



Aric Newhouse

Senior Vice President  
Policy and Government Relations

December 18, 2017

U.S. 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 the Conference Report to H.R. 1, the Tax Cuts and Jobs Act.

American workers need bold tax reform to not just raise their job prospects but to improve their lives. For years, manufacturing workers have sought an updated tax code that spurs economic growth and global competitiveness. Instead, they have a system that holds our nation back due to high tax rates on our small manufacturers, the backbone of our economy, and hinders large manufacturing enterprises that provide livelihoods for millions of families. Manufacturers are saddled with arcane rules for taxing international income and significant compliance burdens that exacerbate our competitive disadvantage. We are counting on you to lift up these hardworking men and women.

The Conference Report to H.R. 1 takes the important steps toward addressing five key elements that NAM members believe will set the stage for manufacturing growth: a lower corporate rate, reduced burdens on business income earned by pass-through entities, a territorial tax system, robust incentives for capital equipment purchases and retention of tax incentives for research and development. While this bill could go even further to address these key areas that promote added economic growth, it still provides the opportunity to strengthen the manufacturing economy.

With this vote, you have the ability to improve manufacturers' global competitiveness, grow the economy, spur investment and create more well-paying manufacturing jobs. For every \$1.00 spent in manufacturing an additional \$1.89 is added to the economy. In 2015, the average manufacturing worker earned nearly \$82,000 per year in salary and benefits. In short, passing historic tax reform will lead to better jobs, better wages and better opportunities for more people to achieve their American Dream.

The NAM's Key Vote Advisory Committee has indicated that votes on the Conference Report to H.R. 1, 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