

PENNSYLVANIA: Leveling the Playing Field

In order to keep jobs here, in order to make sure this economy continues to grow, we will reject economic isolationism. We will insist on a level playing field when it comes to trade. You see, I believe this: we can compete with anybody, anytime, anywhere if the rules are fair.

*-- President George W. Bush
Pittsburgh, Pennsylvania*

Trade plays a significant role in Pennsylvania's economy: People from all over the world are buying Pennsylvania products, which helps support Pennsylvania's economy and create jobs. And free and fair trade has led foreign companies to invest in Pennsylvania and hire Pennsylvania workers.

- Pennsylvania exported \$16.3 billion in goods to 207 foreign markets in 2003.
- Pennsylvania's top two markets in 2003 are our NAFTA trading partners, Canada and Mexico.
- 13,415 Pennsylvania companies exported goods in 2001. Of those 87% were small and medium sized businesses. 17.3% of all manufacturing jobs in Pennsylvania depend on exports.
- There are 1,102 foreign businesses employing 233,400 workers in Pennsylvania and 88,100 of those jobs or approximately 38% are in manufacturing.

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

- **Opening New Markets for Pennsylvania:** Pennsylvania's workers and businesses benefit as the Bush Administration opens new markets by:
 - **Opening world markets for Pennsylvania's farmers:** Pennsylvania is a leading agricultural exporter. Top agriculture products include animals and meat, wheat and wheat products, poultry and poultry products, and hides and skins. The U.S.-Morocco Free Trade Agreement will give meat exporters first-ever opportunities to Morocco's growing tourism and retail establishments. The Administration has successfully eliminated Mexico's restrictions on some \$935 million in U.S. beef exports. The Administration persuaded Russia to lift a ban on hundreds of millions of dollars of U.S. poultry, preserving the U.S. poultry industry's largest market. This Administration also negotiated a deal with Russia that ensures continued access of U.S. pork, poultry, and beef.
- **Removing Barriers that Hurt Pennsylvania's Exporters:** The Bush Administration's aggressive actions to remove barriers for American exporters are helping Pennsylvania's manufacturers, farmers, ranchers and workers by securing:
 - **Duty free exports for Pennsylvania's steel and iron** sold to Australia, Morocco, Chile, Singapore, Bahrain, Costa Rica, El Salvador, Guatemala, Honduras, Nicaragua, and the Dominican Republic.

- **Duty-free exports for Pennsylvania's chemical manufacturers** for pharmaceuticals, plastics and resins sold to Australia, Chile, Singapore, Morocco, Bahrain, Costa Rica, El Salvador, Guatemala, Honduras, Nicaragua, and the Dominican Republic. Pennsylvania's chemical industry exported \$2.6 billion in 2003.
 - **Duty-free exports for Pennsylvania's equipment manufacturers** for agricultural and construction equipment sold to Australia, Morocco, Chile, Singapore, Bahrain, Costa Rica, El Salvador, Guatemala, Honduras, Nicaragua, and the Dominican Republic. Pennsylvania exported \$2.1 billion in machinery products in 2003.
 - **Duty-free exports for Pennsylvania's information technology** for goods such as semiconductors and computer equipment sold to Australia, Morocco, Chile, Singapore, Bahrain, Costa Rica, El Salvador, Guatemala, Honduras, Nicaragua, and the Dominican Republic. Pennsylvania exported \$2 billion in computer and electronic products in 2003.
 - **Reducing barriers for information technology exports** through intensive discussions with the Chinese, they eased import requirements on information technology products, affording U.S. companies greater access to tariff reductions and eliminations to improve the market for U.S. goods.
- **Promoting Pennsylvania Exports:** The Bush Administration actively works with American businesses to promote exports by leveraging the benefits of our international trade agreements. Some Pennsylvania export successes include:
- **Elsner Engineering in Hanover, PA**, is a designer and manufacturer of web machinery that recently signed a significant project in China after receiving export counseling from the Administration.
 - **Chemtech International Inc. in Media, PA**, is a minority-owned distributor of water and hazardous waste control systems and was able to make successful export sales to Singapore, Australia, Poland, and Hungary after the Administration helped identify potential business partners.
 - **Kuhns Bros. Log Homes, Inc. in Lewisberg, PA**, a manufacturer of high-quality log homes and materials to construct log homes, was able to successfully export to Germany after the Administration identified potential home-builders and appropriate freight forwarders.
- **Enforcing Trade Laws and Combating Unfair Trade Practices:** The Bush Administration's enforcement of trade laws and vigorous pursuit of allegations of unfair trade have produced real results for Pennsylvania, including:
- **Ensuring fair trade and enforcing trade laws for Pennsylvania steel.** When the steel industry was suffering from surging foreign imports, the President took decisive action by imposing a safeguard on foreign imports in order to provide our steel industry and its workers the opportunity to adjust. The Bush Administration also worked to assist American steel workers and businesses by initiating negotiations with the world's major steel producers to address market distortions and overcapacity in the global steel sector. In addition, the Bush

Administration is enforcing dozens of antidumping and countervailing duty orders on imported steel products that were found to injure domestic producers, including producers in Pennsylvania.

- **Ensuring fair access to China for Pennsylvania's semiconductors.** The United States brought the first-ever WTO case against China to ensure fair treatment for U.S. semiconductors in China, the world's fastest growing semiconductor market. Within four months, the Chinese agreed to our demands, ensuring that Pennsylvania and other exporters have fair access to an export market worth over \$2 billion to America's manufacturers and workers.
- **Ensuring fair access to Japan for a Pennsylvania manufacturer.** A Pittsburgh manufacturer of compressed air cylinders reported difficulties obtaining approval of its products in Japan. Following the Administration's intervention, the company obtained certification under new regulations.