



TRADE:

Supporting Manufacturing Jobs and Growth; Removing Uncertainty and Unfair Barriers

Manufacturers of all sizes must be able to compete in a global economy by selling not only to U.S. customers but also to the billions of consumers outside the United States, supporting American jobs and production. In the face of growing competition with China and other countries, global supply chain disruptions, technological changes, increasing uncertainty and other challenges, manufacturers need U.S. trade policies that open markets, improve their competitiveness, increase business predictability and boost their ability to reach new customers abroad. Such approaches will result in more American jobs and prosperity for our businesses, workers and communities.

The expansion of manufacturers' global reach through a more open, fair and predictable global trading environment has been pivotal to improving U.S. competitiveness and increasing U.S. manufacturing production, enabling businesses of all sizes to raise wages and create more high-skilled U.S. jobs over the past quarter century. This growth has also helped propel innovations in new technologies that save lives, protect the

environment and improve the quality of life for millions of Americans.

Trade agreements play a critical role in promoting U.S. global economic leadership. Exports account for about half of U.S. manufacturing production, and America's trade agreement partners purchase about half of all U.S.-manufactured exports. If done right, these agreements aggressively open markets, eliminate barriers and establish strong standards in areas such as intellectual property, investment and regulatory trade. Manufacturers are committed to full implementation and enforcement of existing U.S. trade agreements. Elsewhere, it is critical that the United States implement and negotiate new, cutting-edge comprehensive trade agreements that combat unfair barriers around the world and ensure that the United States, and not countries like China, writes the rules for the global economy and trading system. Without such agreements, manufacturers in the United States risk being left behind while China and our other global competitors actively negotiate new agreements that exclude us.

Standing with Ukraine

In March 2022, the NAM Board of Directors unanimously adopted a resolution denouncing Russia's invasion of Ukraine and affirming support for policies and sanctions to hold Russian President Vladimir Putin accountable—many of which were subsequently implemented. Since then, the NAM has also counseled the administration on policies to mitigate the economic strains caused by the war and resulting sanctions.

Ukrainian President Volodymyr Zelenskyy addressed the NAM board meeting in February 2023 to emphasize the shared values of democracy and freedom and the important role of the American business community and manufacturing industry in supporting Ukraine's efforts toward victory and recovery.

“In today's global marketplace, we rely on fair, open and predictable commercial trade rules. Our workers, suppliers and customers benefit from new international trade agreements and strong U.S. and global trade institutions. America's manufacturing edge depends on innovation and access to new and growing markets.”

—John McGirr, Senior Vice President and General Manager, Corning Optical Fiber and Cable, Corning Incorporated

A Trade Agenda for the Future Must:

- Open global markets to ensure that manufacturers benefit from the same principles that we seek here at home: nondiscrimination, fairness, equal opportunity and competition.
- Improve our ability to eliminate foreign market-distorting practices, including by holding countries like China accountable for practices that harm manufacturers and their employees in the United States.
- Improve U.S. global competitiveness, support innovation, grow the economy and strengthen the industrial base.

ACTIONS FOR LEADERS TO TAKE:

- ✓ Get the United States back on the global playing field by negotiating cutting-edge trade agreements, including those with major U.S. trading partners, to provide certainty, open markets for U.S.-manufactured goods, eliminate unfair barriers, set fairer and stronger standards, diversify sources for trade and ensure supply chain resiliency.
- ✓ Fully and comprehensively enforce existing U.S. trade agreements and trade rules, including full implementation of the United States–Mexico–Canada Agreement, in ways that benefit manufacturing in the United States.
- ✓ Oppose efforts to undermine critical global IP protections, including efforts to broaden an already problematic waiver of IP negotiated at the World Trade Organization, and instead advance initiatives that will leverage trade to fight COVID-19, enhance future pandemic preparedness and support the global economic recovery.
- ✓ Recommit to and strengthen relationships with trading partners to reform and modernize international trade rules and institutions, such as the WTO.
- ✓ Accelerate efforts to release a clear, comprehensive U.S.–China strategy that covers trade and economic priorities to address problematic Chinese policies and behaviors, refines current enforcement tools to avoid undue harm for manufacturers and workers in the United States and provides business certainty.
- ✓ Support and continue to improve U.S. export promotion and export financing tools.
- ✓ Ensure export controls and investment restrictions are tailored to address legitimate national security concerns and coordinated with allies when possible.
- ✓ Modernize U.S. and foreign customs operations to better facilitate legitimate trade and improve enforcement tools to target illicit trade in the United States and across foreign borders.
- ✓ Make the U.S. tariff code more competitive by enacting a new Miscellaneous Tariff Bill and the Generalized System of Preferences.