

USMCA Passage is Critical for New Jersey Manufacturers and Workers

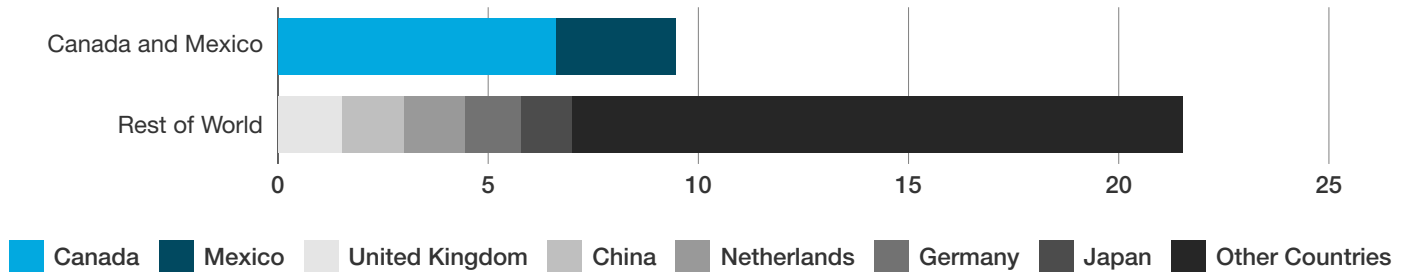


ECONOMY AND EXPORTS

Trade is important for New Jersey, helping New Jerseyans sell more of what they make to more customers around the world. More sales equal more well-paying jobs and a stronger economy across the state. New Jersey's ability to sell more American-made products to Canada and Mexico is tied directly to tariff-free and rules-based trade in North America.

Canada and Mexico purchase nearly one-third of New Jersey's total global manufacturing exports

New Jersey Manufactured Goods Exports, in Billions of U.S. Dollars, 2018



Source: U.S. Department of Commerce

New Jersey's Top Exports to Canada and Mexico: chemicals; food and beverages; other nonferrous metals; petroleum and coal products; plastics; pharmaceuticals and medicines; fabricated metal products; computer equipment; paper products; miscellaneous manufactured commodities.

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

30% BIGGER

New Jersey's chemicals exports to Canada and Mexico have increased by nearly 30 percent over the last decade.

30% BIGGER

New Jersey's food and beverages exports to Canada and Mexico have increased by more than 30 percent over the last decade.

SMEs = WINNERS

New Jersey's small- and medium-sized businesses comprise 83 percent of the state's exporters of chemicals to Canada and Mexico, and 85 percent of the state's exporters of food products to Canada and Mexico.

ONE OUT OF FOUR

New Jersey Manufacturing Firms Export to Canada and Mexico

- 1,925 firms
- 81 percent are small- and medium-sized businesses supporting local economies

MORE THAN 15,500

New Jersey Manufacturing Jobs Depend on Manufacturing Exports to Canada and Mexico

- Export-dependent jobs are usually full time, pay higher-than-average wages and offer real career opportunities to middle-class workers.
- New Jersey manufacturing workers make on average \$92,046 in total annual compensation compared to \$54,195 for workers across all private nonfarm industries.

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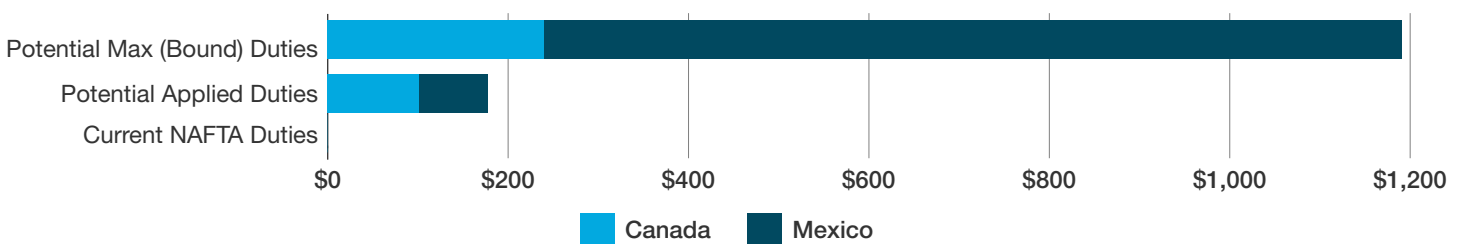
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New Jersey Without the U.S.–Mexico–Canada Trade Agreement: Less Manufacturing and Fewer Jobs

Without tariff-free trade across North America secured by a strong trade agreement, New Jersey’s manufactured goods exports to Canada and Mexico could face a minimum of \$178 million to \$1.2 billion in extra taxes (compared to zero tariffs today).

As a result, many of New Jersey’s manufacturers and the workers and communities they support would lose sales as competitors from Europe and Asia continue to enjoy zero tariffs. The result would be less manufacturing production and fewer well-paying American jobs in New Jersey and throughout the United States.

Tariffs on New Jersey Manufacturers Exporting to Canada and Mexico (in Millions of U.S. Dollars):



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

In Brief: New Jersey’s Manufacturing Trade and Employment Data \$49 Billion in Total Manufacturing Output (2017)

Total Manufactured Goods Exports: \$31 billion To World (2018) \$9.5 billion To Canada/Mexico (2018)		Manufacturing Firms: 7,100 Total Manufacturing Firms (2015) 1,925 Manufacturing Firms Exporting to Canada/Mexico	
Employment: 252,267 Total Manufacturing Employment (2018) 15,566 Manufacturing Employment Tied to Exports to Canada/Mexico		Average Annual Compensation: \$92,046 Manufacturing (2016) \$54,195 Nonfarm Business (2016)	

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

Congressional passage of the United States–Mexico–Canada Agreement will help New Jersey manufacturers grow in the United States, compete globally and support millions of well-paying manufacturing jobs across the country.

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