

NEW MEXICO: Leveling the Playing Field

In order to make sure jobs stay here and the economy is strong, we need good trade policy. . . Good public policy and good trade policy says to places like China and elsewhere, open up your markets. Ours are open. You open up yours. We can compete with anybody, anytime, anyplace, so long as the rules are fair.

*-- President George W. Bush
Albuquerque, New Mexico*

Trade Plays a Significant Role in New Mexico's Economy: People from all over the world are buying New Mexico products, which helps support New Mexico's economy and create jobs. And free and fair trade has led foreign companies to invest in New Mexico and hire New Mexico workers.

- ✓ New Mexico exported \$2.3 billion in goods to 126 foreign markets in 2003.
- ✓ 982 companies in New Mexico exported goods in 2001.
- ✓ Nearly one-fourth (23%) of all manufacturing jobs in New Mexico depend on exports.
- ✓ There are 12,700 workers in New Mexico employed by majority-owned foreign companies, 15% of whom are in manufacturing.

New Mexico Benefits as President Bush Levels the Playing Field: The Bush Administration has worked aggressively to level the playing field for New Mexico's manufacturers, farmers, ranchers and workers by opening new markets; removing barriers that hurt New Mexico's exporters, enforcing our trade laws and combating unfair trade practices and promoting New Mexico's exports.

- **Opening New Markets for New Mexico:** The U.S. has worked hard to expand markets for one of New Mexico's top agricultural exports, cotton.
 - **Opening the Chinese market for New Mexico's farmers.** And after two years of working together, China issued final safety certificates for cotton, assuring that China's quick-growing multi-billion dollar market for these U.S. agricultural products will remain open to New Mexican and other U.S. farmers. Cotton exports to China have increased 3100% over the last four years, and during the first seven months of 2004, the U.S. exported a record \$1.3 billion in cotton to China - a 283% increase over same time period last year.
 - **Expanding cotton markets through free trade agreements (FTA).** The Central American-Dominican Republic FTA the Administration completed this year will give New Mexico's cotton exporters immediate duty-free access to those markets. The Andean FTA that this Administration is negotiating will expand opportunities for New Mexico

cotton farmers. Colombia, and Andean trade partner, is the top South American destination for U.S. cotton, and sales during the first seven months of 2004 are up nearly 100% over the same time period last year.

➤ **Removing Barriers that Hurt New Mexico's Exporters:** The Bush Administration's aggressive actions to remove barriers for American exporters are helping New Mexico's manufacturers and workers by securing:

- **Duty free exports for New Mexico's top exporters for information technology products** sold to Australia, Morocco, Singapore, Bahrain, Costa Rica, El Salvador, Guatemala, Honduras, Nicaragua, and the Dominican Republic. New Mexico sold over \$1.8 billion in computer and electronic products to foreign markets in 2003.
- **Duty free exports for New Mexico's auto manufacturers for autos and auto parts** sold to Australia, Morocco, Chile, Singapore, Bahrain, Costa Rica, El Salvador, Guatemala, Honduras, Nicaragua, and the Dominican Republic. Transportation equipment is New Mexico's second largest export category.
- **Duty free exports for New Mexico's aircraft manufacturers** for civil aircraft and parts sold to Australia, Singapore, Morocco, Bahrain, Costa Rica, El Salvador, Guatemala, Honduras, Nicaragua, and the Dominican Republic.
- **Duty free exports for New Mexico's machinery manufacturers** for navigational, measuring and control instruments, industrial machinery and machine tools sold to Australia, Morocco, Chile, Singapore, Bahrain, Costa Rica, El Salvador, Guatemala, Honduras, Nicaragua, and the Dominican Republic.
- **Duty free exports for New Mexico's fabricated metal products sold** to Australia, Morocco, Chile, Singapore, Bahrain, Costa Rica, El Salvador, Guatemala, Honduras, Nicaragua, and the Dominican Republic.

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➤ **Enforcing Trade Laws and Combating Unfair Trade Practices:** The President's enforcement of trade laws and vigorous pursuit of allegations of unfair trade have produced real results for New Mexico, including:

- **Ensuring fair access to China for New Mexico's semiconductors:** The United States brought the first-ever WTO case against China to ensure fair tax treatment for U.S. semiconductors in China, the world's fastest growing semiconductor market. Within four months, the Chinese agreed to our demands, ensuring New Mexico and other exporters fair access to an export market worth over \$2 billion to America's manufacturers and workers.

- **Ensuring fair access to China for New Mexico's telecommunications equipment:** The U.S. blocked China from adopting technical rules that would have prevented U.S. telecom equipment manufacturers from expanding in China.
 - **Ensuring fair access to India and the Philippines for New Mexico's auto parts.** The Administration successfully challenged India and the Philippines at the WTO against unfair restrictions on imports of U.S. auto parts.
 - **Ensuring fair access to Spain for New Mexico's baby bottle manufacturers:** The Administration assisted a baby bottle manufacturer with securing the release of a shipment of product that had been held by Spanish authorities at port. As a result, the company was able to make their first successful export to Spain.
- **Promoting New Mexico Exports:** The Bush Administration actively works with American businesses to promote exports by leveraging the benefits of our international trade agreements. Some New Mexico export successes include:
- **Automatic Access Systems in Albuquerque, NM,** manufactures and installs specialty automatic gates and access systems for both residential and commercial use, and was able to successfully export to Mexico after the Administration helped Automatic acquire the necessary work visas and requirements to accomplish a construction project in Mexico.
 - **Smart Systems Technologies in Albuquerque, NM, is** a manufacturer and distributor of home automation technology and equipment, and recently made a successful export sale to Spain after the Administration provided information and services that helped identify a suitable buyer, and ensured that the buyer was a legitimate and a valid partner.