alcoholic liquids and vinegar (3.8%): increased their share in imports.
- Sugars and confectionery (3.58%): decreased their share in imports by 0.6%.
- Other activities (12.8%)

Below is a table with pre- and post-trade agreement values of goods in the agricultural sector.

Table 1 The growth rate of exports and imports of the agricultural sector pre- and post-Colombia - United States trade agreement.

Economic activity	Exports		Imports	
	Pre FTA growth rate	Post FTA growth rate	Pre FTA growth rate	Post FTA growth rate
Floriculture	-10,91	23,59	-5,72	7,5
Horticulture	-17,42	31,73	-14,39	47,2
Fruit growing	-6,68	31,08	4,27	70,16
Tea, herbs, spines	4,69	26,48	7,34	55,3
Cereals	3,84	370,15	-19,75	58,5
Milling products	-4,5	18,18	149,7	9,63
Seeds, oleaginous fruits	14,74	36,6	-11,99	82,22
Gums, resins	11,2	101,63	10,43	12,85
Braided materials	32,79	143,6	84,94	5,98

Source: Based on Departamento Administrativo Nacional de Estadística (2015) adapted by the author.

The data of cereal exports after the signing of the trade agreement increased significantly, due to the fact that the only products that registered exports were quinoa cereal and other types of oats (Avella López, 2021).

Below is a table with pre- and post-trade agreement values for goods in the agro-industrial sector.

Table 2 The growth rate of agro-industrial exports and imports pre and post Colombia - United States trade agreement.

Economic activity	Exports		Imports	
	Pre FTA growth rate	Post FTA growth rate	Pre FTA growth rate	Post FTA growth rate
Animal or vegetable fats and oils.	2,03	51,91	6,15	19,85
Preparations of meat, fish or crustaceans, mollusks or other aquatic invertebrates.	51,78	5,05	0,09	45,02
Sugars and sugar confectionery	5,0	97,21	18,41	55,85
Cocoa and cocoa preparations	-6,48	62,17	-11,76	77,06
Preparations based on cereals, flour, starch or milk.	-15,93	45,82	21,15	57,23
Vegetable preparations	-4,31	46,6	-0,9	60,75
Miscellaneous food preparations	13,22	14,21	-6,43	40,93
Beverages, alcoholic liquids	-6,05	44,56	9,82	85,71
Residues and wastes from food industries: prepared animal feeds.	11,18	78,43	-8,57	47,69
Tobacco and tobacco substitutes	-60,91	14,25	-14,83	722,36

Source: Based on Departamento Administrativo Nacional de Estadística (2015), adapted by the author.

In global terms, before the trade agreement, the growth rate of agro-industrial exports from Colombia to the United States was negative with an average value of 1.04%; However, as of 2012, after the signing of the trade agreement, this rate became positive, reaching an average of 46%. On the other hand, imports of the agro-industrial sector from the United States before the trade agreement grew by an average of 1.31%; however, with the ratification of the agreement, they grew by 121.24% (Avella López, 2021). As can be seen in table N.2 cocoa and its preparations, cereal-based preparations, vegetable preparations, alcoholic beverages and liquids, and tobacco and substitutes showed an average decrease in exports before the agreement; while with the creation of the agreement, these activities showed a positive growth rate.

In contrast, for Colombia, other agro-industrial economic activities maintained a surplus trade balance (except for animal or vegetable fats and oils, processed food fats, animal or vegetable waxes, and residues and wastes from food industries) that after the ratification of the trade agreement showed deficits, such as:

- Preparations of meat, fish or crustaceans, mollusks, or other aquatic invertebrates.
- Preparations of vegetables, fruits and edible fruits.
- Preparations based on cereals, flour, starch, or milk.
- Products of miscellaneous food preparations.

It must be taken into consideration that although the above products increased their exports significantly, they were surpassed by imports from the United States to Colombia, and the Colombian market was also surpassed in several economic activities. In either case, no contingency mechanisms or safeguards were implemented as a protective measure to manage the increase in imports (Avella López, 2021).

It must also be noted that some of the products that caused the trade deficit in such activities within the framework of the agreement did not represent relevant importance in export operations or, failing that, are not produced by the Colombian business association, so under these circumstances imports from the United States were encouraged (Vargas Franky & Núñez, 2020).

3.1.5 Trade balances

Colombia's trade balance with the United States for the agricultural sector has been favorable for Colombia between 2007 and 2018. Before the FTA, there was already an average surplus of US\$338 million, which decreased to US\$230 million after the ratification of the FTA, however, the balance remains in the positive.

Colombia's trade balance with the United States concerning the agribusiness sector has been negative for Colombia between 2007 and 2018. Before the FTA, there was already an average deficit of \$251.58 million, which rose to \$400.14 million after the ratification of the FTA. This means that during this period the deficit increased by 59% (Avella López, 2021).

3.1.6 Exportable supply

One of the main intentions of the trade agreement between Colombia and the United States was the liberalization of the North American market for the South American country, however, the exportable supply for year 2007 had 123 products and in 2018 that number decreased to 112. In addition to this, the exports of the agricultural basket did not diversify, since it was also observed that before the signing of the agreement, there was already an average drop of 5% of the products exported from Colombia to the United States; and after the signing of the agreement, there was only an annual average increase of 2.2% (Vargas Franky & Núñez, 2020). The agricultural basket is concentrated in 23 of the 140 products that are exported on average from Colombia to the U.S. market (Avella López, 2021). This shows that the tariff preferences and the new market access conditions for the universe of products negotiated were not taken advantage of taking into account that currently almost all agro-industrial goods have free access to the United States market.

With respect to the entry of new tariff items to the United States under the trade agreement, it was observed that of the 35 goods exported for the first time, only 4 reported FOB values above half a million dollars; the others were traded sporadically and with lower records. Due to this, complexity is generated in customs procedures, because certification of origin is required for goods exceeding 1500 dollars FOB, so most exports must comply with this requirement (Fenwarth & Henao, 2013). As a direct consequence of the agreement the access of new agro-industrial products and new market access was not given because the agreement did not provide a significant incentive for the export of new agro-industrial goods to the U.S. market.

3.1.7 ATPDEA

While it is true that Colombia already had a tariff benefit under the ATPDEA before the agreement, the ratification of the trade agreement with the United States consolidated Colombia's unilateral preferences. In this case, the United States plays an important role in the Colombian flower sector (the most favored sector after the signing of the agreement) because the Free Trade Agreement gave security to flower growers that the 0% tariff would be maintained regardless of whether the ATPDEA was renewed or not (Navarrete López, 2019).

3.1.8 Industry

Within the framework of the free trade agreement, there was evidence of an incentive to access new firms to the agro-industrial export trade in most of the departments of Colombia, although this was not the case in all of them, this modest drop was overcome by the entry of new entrepreneurs in the other departments (Lumbaque Melo, 2021).

3.1.9 Other considerations

A common denominator observed in the collection of information was that Colombia presents a series of disadvantages, among which the following stand out:

- Poor condition of main and auxiliary roads.
- Low levels of industrialization and technification.
- Low levels of education of agricultural producers.
- High domestic manufacturing costs.
- Demanding consumption.
- Low prices of manufacturing inputs.
- Prices of goods below their production.

As illustrated, the main problem around the treaty between two very different economies are the disparities in productivity and state support, since Colombian farmers lack technological alternatives that allow them to be more competitive and the lack of government support for their sustainability (Martinez Molina & Narvaez Padilla, 2019).

3.2 Results obtained for Peru after the literature review

It must be taken into consideration that the number of documents found for Peru in the outline of the free trade agreement with the United States was less compared to that found with respect to Colombia because the database showed more relevant information from Colombia.

3.2.1 Exports

Below, is a table with the percentage variation of exports of the agricultural sub sector to the United States after the signing of the Free Trade Agreement in the period 2009 - 2017.

Table 3 The exports of the agricultural sub sector of all agro-exporting regions of Peru to the United States between 2009 to 2018.

Years	Agricultural exports to the United States in millions of dollars	Variation between years in %
2009	354	-
2010	425	19,8%
2011	510	20,0%
2012	564	10,7%
2013	687	21,9%
2014	828	20,4%
2015	1004	21,3%
2016	1096	9,1%
2017	1231	12,3%
2018	1373	11,5%

Source: Based on Trade Map, adapted by the author.

As can be seen by the previous graphic, agricultural exports from Peru had positive balances every year. The year 2013 had the largest fluctuation with an average value of 21.9% compared to the year before the US market due to the growing demand for Andean grains in the market, for the trend of organic and healthy goods, being the most requested quinoa and kiwicha (Andean grains). Although the variation has been positive since 2016, it has been extremely small compared to previous years, only increasing from 9.1% to 12.3% (Mendoza Cerna, 2019). Similarly, Peru's exports to the US market under the terms of its trade agreement have steadily increased.

Below, is a table with the percentage variation of exports of the agro-industrial subsector to the United States after the signing of the Free Trade Agreement in the period 2009-2017.

Table 4 The exports of the agro-industrial subsector from all agro-exporting regions of the country to the United States between 2009 to 2018.

Years	Exports of the agro-industrial subsector to the United States in millions of dollars	Variation between years in %
2009	364	-
2010	459	26,1%
2011	706	53,7%
2012	531	-24,8%
2013	525	-1,2%
2014	650	23,8%
2015	609	-6,3%
2016	655	7,7%
2017	629	-4,1%
2018	626	-0,5%

Source: Based on Trade Map, adapted by the author.

As shown in Table N. 4 most of the variations in the period from 2009 to 2018 were negative, with 2016 as the last year in which this figure had an increase with an average value of 7.7% compared to previous years. This is due to an increase in exports of products with an added value, the most requested goods being preserved asparagus and preparations for animal feed among others (Mendoza Cerna, 2019).

The ratification of the Free Trade Agreement between Peru and the United States in 2009 represented an opportunity for the Latin American country to increase its exports, maintaining the dynamism that began to be noticed in 1991 when tariff benefits were obtained for the entry of some Peruvian goods into US territory (Mendoza Medina, 2022). Though the agricultural sector experienced a steady increase in exports, it failed to meet the expected standard because, despite the doubling of exports over a 10-year period, its growth was projected to be greater than it was. Although agricultural exports have experienced minimal development, the industry continues to be a major contributor to the country's economy, because it is maintained by private investment and consequently a constant stream of foreign currency (Mendoza Cerna, 2019).

It is worth mentioning that agro-exports from Peru have a lower share compared to total Peruvian exports, representing only 20% to 25% average. It is evident that agro-exports are not the industry most in demand in Peru, due to the lack of development of products with added value, since the vast majority of agricultural products are raw materials. Peru's low share of foreign trade is due to the fact that, despite offering quality products, there is no emphasis on adding value to these products in order to be more sought after in the US market, besides not seeking to enter new markets and not competing with other countries (Trujillo Cubillas, 2018).

However, one of the main benefits within the framework of the trade agreement was the tariff reduction and the reduction of non-tariff barriers, which as a consequence generated the increase in Peruvian exports.

Table 5 Tariff reduction categories used in the trade agreement between Peru and the United States

Categories of tariff reduction	
A	The goods are duty free.
B	Tariffs abolished in five equal annual steps. Duty free from 1 January of the year five
C	Tariffs shall be eliminated in ten equal annual steps. They shall be duty-free from 1 January of the year ten
D	Tariffs to be eliminated in 15 equal annual steps
E	Tariffs will have to be eliminated in seven equal annual steps, starting from year ten
F	Duty – free Treatment

Source: Ministerio de Comercio Exterior y Turismo (n.d.) adapted by the author.

As the table makes clear, the tariffs of Peru were reduced in categories which granted benefits to some products or services more than others. It is important to mention that tariff reduction encourages the increase of diversification of the export basket in general, because goods or services become more attractive to the market. As a result, many agricultural products benefited from this situation, in particular by directly benefiting agro-exports (Mendoza Medina, 2022).

The evolution of agro-exports: between 2009 and 2019, after the signing of the Free Trade Agreement between Peru and the United States, agricultural production for export had an annual increase of approximately 6.4%, increasing agro-exports to the US market by 178% (Quispe Cuadrado & Onofre Silva, 2020). This was mainly due to the increase in demand for fruit, increasing from \$741 million in 2008 to \$2,064 million in 2017, which was also reflected in the greater diversification of agro-exports, being the main exported products blueberry, mango, grape, and avocado among others (Vivar Conorado, 2021).

Diversification of the agro - basket: the export basket from Peru to the United States consisted of a greater and more varied number of products, so it went from exporting mainly traditional products, such as coffee, to exporting non-traditional agricultural goods.

Timeline of the main agricultural exports of Peru to the United States:

- Between 2009 and 2010, the principal products exported were coffee and asparagus, followed by grapes (Vivar Conorado, 2021).
- In 2011, the principal products exported were fresh asparagus, canned artichokes, grapes, mangoes, avocados, onions, preserved asparagus, paprika and organic bananas (Colonia Luy & Carrillo Caceres, 2019).
- In 2015 and 2016, the main products exported were fresh and frozen asparagus, grapes and unroasted coffee.
- In 2017, the main products exported were grapes, fresh and frozen asparagus, unroasted and decaffeinated coffee, avocado and blueberries (Valle Colchao & Villareal Carillo, 2021).
- In 2018, Peru became the second supplier of mango and avocado and third supplier of blueberries to the United States. In addition, the number of agro-exporting companies increased compared to past years, reaching 951 companies (Arroyo Gordillo et al., 2016).
- In 2019, a new record was set in agro-exports, with grapes, blueberry, avocado, tangerine, mango and frozen strawberry being the most exported products; olives, onions, cocoa derivatives, paprika, quinoa and asparagus were also exported. For the year 2019, non-traditional agricultural goods had a greater participation in the Peruvian agricultural export basket, with asparagus exports in different presentations and fruit exports the most outstanding (Mendoza Cerna, 2019).

3.2.2 Imports

Below, is a table with the percentage variation between years of imports of the main capital goods in the agricultural sector after the signing of the Free Trade Agreement between Peru and the United States in the period 2007 - 2017, expressed in metric tons (MT).

Table 6 Percentage change between years of imports of the main capital goods in the agricultural sector after the signing of the Free Trade Agreement between Peru and the United States in the period between 2007 to 2017.

Volume of imports of agricultural capital goods between 2007 to 2017 measured in MT		
Years	Import Volume	Variation %
2007	568	-
2008	2088	267,61
2009	843	-59,63
2010	904	7,24
2011	1339	48,12
2012	1246	-6,95
2013	1372	10,11
2014	1955	42,49
2015	1755	-10,23
2016	2196	25,13
2017	1959	-10,79

Source: Based on Trade Map, adapted by the author.

As can be seen in table N. 6 between 2007 and 2008 there was an accelerated growth in imports of capital goods from the United States, this due to the reduction in the percentage of the Ad Valorem in 2007, which went from 6 levels to 4 levels (Navarro Celis, 2018).

Due to the contraction of the world economy caused by the financial crisis that began in 2009, the amount of capital goods imported from the agricultural sector decreased, as shown in Table N. 6. Derived from the crisis, the trade agreement did not have the intended impact since the beginning of its negotiations, however, due to the gradual global recovery, in 2010 there was a slight growth (Vivar Conrado, 2021). Agro – exports from the United States to Peru rose from 15% to 18% on average demonstrating that the U.S. has a tendency to be its largest exporter in this area. (Navarro Celis, 2018).

Below, is a table with the variation between years of imports of the main capital goods in the agricultural sector in FOB value after the signing of the Free Trade Agreement between Peru - United States in the period 2007 - 2017.

Table 7 Percentage change in imports of the main capital goods in the agricultural sector in FOB value after the signing of the Free Trade Agreement between Peru - United States in the period between 2007 to 2017.

Volume of imports of agricultural capital goods between 2007 - 2017 measured in MT		
Years	Import Volume	Variation %
2007	3352	-
2008	8275	146,87
2009	9308	12,48
2010	6591	-29,19
2011	13560	105,74
2012	10205	-24,74
2013	13636	33,62
2014	17317	26,99
2015	17117	-1,15
2016	22012	28,60
2017	17577	-20,15

Source: Based on Trade Map, adapted by the author.

As can be seen in the period 2007 – 2017, there was a growing trend of imports of capital goods in value FOB of the agricultural sector, because in most years the values of the variations were positive.

Below, is a table with the price variation of imports of the main capital goods in the agricultural sector after the signing of the Free Trade Agreement between Peru and the United States in the period 2007 - 2017.

Table 8 Change in import prices of the main capital goods in the agricultural sector after the signing of the Free Trade Agreement between Peru and United States in the period between 2007 to 2017

Price of agricultural capital goods imports between 2007 - 2017 measured in US dollars per MT		
Years	Import Volume	Variation %
2007	104,27	-
2008	22,40	-78,52
2009	129,41	477,72
2010	54,46	-57,92
2011	37,63	-30,90
2012	44,15	17,33
2013	57,43	30,08
2014	67,66	17,81
2015	64,03	-5,37
2016	72,29	12,90
2017	81,10	12,19

Source: Based on Trade Map, adapted by the author.

Table N.8 shows a decreasing trend in the prices of capital goods imports in the period 2007 - 2017. Something important that can be noted is the accelerated low and growth that occurred between 2007 and 2009, this is the highest peak in history, with an increase of 477.72% over the previous year. This is due to the increase in the value of the US dollar as a consequence of the financial crisis that hit the United States in 2008 and had a significant impact on Peru in 2009 (Vivar Conorado, 2021).

Specifically, there were four capital goods that played a greater role in US imports to Colombia:

- Imports of "Machines and appliances, for agriculture, horticulture, forestry, poultry or beekeeping" (Tariff Code 8436) showed a greater amount of import between the period 2007 - 2017, this machinery being the preferred for the sector, becoming part of the daily activity and part of the production process, having its highest peak in 2016.
- Imports of "Harvesting or threshing machines, including straw or fodder presses; lawn mowers and mowers; machines for cleaning or grading eggs, fruit or other agricultural products" (Tariff Code 8433) had the second highest value with respect to import volumes, having its highest peak in 2011.
- Imports of "agricultural, horticultural or forestry machinery, for the preparation or working of the soil or for cultivation" (Tariff Code 8432) did not show a very high growth in comparison with the other subheadings mentioned above, having its highest peak in 2008.
- Imports of "Machines for the cleaning, sorting or screening of seeds, grains or vegetables of dried pods; machines and apparatus for the milling or treatment of cereals or vegetables of dried pods; parts thereof" (Tariff Code 8437) as above, had no significant growth compared to previous years, having its highest peak in 2008 (Navarro Celis, 2018).

The free trade agreement between Peru and the United States between 2007 and 2017 shows that the evolution of import volume and value has had a growing trend. On the other hand, the evolution of the import price of capital goods in the agricultural sector has had a decreasing trend. This indicates that some of the most significant imports of capital goods related to the production of goods derived from the agricultural sector were made from the United States under the trade agreement.

3.3 Guidelines for Ecuador

In this section the specific objective number three is validated:

Ecuador, Colombia and Peru are three Latin American countries that, as mentioned above, share many similarities such as their natural resources, agriculture, manufacturing sector, dependence on exports, similar economic challenges, and more.

Ecuador is recognized as a country with a significant agricultural sector and with great potential, whether due to the diversity of products, the quality and reputation of the goods produced or the export potential of the industry. It can be said that the agricultural sector is in a favorable situation for its development and growth.

However, it should be noted that Ecuador's agricultural sector faces challenges, such as the lack of access to financing, the need to improve rural infrastructure and the sustainable management of natural resources. Therefore, in the event that Ecuador signs a free trade agreement with the United States, these are some guidelines that, after reviewing the literature, the country should follow in order to take better advantage of the agreement in the agricultural sector:

- a. Take advantage of existing or future trade agreements with the objective of improving the competitiveness of Ecuadorian companies. This can be achieved with technology and innovation within the agro-production industry.
- b. Increase the value of Ecuadorian products in the international market, because it is not enough to have only quality in primary products. The country should emphasize adding value to these products so that they can be more marketable to the US. Ecuador should also seek to enter new markets and compete with other countries.
- c. To seek to optimize the internal logistics management and organizational structure of the companies, given that in the Ecuadorian context there is a notable challenge for the consolidation of new companies and their subsequent competitiveness in the global arena.
- d. Train exporters and potential exporters, with the objective of improving skills, knowledge and productivity. This can be achieved by working together with PRO ECUADOR or the Chambers of Production of Ecuador.
- e. The production and export of non-traditional goods should be encouraged with the aim of diversifying the agro-export basket with the principal objective of having more competitive companies.
- f. However, the industry of traditional products that historically or by tradition the country has been producing and exporting should not be left aside. These include bananas, cocoa, coffee, flowers, shrimp, tropical fruits, rice, corn, among others. A possible trade agreement with the United States should seek to establish clear objectives that benefit both economies, such as the negotiation of tariff reductions as in the case of Peru.
- g. Identify the agricultural products most popular and demand in the U.S. market and negotiate them in the best possible way so that their exports are not affected after the signing of a possible trade agreement. This can be done using the current Multi-Party Trade Agreement between Ecuador and the European Union as a guide.
- h. Similarly, taking up the idea of paragraph g, a possible trade agreement focused on Ecuador's productive capacities should be negotiated, in order to maximize exports and avoid an increase in imports from the United States, as happened in the case of Colombia.
- i. It is also advisable not to direct all agricultural sector exports to a single destination, since this is not the best way to maximize exports within a country's economy.

4. Conclusion

It is important to highlight the evident commercial openness that Colombia and Peru have maintained over time thanks to their numerous trade agreements, primarily with the United States. Trade agreements, the result of the phenomenon of globalization and economic opening, generate great opportunities for the market of countries, however, they also cause risks for others.

In the case of Colombia, it can be concluded that:

Exports from Colombia's agricultural sector to the United States in the period 2007-2018 have suffered a percentage decrease compared to total exports to the US market, from 9.5% to 8.8%. Otherwise, the exports of the agro-industrial sector of Colombia to the United States on average suffered an increase with respect to total exports to the US market, rising from 1.67% to 1.93%.

Imports from the agricultural sector of the United States to Colombia had an average percentage increase after the signing of the trade agreement with respect to total imports to the Colombian market, going from 7.79% to 8.43%. In contrast, imports from the agro-industrial sector of the United States to Colombia fell on average by percentage after the signing of the trade agreement with respect to total imports to the Colombian market, from 5.4% to 4.73%.

It must be taken into account that some products increased their exports significantly, however, these were surpassed by imports from the United States to Colombia. Similarly, it was found that some of the products that caused the trade deficit in certain activities under the trade agreement were not relevant to the export operations or were not produced by the business association. Under these circumstances, imports from the United States were encouraged, this can be understood as Colombia lacking the capacity to satisfy the demand for agricultural products that the United States required.

Colombia's trade balance with the United States with respect to the agricultural sector has been favorable for Colombia between 2007 and 2018. In contrast, Colombia's trade balance with the United States with respect to the agro-industrial sector has been negative for Colombia between 2007 and 2018.

Taking into account some additional considerations, it was clear that Colombia has a number of drawbacks, including the following: poor condition of the main and auxiliary routes; low levels of industrialization and technification; low levels of education of agricultural producers; high domestic manufacturing costs; demanding consumption by the market; low prices of manufacturing inputs; prices of goods below their production.

In the case of Peru, it can be concluded that:

On the part of Peru there was a greater use of the signing of the trade agreement, despite this, the agricultural sector experienced a constant increase in exports but failed to satisfy the expected standards, because, though exports doubled over a 10-year period; their growth was expected to be higher than it was, this is defined in a minimal development of agricultural exports.

Similarly, it is evident that agro-exports are not the most demanded industry within Peru due to the lack of development of value-added products, since the vast majority of agricultural products are primary products. Peru's low share of foreign trade is because, despite offering quality products, there is no emphasis on adding value to these products so that they can be more demanded in the US market, in addition to not seeking to enter new markets and not competing with other countries

Continuing with the above, a brief summary is given of the most relevant points in Peru's exports and imports under its trade agreement with the United States:

It is evident that the exports of the agricultural sector to the United States had positive balances in years after the signing of the trade agreement, However, it is also evident that the exports of the agro-industrial sector to the United States had a low average percentage.

It is plain that the volume and value of imports of capital goods from the United States have had a growing trend, on the other hand, the evolution of the price of imports of capital goods in the agricultural sector has had a decreasing trend.

After analyzing the above information, I can deduce the following with respect to the free trade agreements between the United States, Colombia and Peru:

- a. It is clear that, although there is an increase in exports of agricultural and agro-industrial products thanks to the reduction of tariffs on goods or strong restrictions on imports, states should focus their efforts on implementing complementary cross-cutting economic policies (such as those related to infrastructure, science and technology, finance and internationalization) to promote economic activity. This suggests that Colombian and Peruvian companies must focus on improving their competitiveness in the market.
- b. It is apparent that trade agreements between nations so different, not only in size, but also in economies, culture, lifestyle, and more. Have always been widely criticized not only in the revised documents but also in the specialized international literature. It remains true, though, that it is still preferable to create such agreements (negotiating and implementing the appropriate use of protection mechanisms in sensitive sectors and products, as well as the implementation of mechanisms to encourage entrepreneurs to improve their competitiveness).
- c. It is evident that economic integration offers benefits to its participants, however, in many cases that benefit is not equitable between the parties.
- d. As in any negotiation, the less developed country suffers more, as was the case of the Latin American countries, because Colombia and Peru were more affected after the trade agreements

with the United States. However, the signing of trade agreements for Colombia and Peru with respect to the agricultural sector has been beneficial in general, since it has facilitated trade and increased exports of non-traditional goods to the U.S. market.

- e. After finishing the collection and filtering of documents, there was a clear lack of information on the trade agreement between Peru and the United States compared to all the information found with respect to Colombia.

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The following is a table with the documents accepted after literature review

Type of source	Author	Coding of sources	Year of publication	Country of origin	General theoretical content	Specific theoretical content	Databas e
Thesis	Rosa Luz Durán Fernández	A003	2021	Perú	Trade	The paper focuses on analyzing the impact of the entry into force of the aforementioned treaty and on verifying whether its application led to a considerable increase in exports of fresh Peruvian asparagus to the United States.	Google Scholar
Thesis	Paula Andrea Navarrete López	A005	2019	Colombia	Innovation and competitiveness in organizations	Assessment of the impact on employment, trade and investment in the flower sector	Google Scholar
Thesis	DAYANA ALEJANDRA ROJAS ÁVILA	A007	2017	Colombia	Trade	Implications and recommendations on the impact of the FTA, case of rice.	Google Scholar
Thesis	Melissa Stephanni Vargas Franky - José Rodrigo Núñez	A011	2021	Colombia	Economy	An observation of Colombia's agricultural microeconomy.	Google Scholar
Thesis	KELLY ANDREA ARIAS LOSADA - CLAUDIA	A012			Trade	It makes a sectoral analysis of the FTA with the United States showing which sectors grew or decreased with it, and thus with this information, show some numerical relationships of the FTA in the	Google Scholar

	ESTEFANY SALAZAR					agricultural sector, specifically in the case of fruits and flowers.	
Article	Trochez Gonzalez, Johanna; Valencia Cardenas, Marisol; Carlos Salazar, Juan	A016	2018	Colombia	Trade	This article proposes an evaluation of the effects of the Free Trade Agreement signed with the United States through the linear mixed model, having as response variable the weekly prices of white and yellow corn traded in the main Colombian marketplaces in a period of time between June 1996 and December 2016, where there was a decrease in market prices, affecting the income of Colombian corn producers.	Web of science
Article	Stellian, Remi; Paola Danna-Buitrago, Jenny	A018	2017	Colombia	Foreign trade	It has as results that exports have decreased, possibly due to the reduction of oil prices in recent years, which stands out as the main export item, although with less participation than in 2012, while the manufacturing and agricultural sectors reflect an increase in their exports.	Web of science
Article	Manuel Elías Valle Colchao - Ilse Anai Villarreal Carrillo	A034	2021	Argentina	Trade	The objective of this research is to analyze the influence of external openness on the specialization of the Peruvian avocado export sector.	Redalyc
Article	Pedro Arroyo Gordillo - Mario Rojas Delgado - Fernando Kleeberg Hidalgo	A044	2016	México	Foreign trade	The study of productive diversification to improve competitiveness in Peru's trade agreements.	Redalyc

Thesis	Viviana Argüello Vargas y Laura María Lagos Murillo	A140	2019		Trade	It talks about the exports of the flower, tobacco and cigarette, dairy, coffee and fruit subsectors, which are part of the agricultural sector in Colombia, in the years 2010, 2012, 2014 and 2016.	Google Scholar
Thesis	Lina María Lumbaque Melo	A141	2021	Colombia	Risks in agricultural production	The objective of this work is to describe the risk factors to which workers in the agricultural sector are exposed, through a literature review.	Google Scholar
Thesis	CAROL ANDREA MARTINEZ MOLINA - KEILA PATRICIA NARVAEZ PADILLA	A142	2019	Colombia	Foreign trade	The main characteristics and implications of the negotiation of the Free Trade Agreement with the United States are identified, determining as essential arguments of this process the relationship and historical importance of this country in commercial and political matters.	Google Scholar
Thesis	Diego Andrés Avella López	A143	2021	Bogotá Colombia	Trade	It evaluates the commercial behavior of the Colombian agricultural (excluding coffee) and agroindustrial sector for the period 2007-2018, emphasizing the export dynamics within the framework of the FTA between Colombia and the United States.	Google Scholar
Thesis	KEVIN ANTHONY QUISPE CUADRADO y STEPHANY ANDREA	A158	2020	Perú	Agricultural trade	It intends to demonstrate a non-experimental correlation of how the agro-industrial sector of Peruvian exports has evolved since the signing of the Free Trade Agreement between the United States and Peru in the period 2006 to 2018.	Google Scholar

	ONOFRE SILVA							
Thesis	RONALDO ALBERTO HORNA SOLIS y KATHERINE LEIDY POMA CORDOVA	A160	2019	Perú	Labor business	-	For this reason, this descriptive and propositional thesis seeks to identify, determine and propose the possible repercussions of labor breaches of agro-exporting companies in the department of Lambayeque on exports to the United States within the framework of the Free Trade Agreement (FTA), through documentary analysis (traditional agricultural exports, history of labor breaches), as well as the use of surveys and interviews to determine the reality of the problem.	Google Scholar
Thesis	Colonia Luy, Dayana Patricia y Carrillo Caceres, Rosa Alejandra	A161	2019	Perú	Foreign trade		This study is about the factors that influenced the levels of organic banana exports to the U.S. market in the period from 2013 to 2017.	Google Scholar
Thesis	Humberto Alejandro Trujillo Cubillas	A162	2018	Perú	Trade		The time period does not correspond to actual results on trade agreements.	Google Scholar
Thesis	Karolina de Jesús Mendoza Medina	A164	2022	Perú	Trade		We analyze whether the trade agreement influenced the degree of diversification of the Peruvian agroexport basket between 2000 and 2019.	Google Scholar
Thesis	Br. Luz Dayana	A165	2019	Perú	Trade		This is applied research with a quantitative approach, the design is non-experimental and longitudinal, the	Google Scholar

	Mendoza Cerna					level is descriptive on exports from Peru to the United States in the agricultural sector.	
Thesis	NAVARRO CELIS, SHEYLHA FRANCESCO A ILONA	A166	2018	Perú	Trade	The general objective to determine the evolution of the import of capital goods in the agricultural sector after the FTA between Peru - United States in the period 2007 - 2017.	Google Scholar
Technical bulletin	DANE	A169	2015	Colombia	Economy	It shows statistical data on rice within the trade agreement between Colombia and the United States.	Google Scholar
Report	Andrés Espinosa Fenwarth, Laura Pasculli Henao	A170	2013	Colombia	Foreign trade	The report deals with the preparation, negotiation, implementation and exploitation of the trade agreement between Colombia and the United States with emphasis on the agricultural sector.	Google Scholar

