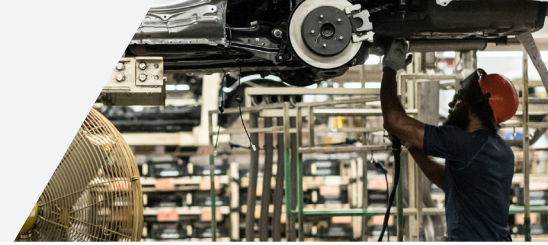


# USMCA Passage is Critical for Oklahoma Manufacturers and Workers

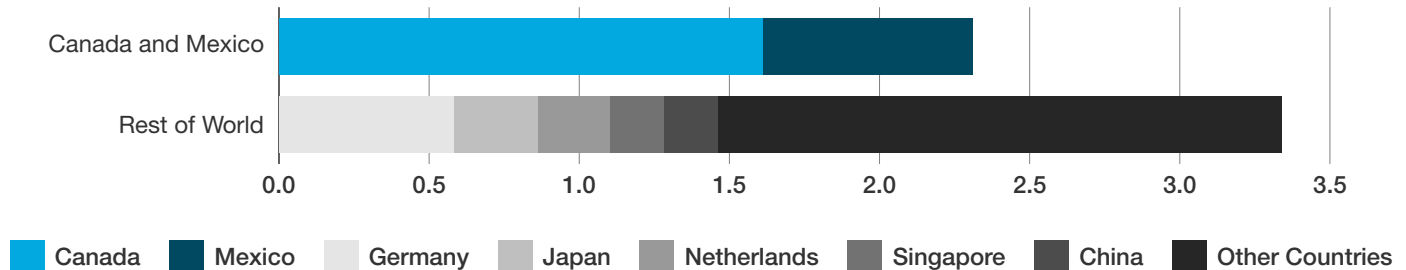


## ECONOMY AND EXPORTS

Trade is important for Oklahoma, helping Oklahomans 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. Oklahoma'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 more than two-fifths of Oklahoma's total global manufacturing exports

### Oklahoma Manufactured Goods Exports, in Billions of U.S. Dollars, 2018



Source: U.S. Department of Commerce

**Oklahoma's Top Exports to Canada and Mexico:** chemicals; fabricated metal products; other machinery; motor vehicles; HVAC and refrigeration equipment; household appliances; iron and steel; aerospace products and parts; petroleum and coal products; electrical equipment and components.

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

## 3x BIGGER

Oklahoma's chemicals exports to Canada and Mexico have increased nearly 3-fold over the last decade.

## 2x BIGGER

Oklahoma's HVAC and refrigeration equipment exports to Canada and Mexico have more than doubled over the last decade.

## SMEs = WINNERS

Oklahoma's small- and medium-sized businesses comprise 63 percent of the state's exporters of chemicals to Canada and Mexico, and 79 percent of the state's exporters of machinery to Canada and Mexico.

## ONE OUT OF FIVE

### Oklahoma Manufacturing Firms Export to Canada and Mexico

- 594 firms
- 72 percent are small- and medium-sized businesses supporting local economies

## MORE THAN 10,400

### Oklahoma 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.
- Oklahoma manufacturing workers make on average \$65,265 in total annual compensation compared to \$39,068 for workers across all private nonfarm industries.

## Connect with Us



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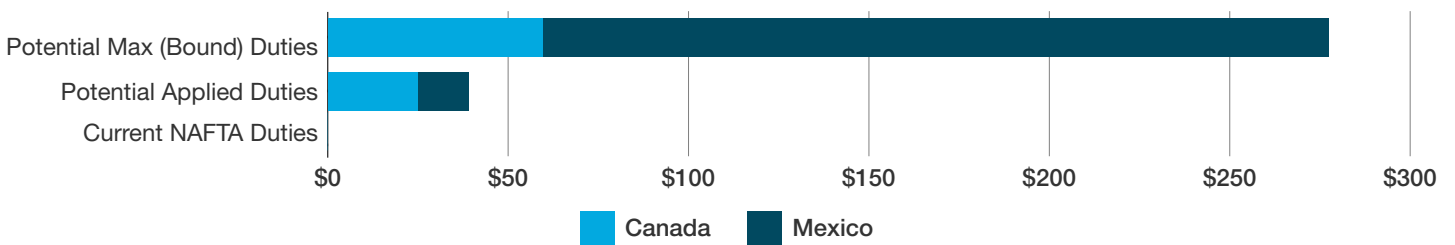
 NATIONAL ASSOCIATION OF  
Manufacturers

# Oklahoma 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, Oklahoma’s manufactured goods exports to Canada and Mexico could face a minimum of \$39 million to \$278 million in extra taxes (compared to zero tariffs today).

As a result, many of Oklahoma’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 Oklahoma and throughout the United States.

## Tariffs on Oklahoma 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: Oklahoma’s Manufacturing Trade and Employment Data \$17 Billion in Total Manufacturing Output (2017)

<b>Total Manufactured Goods Exports:</b> <b>\$5.6 billion</b> To World (2018) <b>\$2.3 billion</b> To Canada/Mexico (2018)		<b>Manufacturing Firms:</b> <b>3,184</b> Total Manufacturing Firms (2015) <b>594</b> Manufacturing Firms Exporting to Canada/Mexico	
<b>Employment:</b> <b>130,583</b> Total Manufacturing Employment (2018) <b>10,400</b> Manufacturing Employment Tied to Exports to Canada/Mexico		<b>Average Annual Compensation:</b> <b>\$65,265</b> Manufacturing (2016) <b>\$39,068</b> 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 Oklahoma manufacturers grow in the United States, compete globally and support millions of well-paying manufacturing jobs across the country.

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