

# Trade and American Competitiveness Coalition

## Increased Exports = More U.S. Jobs April 16, 2010

The economic output of this industry has contracted by nearly 40 percent and resulted, directly and indirectly, in the loss of approximately

# 550,000 jobs.

In other words, eight percent of all jobs lost since the start of the recession have been associated with the equipment industry downturn.

“Exports support nearly 10 million jobs in America and almost seven million jobs in manufacturing—and manufacturing jobs pay on average 15 percent more than the average wage.”

Gary Locke, Secretary  
of Commerce

**PROBLEM:** At 37 percent, the unemployment rate of the industrial equipment industry is more than three times that of the national average due to the economic recession.

**SOLUTION:** We need to take immediate action to enhance domestic and global demand for U.S. products and services.

### Critical first steps—

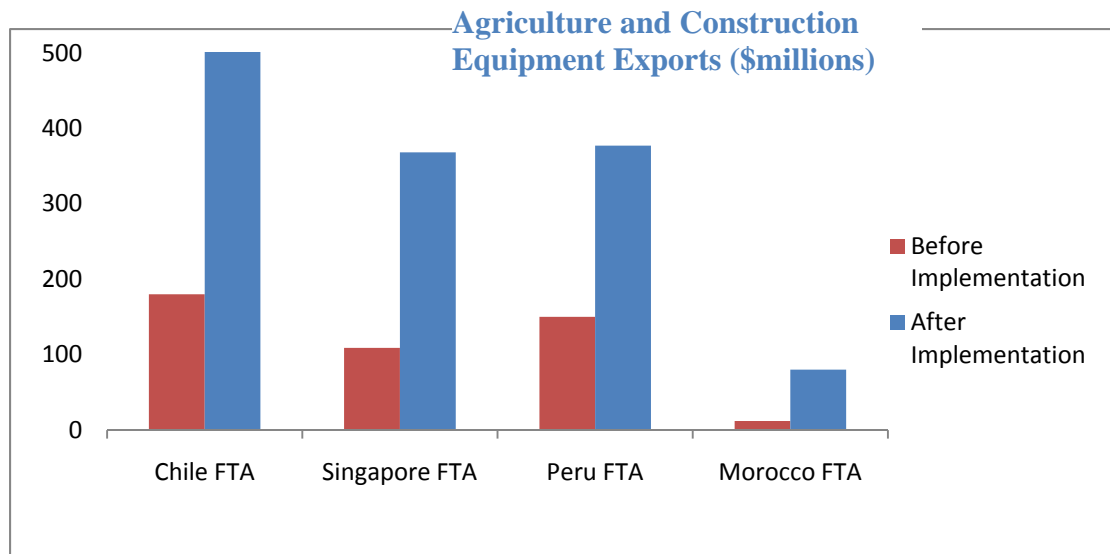
- Expand overseas markets and commercial opportunities for American exporters to support manufacturing competitiveness.
- **Pass the pending free trade agreement** with Panama, Colombia and South Korea to level the playing field for equipment manufacturers facing 15% tariff.
- Lowering barriers to trade by even one-third will boost global economic welfare by as much as \$613 billion, with gains to the U.S. economy of \$177 billion a year.

### THE BENEFITS: MORE EXPORTS=MORE JOBS—

- In 2009, due to reliance on exports, the value of exported agricultural machinery and industrial equipment from the U.S. was at approximately 30% of U.S. production.
- According to a study published by the Institute for International Economics, U.S. companies that export not only grow faster, but are nearly 8.5 percent less likely to go out of business than non-exporting companies.
- The benefits of liberalized trade are apparent from our past trade agreements. The North American Free Trade Agreement (NAFTA) and the World Trade Organization (WTO) agreements increased U.S. gross domestic product (GDP) by \$40 billion to \$60 billion a year.

### NEED MORE PROOF?

After the implementation of free trade agreements, U.S. agriculture and construction machinery exports increased dramatically.



Source: Department of Commerce and the Association of Equipment Manufacturers

**Increased Exports = More U.S. Jobs  
And opening new markets is the key to increasing American exports.**

*The Trade and American Competitiveness Coalition is made up of U.S. business enterprises that support policies and legislation that will enhance U.S. competitiveness in the international economy to promote growth and prosperity for America's businesses, workers and consumers.*