

Missouri Manufacturers and Workers Rely on North American Trade

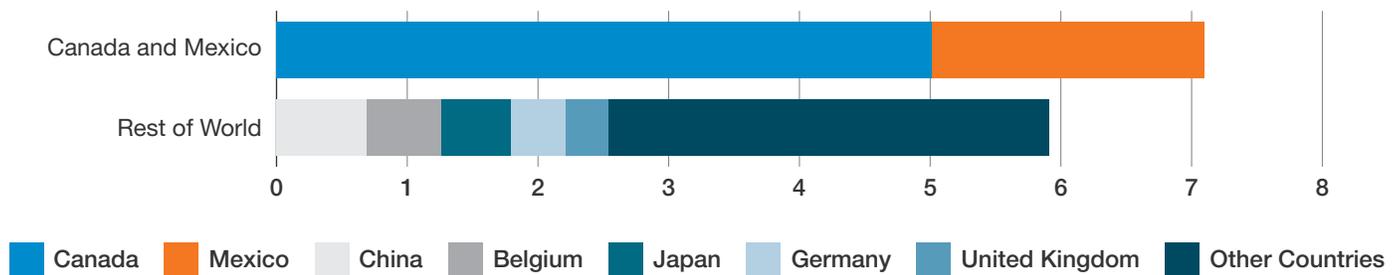


ECONOMY AND EXPORTS

Trade is important for Missouri, helping Missourians to sell more of what they make to more customers around the world. More sales equals more good-paying jobs and a stronger economy across the state. Missouri's ability to sell more American-made products to Mexico and Canada is tied directly to NAFTA. In fact, Missouri manufacturers sell nearly one-fifth of their total manufacturing production to Canada and Mexico.

Canada And Mexico Purchase More Manufactured Goods From Missouri Than The Rest Of The World Combined:

Missouri Manufactured Goods Exports, in Billions of U.S. Dollars, 2017



Source: U.S. Department of Commerce

Missouri's top exports to Canada and Mexico: motor vehicles, food and beverages, chemicals, aerospace products and parts, electrical equipment and components, fabricated metal products, other nonferrous metals, plastics, motor vehicle parts, certain machinery.

Missouri Manufacturers Rely on North America: Canada and Mexico represent less than 4 percent of the global economy, but they are big purchasers of Missouri goods, purchasing substantial portions of Missouri's foreign sales of major manufactured goods, supporting well-paying jobs in communities across Missouri.

10x BIGGER

Missouri's aerospace exports to Canada and Mexico have increased more than 10-fold over the last decade.

2x BIGGER

Missouri's food and beverage exports to Canada and Mexico have more than doubled over the last decade.

SMEs = WINNERS

Missouri's small- and medium-sized businesses comprise nearly 70 percent of the state's exporters of transportation equipment to Canada and Mexico.

1 OUT OF 5

Missouri Manufacturing Firms Export to Canada and Mexico

- 1,142 firms
- 71 percent are small and medium-sized businesses supporting local economies

1 OUT OF 8

Missouri Manufacturing Jobs Depend on Manufacturing Exports to Canada and Mexico

- More than 31,200 workers
- Export-dependent jobs are usually full-time, pay higher-than-average wages and offer real career opportunities to middle-class workers

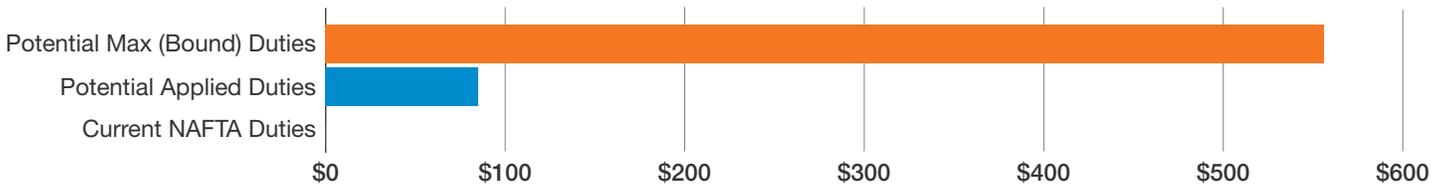
Connect with Us!



Missouri Without NAFTA: Less Manufacturing and Fewer Jobs

Without NAFTA, Missouri's manufactured goods exports to Mexico alone could face a minimum of \$84 million to \$556 million in extra taxes (compared to zero tariffs today). As a result, many of Missouri's manufacturers and the workers and communities they support will lose sales as competitors from Europe and Asia continue to enjoy zero tariffs. The result will be less manufacturing production and fewer good-paying American jobs in Missouri and throughout the United States.

Tariffs on Missouri Manufacturers Exporting to Mexico (in Millions of U.S. Dollars):



Source: NAM analysis of data reported by the U.S. Department of Commerce

Making NAFTA Better

As talks proceed to modernize NAFTA, manufacturers across Missouri and the United States are seeking improvements that will boost manufacturing competitiveness so that our manufacturers can reach more customers, expand local production and sustain and grow well-paying jobs across America:

- **Eliminate any remaining unfair barriers** or market distortions in Canada and Mexico.
- **Raise standards to U.S. levels**, including with respect to transparency, fair competition and good regulatory practices and the protection of private property, investment overseas and intellectual property.
- **Modernize the agreement** to include new digital trade provisions important to small manufacturers and those creating and relying on new technologies.
- **Remove unnecessary red tape** at the border and duplicative regulations that hold our manufacturers back.
- **Stop trade cheating from foreign countries** by seeking greater collaboration with our NAFTA partner nations.
- **Strengthen neutral and strong enforcement mechanisms**, including investor-state dispute settlement, so that our trading partners live up to their commitments.

This is what a better NAFTA looks like, and it's exactly the kind of deal our government can, and should, achieve in the context of the current NAFTA negotiations with Canada and Mexico. Not only does it prevent the negative economic effects of a bad deal or unilateral withdrawal, but it also makes things better in the United States by raising standards, strengthening enforcement and ensuring American companies and American workers are treated fairly.

In Brief: Missouri's Manufacturing Trade and Employment Data

\$39 billion in Total Manufacturing Output (2016)

Total Manufactured Goods Exports: \$13 billion To World (2017)		\$7.1 billion To Canada/Mexico (2017)		5,397 Total Manufacturing Firms (2015)	1,142 Manufacturing Firms Exporting to Canada/Mexico	
266,075 Manufacturing Employment (2017)		31,229 Manufacturing Employment Tied to Exports to Canada/ Mexico		Average Annual Compensation: \$68,737 Manufacturing (2016)		\$44,399 Nonfarm Business (2016)

Source: NAM analysis of data reported by the U.S. Department of Commerce

Connect with Us!

