



## **INCREASED EXPORTS = MORE U.S. JOBS**

*June 29, 2010*

### **Strengthening Our Economy & Creating More Jobs through Increased Trade**

#### **U.S. Manufacturing and Increased Exports Create Jobs:**

- The United States is the world's largest manufacturing economy, producing 21 percent of global manufactured products. Japan is second at 13 percent and China is third at 12 percent. U.S. manufacturing produces \$1.6 trillion of value each year, or 11 percent of U.S. GDP.
- Manufacturing supports an estimated 18.6 million jobs in the U.S.—about one in six private sector jobs.
- Nearly 12 million Americans (10 percent of the workforce) are employed directly in manufacturing.
- Small and medium-sized manufacturing firms are the backbone of many local and rural economies. Thousands of small manufacturers employ, on average, 5 to 100 workers in small towns across America.
- In 2008, exported-supported jobs accounted for 6.9 percent of total U.S. employment. Manufacturing and professional/business services accounted for more than half of the 10.3 million jobs supported by exports in 2008. Nearly 3.7 million jobs (27 percent) of all jobs in manufacturing were supported by exports.

#### **American Business Council Members Highlight Importance of Trade:**

- A sampling of trade impacted national small manufacturing firms found that 72 percent had some level of export activity. 36 percent of the companies report that exporting is a part of the company's marketing and competitive strategy. 76 percent of companies have some of their products indirectly exported.
- On average, 3.5 percent of company sales come from international trade, according to the survey. Export sales ranged from 1 percent to as high as 32 percent.
- *"This report (Exports Support American Jobs) clearly illustrates that recovery in our economy, employment, productivity and manufacturing is tied to our ability to drive export competitiveness,"* Arash Massoudi, confidential assistant to the under secretary in the International Trade Administration. (May 2010)

#### **America Can Compete with the Benefits of Free Trade Agreements and the TAA Program:**

- The American Business Council, Inc. serves small American manufacturers seeking to remain competitive in a global marketplace. ABC Member, MidAtlantic Trade Adjustment Assistance Center has facilitated a Maryland Company (Marcal Medical) to begin an exporting relationship with Turkey and Dubai.
- Utilizing the Trade Adjustment Assistance for Firms (TAA) program administered by the U.S. Department of Commerce, approximately 600 small manufacturing firms have successfully competed with foreign companies, and saved or created over 41,000 American jobs.
- Small manufacturers are learning the value of exporting goods and becoming sophisticated global trade participants. A significant percentage of companies – 36 percent – successfully increased their export focus. For instance, one company that had been a distributor, qualified as a service firm, and is now manufacturing their own product with European markets as a major focus of their entire sales efforts.
- New Jersey Company, Jace Systems, Inc., through a cost-share initiative with the TAA for Firms Program, has begun the process to become Brazilian FDA-Equivalent approved to market their medical device products in Brazil.
- *"American businesses that want to export – especially small and medium-sized enterprises – are going to have a more vigorous partner in the U.S government,"* Courtney Gregoire, International Trade Administration's NEI Director. (June 11, 2010)

*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.*