



INCREASED MEDICAL TECHNOLOGY EXPORTS = MORE U.S. JOBS

September 17, 2010

"In a highly competitive global market, the United States cannot afford to disengage, as other nations conclude preferential agreements that benefit their industries. U.S. leadership in international trade is always necessary to maintain open markets; at no time has this leadership been more critical than in today's challenging economic environment."

- Advanced Medical Technology Association

The U.S. medical-technology industry is a key driver of the U.S. economy. In 2008 alone, this sector...

- Employed 422,778 workers (and indirectly supported around 2 million jobs).
- Paid salaries 40% higher than the national average.
- Sold \$135.9 billion worth of products.
- Supported the creation of small business. Almost half of the companies in this industry employ fewer than 20 employees and around 75% of them are considered SME's (Small and Medium size Enterprises).

The medical-technology industry economically benefits every U.S. state, and as a result of the "multiplier effect", these economic benefits ripple throughout the economy:

- Each medical technology job generates an additional 1.5 jobs;
- Each medical technology payroll dollar generates an additional \$0.90 in payroll; and
- Each dollar of medical technology sales generates an additional \$0.90 in sales.

The U.S. medical-technology industry needs better access to foreign markets in order to preserve America's status as the most supplier of medical technology in the world.

The U.S. is the world's leader of design, development and manufacturing of medical technology and this industry has consistently had a positive balance of trade. In 2009, medical-technology manufacturers exported a total \$33.2 billion, ranking eleventh out of all manufacturing industries in gross exports.

However, in the last decade that trade surplus has fallen considerably. In 1998, imports and exports totaled \$24.6 billion with a trade surplus of \$6.6 billion. In 2009 the trade surplus shrunk to \$3 billion, only 4.7% of total trade.

With the growth of a large middle class in countries like China and India, there's a growing demand for modern health care. If the U.S. implements pending free trade agreements with Korea, Colombia and Panama and completes new efforts like the Trans-Pacific Partnership, the medical-technology industry would see significant growth in its export volume.

By pursuing market opening initiatives overseas which:

- Protect American Intellectual Property
- Assure that foreign regulatory procedures are transparent and don't discriminate against U.S. exporters
- Foster access of foreign consumers to innovative products
- Reduce or eliminate tariffs and expedite customs clearance

The U.S. can export more medical technology and increase 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.