



Trade:

Supporting Manufacturing Jobs and Growth; Removing Uncertainty and Unfair Barriers

Manufacturers of all sizes compete in a global economy, supporting American jobs and production through sales not only to U.S. customers but also to the billions of consumers outside the United States. In the face of growing overseas competition, technological changes and increasing uncertainty, manufacturers need policymakers to secure a fairer, more open and predictable international marketplace. Pursuing U.S. policies that improve manufacturers' competitiveness and ability to reach new customers abroad will result in more American jobs and prosperity.

Expanding manufacturers' global reach has been pivotal to improving U.S. competitiveness and increasing U.S. manufacturing production. This expansion has enabled businesses to raise wages and create more high-skilled U.S. jobs. Exports account for nearly half of U.S. manufacturing production and support the jobs of 6 million American manufacturing workers. Notably, America's free trade agreement partners buy nearly half of all U.S.-manufactured exports. This highlights the important role free trade agreements play in aggressively opening markets, eliminating barriers and establishing strong standards, from protecting intellectual property to fostering fair competition.

The United States has no trading partnership more important than the one we have with Canada and Mexico, which purchase more U.S.-manufactured goods than our next 11 trading partners combined. That's why manufacturers are committed to full implementation of the United States–Mexico–Canada Agreement to continue to grow that relationship. Elsewhere, due to the growth of powerhouse competitors across the globe, major technological shifts and trade distortions from countries big and small, manufacturers continue to encounter substantial challenges that are stunting growth and putting businesses in the U.S. 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. Of particular focus is China, which is one of the largest foreign purchasers of 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:

- ✓ Ensure full implementation of the USMCA.
- ✓ 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.
- ✓ Recommit to and strengthen relationships with trading partners to reform and modernize international trade rules and institutions, such as the World Trade Organization.
- ✓ 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 reforms to U.S. export controls and investment reviews to strengthen the U.S. economy and promote the development, manufacture and export of high-value-added U.S. products while addressing legitimate national security issues.