



*United States Chamber of Commerce*

# TRADE MEANS JOBS & OPPORTUNITY FOR PENNSYLVANIA



Trade agreements and increased exports are vital to U.S. businesses, workers and farmers, as 96 percent of the world's consumers live outside the United States. Through expanded trade the United States will create new opportunities to sell products and services abroad, and consumers will benefit from lower prices and greater choices here at home.

## What Trade Means To Pennsylvania

- Pennsylvania exported over \$29 billion in manufactured goods to the world in 2007.

### Trade benefits small businesses in Pennsylvania:

- 88% of the 11,000 companies that exported goods in 2005 were small and medium-sized enterprises with fewer than 500 employees.

### Trade supports jobs in Pennsylvania:

- In 2007, Pennsylvania-produced manufactured goods generated more than 661,283 jobs for workers in Pennsylvania.
- There were 233,200 Pennsylvania workers employed by foreign companies in 2005.

### Trade benefits Pennsylvania agriculture:

- In 2006, Pennsylvania agricultural exports were estimated at \$1.4 billion.
- Under NAFTA, Mexico eliminated its 15% tariff on live slaughter cattle, its 20% tariff on chilled beef, and its 25% tariff on frozen beef, proving increased market access to Pennsylvania's beef producers.
- Agricultural exports support nearly 16,000 jobs both on and off the farm in food processing, storage, and transportation.

### Trade benefits Pennsylvania ports:

- The Port of Pittsburgh's three major waterways move more than 44 million tons of waterborne cargo each year, making it the 2nd largest inland port in the U.S.
- Over 3,000 ships load and offload at the Port of Philadelphia each year, making it the fourth largest port in the U.S. for the handling of imported goods.



*“We know that the success of American businesses, small and large, depends on their ability to sell their products across the globe.”*

*- President Barack Obama*

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“Many of our companies want to enter to global marketplace, but lack either the capacity or the expertise to do so. If we can support their efforts to reach these markets, we can dramatically increase our share of international trade, attract new foreign investment to Pennsylvania, and build upon the tremendous global network already developing in our colleges and universities.”

*-Governor Edward Rendell ”*

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## Trade Agreements Have Benefited Pennsylvania

Exports from Pennsylvania to FTA countries have increased since the year of the FTA implementation:

**North American Free Trade Agreement—136% increase** since 1994

**U.S.-Chile Free Trade Agreement—164% increase** since 2004

**U.S.-Singapore Free Trade Agreement—45% increase** since 2004

**U.S.-Australia Free Trade Agreement—44% increase** since 2005

**U.S.-Bahrain Free Trade Agreement—140% increase** since 2006

### Top Exported Products from Pennsylvania in 2007

*\*Value in Thousands of US Dollars*

• Chemical Manufactures	\$5,170,893
• Machinery Manufactures	\$4,153,615
• Primary Metal Manufactures	\$3,473,861
• Transportation Equipment	\$3,208,438
• Computers & Electronic Prod.	\$2,844,363

### Top Export Markets from Pennsylvania 2007

*\*Value in Thousands of US Dollars*

• Canada	\$9,237,781
• Mexico	\$2,222,271
• Belgium	\$1,493,323
• United Kingdom	\$1,346,550
• China	\$1,293,416

## U.S. subsidiaries support

### 233,200 manufacturing jobs in Pennsylvania.

Manufacturing companies tend to have a strong "multiplier" effect on the economy—stimulating a substantial amount of activity and jobs in other sectors through their demand for inputs from other suppliers.

**Mitsubishi Electric Power Products Inc. (MEPPI)**, a U.S. subsidiary of a Japanese Company, announced in February 2007 its \$14 million expansion of its Warrendale, Pennsylvania headquarters. MEPPI, which supplies equipment and services for the electric utility, water treatment and railroad industries, will use this investment to build a new, 100,000-square foot facility with additional office, warehouse and production space. In addition to preserving the 350 existing positions at the facility, this expansion will create 75 new jobs within the next three years, with an early emphasis on skilled technical, engineering and project management positions.

### U.S. Subsidiaries: Significant Employers in Pennsylvania

ACE Group	Bridgestone Americas	Saint Gobain
AEGON USA	Cadbury Schweppes	Sanofi-aventis
AgustaWestland North America	DaimlerChrysler	Sanofi Pasteur
Air Liquide	Deutsche Telekom	SCHOTT Corporation
Akzo Nobel	Food Lion	Schering Berlin Inc.
Alcon	GlaxoSmithKline	SAP
Allianz	HSBC	Siemens
AMEC	Huhtamaki	Sodexo
AREVA Inc.	Lafarge North America Inc.	Sony
Arkema Inc.	Mitsubishi Electric	Square D
BAE Systems, Inc.	Nestlé USA, Inc.	Sumitomo Corp.
BASF	Oldcastle Inc.	Tyco
Bayer	Philips	Voith
Boehringer Ingelheim	Reed Elsevier	Volvo
BP	Rexam	XL Capital Group
		Zausner Foods Corp.

## Trade Facts You Should Know:

- In 2007, a steep rise in exports generated more than a quarter of U.S. GDP growth. The United States was once again the world's largest exporter.
- 96% of the world's consumers live outside of the United States.
- Jobs related to exports pay 13%-18% more than non-exporting.
- International trade gives the average American family \$9,000 more a year in purchasing power.
- If the Doha Round of WTO Negotiations succeeds, it would mean an additional \$4,500 per year for American families in purchasing power.
- 97% of U.S. exports are from small to medium-sized businesses.
- More than two-thirds of U.S. exporters have fewer than 20 employees.

### Contact the U.S. Chamber of Commerce

For additional information or to join the Trade For America Coalition, please contact:

#### TradeRoots:

[www.TradeRoots.org](http://www.TradeRoots.org)  
202-463-5511

Sources: International Trade Administration, Office of Industry and Trade Information; United States Department of Agriculture; and Organization for International Investment