



Photo captured pre-COVID-19

Trade:

Supporting Manufacturing Jobs and Growth; Removing Uncertainty and Unfair Barriers

Manufacturers of all sizes must compete in a global economy by selling not only to U.S. customers but also to the billions of consumers outside the United States, supporting American jobs and production. In the face of growing overseas competition, technological changes and increasing uncertainty, manufacturers need U.S. policies that improve their competitiveness, increase business predictability and boost their ability to reach new customers abroad. Such policies will result in more American jobs and prosperity.

The expansion of manufacturers' global reach through a more open, fair and predictable global trading environment has been pivotal to improving U.S. competitiveness and increasing U.S. manufacturing production, enabling businesses of all sizes to raise wages and create more high-skilled U.S. jobs over the past quarter century. This growth has also helped propel innovations in new technologies that save lives, protect the environment and improve the quality of life for millions of Americans.

Exports account for about half of U.S. manufacturing production, and America's free trade agreement partners buy nearly half of all U.S.-manufactured exports. This highlights the

importance of pursuing, utilizing and enforcing a robust and revitalized rules-based international trading system that enhances the role of free market forces and promotes respect for the rule of law.

Free trade agreements play a critical role in aggressively opening markets, eliminating barriers and establishing strong standards, from protecting intellectual property to fostering fair competition. Manufacturers are committed to full implementation of the United States–Mexico–Canada Agreement to continue to grow trading relationships with the United States' two most important trading partners. Elsewhere, it is critical that the United States implement and negotiate new, comprehensive trade agreements that combat unfair barriers around the world, given the growth of powerhouse competitors across the globe, major technological shifts and trade distortions from countries big and small that stunt growth and put businesses in the United States at risk.

The current rules-based trading system and the United States' own trade tools simply have not kept up with the challenges and changes of the times. The World Trade Organization needs to be reformed and modernized to keep pace

with industry and technological developments or new and harmful trade-distorting practices, with an agenda that would deliver broad trade liberalization, modernize and strengthen enforcement of its rulebook and improve enforcement tools, particularly the Appellate Body system. Of particular focus is China, which is not only one of the largest markets

for U.S.-manufactured goods, but also the source of substantial unfair trade and state-led industrial policies that operate to the detriment of manufacturers in the United States.

Building on the industry's strength, manufacturers need a more predictable, transparent and level playing field to compete—and win—in the global market.

“ In today's global marketplace, we rely on fair, open and predictable commercial trade rules. Our workers, suppliers and customers benefit from new international trade agreements and strong U.S. and global trade institutions. America's manufacturing edge depends on innovation and access to new and growing markets.”

—John McGirr, Vice President of Global Manufacturing, Corning

A Trade Agenda for the Future Must:

- Modernize and open global markets to reflect the same principles manufacturers seek here at home: nondiscrimination, fairness, equal opportunity and competition.
- Improve America's ability to eliminate foreign market-distorting practices.
- Improve U.S. global competitiveness, grow the economy and strengthen the industrial base.

Actions for Leaders to Take:

- ✓ Negotiate cutting-edge free trade agreements and other trade agreements, including those with major U.S. trading partners, to provide certainty in the global marketplace, open markets for U.S.-manufactured goods, eliminate unfair barriers and set fairer and stronger standards.
- ✓ Enforce existing U.S. free trade agreements and trade rules, including ensuring full implementation of the USMCA.
- ✓ Recommit to and strengthen relationships with trading partners to reform and modernize international trade rules and institutions, such as the WTO.
- ✓ Support and continue to improve U.S. export promotion and export financing tools.
- ✓ Modernize U.S. and foreign customs operations to cut red tape and expedite legitimate trade in the United States and across foreign borders.
- ✓ Further modernize the U.S. tariff code, including the enactment of a new Miscellaneous Tariff Bill.
- ✓ Implement U.S. export control and investment review policies that promote the leadership, competitiveness and strength of the U.S. manufacturing and defense industrial base and address legitimate national security issues.