



INCREASED CHEMICAL EXPORTS = MORE U.S. JOBS

July 9, 2010

The American chemistry sector supports 800,000 high skilled, high paying U.S. jobs, with a market worth \$678 billion in 2009, and is growing every year.

Chemical manufacturers are one of America's top exporters, accounting for more than 10 cents of every dollar in total U.S. merchandise exports, which equals \$145 billion in annual exports. Nearly 25% of U.S. produced chemicals are shipped to customers outside the U.S. and are sold in nearly every country in the world.

This has numerous benefits for the U.S. economy.

- The average income in the American chemistry sector is \$96,000 per year, 43% higher than the average for the manufacturing sector and 71% higher than wages in all other industries.
- American chemistry companies invest \$49 billion a year in research and development in the U.S. and invest over \$20 billion in capital, spurring new products and creating new jobs.
- Chemistry exports and exports of manufactured products made with chemical products account for 26.6% of chemical industry jobs.
- These Jobs and Investment are spread throughout the country.

Just look at the benefits chemical exporting has had on the Dow Chemical Company.

- Dow Chemical Company has doubled exports from the U.S. to China. Over 90% of Dow's U.S. exports are to its China investments – investments which create demand for U.S. exports.
- Dow Water Solutions is a key example of job creation through production of high tech products. In Minnesota over 500 high-value added jobs were created and 60% of production (approx. value \$250MM) is exported to China, Australia, Europe, India and the Middle East.
- Dow Chemical and Dow Agro Sciences export \$300MM worth of chemicals to Colombia. Production of those products employs hundreds of workers in 14 states (AL, AZ, CA, GA, IN, LA, MI, MN, NC, NJ, OH, PA, TX, WV). The US-Colombia free trade agreement levels the playing field for our exports - reducing current tariffs from 5-15% to 0% and saving Dow \$22mm annually. That savings creates more U.S. investment and more U.S. jobs.

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.