



Aric Newhouse

*Senior Vice President
Policy and Government Relations*

October 19, 2017

United States Senate
Washington, DC 20510

Dear Senators:

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. Con. Res. 71, the vehicle for the Senate's FY 2018 Budget Resolution.

This resolution takes the critical first step towards reforming our nation's tax code. Our outdated tax code saddles manufacturers, large and small, with high statutory rates, keeps foreign earnings trapped offshore and saps resources that could be used to fuel growth.

Manufacturers continually rank tax costs as a top business challenge with more than 87 percent of respondents to the most recent NAM outlook survey indicating that pro-growth tax reform would address their concerns. Moreover, more than 60 percent of survey respondents indicated that tax reform would make their company more likely to increase capital spending or expand their businesses --- which is significant because every \$1.00 spent in manufacturing adds an additional \$1.81 to the economy.

The 12.3 million manufacturing workers in the United States also deserve a better tax code. Manufacturers would hire more workers and increase wages and benefits if tax reform were enacted. In 2015, the average manufacturing worker earned nearly \$82,000 per year in salary and benefits.

The NAM's Key Vote Advisory Committee has indicated that votes on H. Con. Res. 71, including procedural motions, may be considered for designation as Key Manufacturing Votes in the 115th Congress.

Thank you for your consideration.

Sincerely,

A handwritten signature in black ink that reads 'Aric Newhouse'.

Aric Newhouse

Key Manufacturing Vote