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NAFTA [North American Free Trade Agreement] [binder] [3]

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DOCUMENT NO. AND TYPE	SUBJECT/TITLE	DATE	RESTRICTION
001. list	[Personally Identifiable Information] [partial] (8 pages)	11/02/1993	b(6)

COLLECTION:

Clinton Presidential Records
Public Liaison
Alexis Herman
OA/Box Number: 2647

FOLDER TITLE:

NAFTA [North American Free Trade Agreement] [binder] [3]

2012-0741-F
rs2705

RESTRICTION CODES

Presidential Records Act - [44 U.S.C. 2204(a)]

P1 National Security Classified Information [(a)(1) of the PRA]
P2 Relating to the appointment to Federal office [(a)(2) of the PRA]
P3 Release would violate a Federal statute [(a)(3) of the PRA]
P4 Release would disclose trade secrets or confidential commercial or financial information [(a)(4) of the PRA]
P5 Release would disclose confidential advice between the President and his advisors, or between such advisors [(a)(5) of the PRA]
P6 Release would constitute a clearly unwarranted invasion of personal privacy [(a)(6) of the PRA]

C. Closed in accordance with restrictions contained in donor's deed of gift.

PRM. Personal record misfile defined in accordance with 44 U.S.C. 2201(3).

RR. Document will be reviewed upon request.

Freedom of Information Act - [5 U.S.C. 552(b)]

b(1) National security classified information [(b)(1) of the FOIA]
b(2) Release would disclose internal personnel rules and practices of an agency [(b)(2) of the FOIA]
b(3) Release would violate a Federal statute [(b)(3) of the FOIA]
b(4) Release would disclose trade secrets or confidential or financial information [(b)(4) of the FOIA]
b(6) Release would constitute a clearly unwarranted invasion of personal privacy [(b)(6) of the FOIA]
b(7) Release would disclose information compiled for law enforcement purposes [(b)(7) of the FOIA]
b(8) Release would disclose information concerning the regulation of financial institutions [(b)(8) of the FOIA]
b(9) Release would disclose geological or geophysical information concerning wells [(b)(9) of the FOIA]

Georgia and the NAFTA**North American
Free Trade
Agreement**

- **Canada and Mexico are key export markets for Georgia.**
 - * **Canada and Mexico are Georgia's first- and third-largest export markets. Georgia's exports to Canada and Mexico were worth \$2.1 billion in 1992, 200 percent greater than the 1987 level of \$0.7 billion.**
 - * **Manufactured exports to Canada and Mexico support an estimated 45,367 jobs in Georgia. Approximately 29,009 of these have been created since 1987 by growth in Georgia's manufactured exports to Canada and Mexico.**
- **Georgia's exports to Mexico are growing rapidly.**
 - * **Georgia's merchandise exports to Mexico have increased by 329 percent since 1987, rising from \$108 million to \$464 million. This was well over twice the growth rate of Georgia's exports to the rest of the world (121 percent).**
- **Increased trade with Mexico since 1987 has strongly benefitted important Georgia industries. Most sectors have seen dramatic increases in exports to Mexico, and 21 sectors have seen their exports to Mexico more than double since 1987. Examples:**
 - **transportation equipment: up 4,658 percent to \$40.9 million.**
 - **crops: up 4,121 percent to \$5.1 million.**
 - **apparel: up 1,831 percent to \$7.9 million.**
 - **textiles: up 1,334 percent to \$30.3 million.**
 - **fabricated metal products: up 1,146 percent to \$11.1 million.**
- **Reduction of trade barriers under the NAFTA will greatly benefit Georgia's leading export industries.**
 - * **For scientific and measuring instruments (\$58.5 million in 1992 exports to Mexico), NAFTA will eliminate Mexican import licenses and tariffs as high as 20 percent, as well as open up Mexican government procurement.**
 - * **For industrial machinery and computers (\$55.2 million in 1992 exports to Mexico), NAFTA will eliminate tariffs (e.g. 10-20 percent for computers), improve protection of intellectual property, and open up Mexican government procurement.**
 - * **For chemical products (\$53.2 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of 10-20 percent, eliminate non-tariff barriers such as import license requirements, open up Mexican government procurement, and improve protection of intellectual property.**

**Exports.
Better Jobs.
Better Wages.**

- * For transportation equipment (\$40.9 million in 1992 exports to Mexico), NAFTA will open up Mexican government procurement and eliminate Mexican tariffs, quotas, and local content requirements (which require the use of Mexican instead of U.S. manufacturing components) on auto parts.
- * For primary metals (\$30.5 million in 1992 exports to Mexico), NAFTA will eliminate tariffs (which average 8.2% on a trade-weighted basis), open up Mexican government procurement, and expand the Mexican economy, increasing infrastructure growth and demand for steel.
- NAFTA contains detailed provisions to eliminate barriers to trade in services, including liberalization of licensing requirements and other restrictions, that will help Georgia banking, insurance and other financial services, telecommunications, and engineering and construction companies win more business in the \$146 billion Mexican services market.
- NAFTA will open up Mexican markets to Georgia farmers by, for example, eliminating import licenses on corn, eggs, and dairy products, and eliminating tariffs (e.g. peanuts, 20 percent; poultry, 10 percent, soybeans, 15 percent (seasonal); tobacco products, 15-20 percent; cattle and beef, 15-25 percent) either immediately or over time.
- The apparel and textiles sectors fear NAFTA will lead to a loss of jobs to Mexico.
 - * This fear is unjustified. The NAFTA provides safeguards which allow imposition of protection if domestic producers are seriously injured. Also, some reductions in U.S. tariffs will be phased in only over a ten year period.
 - * In addition, tough rules of origin will ensure that neither Mexico nor Canada will become a staging ground for exports of non-NAFTA countries to the U.S. In fact, these rules will benefit Georgia's textiles industry, as they provide a strong incentive for manufacturers in all three NAFTA countries to source more textiles in North America, rather than overseas.
- Increased exports to Mexico because of NAFTA mean more high-paying jobs for Georgia.
 - * 95 percent of Georgia's exports to Mexico are manufacturing exports, which provide jobs paying 17 percent more on average than the average U.S. wage.
 - * This pattern is borne out in specific Georgia export industries: for example, the 1991 average hourly wage for production workers in transportation equipment was \$14.01; in chemicals, \$12.08; in primary metals, \$10.76; and in industrial machinery, \$10.12.
 - * NAFTA will lock in the 10,599 Georgia jobs already generated by trade with Mexico, and create new jobs that will offset any job losses by more than three-to-one. The NAFTA is expected to result in a net gain of 1,700 jobs for Georgia.



Idaho and the NAFTA

**North American
Free Trade
Agreement**

- Canada and Mexico are important export markets for Idaho.
 - * Canada and Mexico are Idaho's second- and sixth-largest export markets. Idaho's exports to Canada and Mexico were worth \$218 million in 1992, 129 percent greater than the 1987 level of \$95 million.
 - * Manufactured exports to Canada and Mexico support an estimated 3,903 jobs in Idaho. Approximately 2,165 of these have been created since 1987 by growth in Idaho's manufactured exports to Canada and Mexico.
- Idaho's exports to Mexico are growing rapidly.
 - * Idaho's merchandise exports to Mexico have increased by 215 percent since 1987, rising from \$11 million to \$35 million. This greatly exceeded the growth rate of Idaho's exports to the rest of the world (120 percent).
- Increased trade with Mexico since 1987 has strongly benefitted important Idaho industries. Most sectors have seen dramatic increases in exports to Mexico, and 16 sectors have seen their exports to Mexico more than double since 1987. Examples:
 - crops: up 893 percent to \$3.9 million.
 - food products: up 509 percent to \$5.5 million.
 - transportation equipment: up 242 percent to \$2.7 million.
 - chemical products: up 215 percent to \$12.0 million.
 - industrial machinery & computers: up 146 percent to \$7.3 million.
- Reduction of trade barriers under the NAFTA will greatly benefit Idaho's leading export industries.
 - * For chemical products (\$12.0 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of 10-20 percent, eliminate non-tariff barriers such as import license requirements, open up Mexican government procurement, and improve protection of intellectual property.
 - * For industrial machinery and computers (\$7.3 million in 1992 exports to Mexico), NAFTA will eliminate tariffs (e.g. 10-20 percent for computers), improve protection of intellectual property, and open up Mexican government procurement.

**Exports.
Better Jobs.
Better Wages.**

- * For food products (\$5.5 million in 1992 exports to Mexico), NAFTA will reduce tariffs of 10-20 percent and eliminate non-tariff barriers such as import licenses.
- * For paper products (\$2.1 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of 10-20 percent and remove nontariff barriers.
- NAFTA contains detailed provisions to eliminate barriers to trade in services, including liberalization of licensing requirements and other restrictions, that will help Idaho banking, other financial services, and engineering and construction companies win more business in the \$146 billion Mexican services market.
- NAFTA will open up Mexican markets to Idaho farmers by, for example, eliminating import licenses on potatoes, corn, wheat, barley, and dairy products, and eliminating tariffs (e.g. cattle and beef, 15-25 percent; pears and apples, 20 percent; durum wheat, 10 percent; malt barley, 5 percent) either immediately or over time.
- * Idaho sugar beet growers fear that the NAFTA will enable Mexican competitors to displace U.S. growers. This criticism is not justified because NAFTA contains special provisions to protect the U.S. sugar industry. Increased access to the U.S. market for Mexican sugar is limited by a 15 year transition period and by the requirement that increased access during the transition period be tied to Mexico becoming a net surplus producer of sugar.
 - U.S. Department of Agriculture projections indicate that Mexico will not be a net surplus sugar producer in the foreseeable future.
 - Even if Mexico does export sugar, U.S. producers will not be affected because import quotas for third countries will be reduced commensurately with any increase in Mexican imports.
- * Most Idaho agricultural sectors will benefit from NAFTA, while the sugar beet sector will be significantly protected by NAFTA. Moreover, in light of the clear gains for manufacturing and services, it hardly makes sense for Idaho to oppose NAFTA because of one agricultural sector.
- Increased exports to Mexico because of NAFTA mean more high-paying jobs for Idaho.
 - * 89 percent of Idaho's exports to Mexico are manufacturing exports, which provide jobs paying 17 percent more on average than the average U.S. wage.
 - * NAFTA will lock in the 630 Idaho jobs already generated by trade with Mexico, and create new jobs that will offset any job losses by more than five-to-one.



Illinois and the NAFTA

North American
Free Trade
Agreement

- Canada and Mexico are Illinois' most important export markets.
 - * Canada and Mexico are Illinois' first- and second-largest export markets. Illinois' exports to Canada and Mexico were worth \$6.6 billion in 1992, 120 percent greater than the 1987 level of \$3.0 billion.
 - * Manufactured exports to Canada and Mexico support an estimated 156,263 Illinois jobs. An estimated 84,889 of these have been created since 1987 by growth in Illinois' manufactured exports to Canada and Mexico.
- Illinois' exports to Mexico are growing rapidly.
 - * Illinois' merchandise exports to Mexico have increased by 385 percent since 1987, rising from \$278 million to \$1.3 billion. This was over four times the growth rate of Illinois' exports to the rest of the world (93 percent).
- Increased trade with Mexico since 1987 has strongly benefitted important Illinois industries. Most sectors have seen dramatic increases in exports to Mexico, and 22 sectors have seen their exports to Mexico more than double since 1987. Examples:
 - food products: up 2,080 percent to \$93.2 million.
 - fabricated metal products: up 1,133 percent to \$72.9 million.
 - primary metals: up 966 percent to \$109.1 million.
 - transportation equipment: up 638 percent to \$164.8 million.
 - industrial machinery & computers: up 345 percent to \$508.2 million.
 - chemical products: up 292 percent to \$88.9 million.
 - electric & electronic equipment: up 226 percent to \$137.9 million.
- Reduction of trade barriers under the NAFTA will greatly benefit Illinois' leading export industries.
 - * For industrial machinery and computers (\$508.2 million in 1992 exports to Mexico), NAFTA will eliminate tariffs (e.g. 10-20 percent for computers), improve protection of intellectual property, and open up Mexican government procurement.
 - * For transportation equipment (\$164.8 million in 1992 exports to Mexico), NAFTA will open up Mexican government procurement and eliminate Mexican tariffs, quotas, and local content requirements (which require the use of Mexican instead of U.S. manufacturing components) on auto parts.

Exports.
Better Jobs.
Better Wages.

- * For electric and electronic equipment (\$137.9 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of up to 20 percent, open up Mexican government procurement, eliminate nontariff barriers in technical standards, and increase intellectual property protection.
- * For chemical products and pharmaceuticals (\$88.9 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of 10-20 percent, eliminate non-tariff barriers such as import license requirements, open up Mexican government procurement, and improve protection of intellectual property.
- Improved access to Mexican markets under NAFTA will mean real exports that create real jobs at Illinois companies.
 - * Caterpillar of Peoria expects to benefit greatly from the NAFTA; it predicts that infrastructure projects will increase demand for its lift trucks, diesel engines, and gas turbine engines in Mexico. Caterpillar also foresees that increased commerce between the U.S. and Mexico will necessitate the sale of its equipment. In 1990, Caterpillar's exports to Mexico created work for about 900 U.S. employees as well as for 1,800 employees of its suppliers in Illinois, Indiana, and Pennsylvania.
 - * Navistar International of Chicago, one of the U.S.'s largest truck manufacturers, has been able to increase its sales in Mexico in recent years to offset a severe decline in U.S. sales. Navistar's exports to Mexico have increased from \$6 million in 1989 to \$100 million in 1992. Navistar expects the market to grow even more under NAFTA as trade barriers are reduced and the growing Mexican economy needs even more trucks.
 - * The auto and auto parts industries also will benefit from NAFTA. For example, Sun Electric Corporation of Crystal Lake, which manufactures computerized test and service equipment for the transportation industry, has increased its exports to Mexico, which has enabled it to retain employees that otherwise would have been lost in the U.S. recession. Overall, U.S. auto parts exports to Mexico have nearly tripled from \$2.4 billion in 1987 to \$6.5 billion in 1992.
- NAFTA contains detailed provisions to eliminate barriers to trade in services, including liberalization of licensing requirements and other restrictions, that will help Illinois banking, insurance and other financial services, construction & engineering, and telecommunications companies win more business in the \$146 billion Mexican services market.

- **NAFTA will open up Mexican markets to Illinois farmers by, for example, eliminating import licenses on corn, wheat, and dairy products, and eliminating tariffs (e.g. soybeans, 15 percent (seasonal); slaughter hogs (non-pedigree), 20 percent; cattle and beef, 15-25 percent; oats, 10 percent) either immediately or over time.**
- **NAFTA contains special provisions to protect import-sensitive industries in Illinois. These include:**
 - * **Long transition periods of up to 15 years for the phase-out of certain U.S. tariffs.**
 - * **Rules of origin for automobiles, textiles, and apparel that ensure that non-NAFTA countries cannot use Mexico or Canada as an export platform into the U.S. In fact, these rules will benefit Illinois' auto parts and textiles industries by providing a strong incentive for manufacturers in all three NAFTA countries to source more auto parts and textiles in North America, rather than overseas.**
- **Increased exports to Mexico because of NAFTA mean more high-paying jobs for Illinois.**
 - * **98 percent of Illinois' exports to Mexico are manufacturing exports, which provide jobs paying 17 percent more on average than the average U.S. wage.**
 - * **This pattern is borne out in specific Illinois export industries: for example, the 1991 average hourly wage for production workers in transportation equipment was \$13.76; in industrial machinery & computers, \$13.56; in primary metals, \$13.44; and in chemicals, \$12.79.**
 - * **NAFTA will lock in the 32,097 Illinois jobs already generated by trade with Mexico, and create new jobs that will offset any job losses by almost nine-to-one. The NAFTA is expected to result in a net gain of 4,100 jobs for Illinois.**



Indiana and the NAFTA

**North American
Free Trade
Agreement**

- **Canada and Mexico are key export markets for Indiana.**
 - * **Canada and Mexico are Indiana's first- and fourth-largest export markets. Indiana's exports to Canada and Mexico were worth \$3.3 billion in 1992, 74 percent greater than the 1988 level of \$1.9 billion.**
 - * **Manufactured exports to Canada and Mexico support an estimated 76,506 jobs in Indiana. Approximately 30,295 of these have been created since 1988 by growth in Indiana's manufactured exports to Canada and Mexico.**
- **Indiana's exports to Mexico are growing rapidly.**
 - * **Indiana's merchandise exports to Mexico have increased by 130 percent since 1988, rising from \$156 million to \$359 million. This was twice the growth rate of Indiana's exports to the rest of the world (66 percent).**
- **Increased trade with Mexico since 1988 has strongly benefitted important Indiana industries. Most sectors have seen dramatic increases in exports to Mexico, and 21 sectors have seen their exports to Mexico more than double since 1988. Examples:**
 - **furniture & fixtures: up 432 percent to \$3.2 million.**
 - **fabricated metal products: up 323 percent to \$8.0 million.**
 - **primary metals: up 262 percent to \$88.5 million.**
 - **food products: up 149 percent to \$4.9 million.**
 - **transportation equipment: up 121 percent to \$42.4 million.**
- **Reduction of trade barriers under the NAFTA will greatly benefit Indiana's leading export industries.**
 - * **For industrial machinery and computers (\$126.4 million in 1992 exports to Mexico), NAFTA will eliminate tariffs (e.g. 10-20 percent for computers), improve protection of intellectual property, and open up Mexican government procurement.**
 - * **For primary metals (\$88.5 million in 1992 exports to Mexico), NAFTA will eliminate tariffs (which average 8.2% on a trade-weighted basis), open up Mexican government procurement, and expand the Mexican economy, increasing infrastructure growth and demand for steel.**

**Exports.
Better Jobs.
Better Wages.**

- * For transportation equipment (\$42.4 million in 1992 exports to Mexico), NAFTA will open up Mexican government procurement and eliminate Mexican tariffs, quotas, and local content requirements (which require the use of Mexican instead of U.S. manufacturing components) on auto parts.
- * For chemical products (including agricultural chemicals) and pharmaceuticals (\$39.7 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of 10-20 percent, eliminate non-tariff barriers such as import license requirements, open up Mexican government procurement, and improve protection of intellectual property.
- * For electric and electronic equipment (\$15.3 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of up to 20 percent, open up Mexican government procurement, eliminate nontariff barriers in technical standards, and increase intellectual property protection.
- NAFTA will open up Mexican markets to Indiana farmers by, for example, eliminating import licenses on corn and wheat, and eliminating tariffs (e.g. slaughter hogs (non-pedigree) and pork, 20 percent; sorghum and soybeans, 15 percent (seasonal); cattle and beef, 15-25 percent; durum wheat, rye, and oats, 10 percent) either immediately or over time.
- NAFTA contains detailed provisions to eliminate barriers to trade in services, including liberalization of licensing requirements and other restrictions, that will help Indiana banking, insurance and other financial services, telecommunications, and engineering and construction companies win more business in the \$146 billion Mexican services market.
- Indiana's auto parts sector will benefit from the NAFTA's rules of origin for automobiles. These rules provide a strong incentive for manufacturers in all three NAFTA countries to source more parts and components in North America, rather than overseas.
- Commitments to clean up environmental hazards and improve environmental protection in Mexico and the border area will stimulate demand for Indiana pollution control equipment and services.
- Increased exports to Mexico because of NAFTA mean more high-paying jobs for Indiana.
 - * 97 percent of Indiana's exports to Mexico are manufacturing exports, which provide jobs paying 17 percent more on average than the average U.S. wage.
 - * This pattern is borne out in specific Indiana export industries: for example, the 1991 average hourly wage for production workers in chemicals was \$16.06; in primary metals, \$15.80; in transportation equipment, \$14.44; and in electric & electronic machinery, \$13.54.
 - * NAFTA will lock in the 8,358 Indiana jobs already generated by trade with Mexico, and create new jobs that will offset any job losses by almost four-to-one.



Iowa and the NAFTA

North American Free Trade Agreement

- Canada and Mexico are key export markets for Iowa.
 - * Canada and Mexico are Iowa's first- and third-largest export markets. Iowa's exports to Canada and Mexico were worth \$963 million in 1992.
 - * Manufactured exports to Canada and Mexico support an estimated 16,381 jobs in Iowa. Approximately 2,562 of these have been created since 1987 by growth in Iowa's manufactured exports to Canada and Mexico.
- Iowa's exports to Mexico are growing rapidly.
 - * Iowa's merchandise exports to Mexico have increased by 203 percent since 1987, rising from \$66 million to \$200 million. This was over four times the growth rate of Iowa's exports to the rest of the world (47 percent).
- Increased trade with Mexico since 1987 has strongly benefitted important Iowa industries. Most sectors have seen dramatic increases in exports to Mexico, and 20 sectors have seen their exports to Mexico more than double since 1987. Examples:
 - transportation equipment: up 1,532 percent to \$10.5 million.
 - chemical products: up 573 percent to \$12.6 million.
 - industrial machinery & computers: up 423 percent to \$43.7 million.
 - primary metals: up 412 percent to \$10.7 million.
 - fabricated metal products: up 286 percent to \$4.2 million.
 - livestock: up 138 percent to \$2.8 million.
- Reduction of trade barriers under the NAFTA will greatly benefit Iowa's leading export industries.
 - * For food products (\$69.4 million in 1992 exports to Mexico), NAFTA will reduce tariffs of 10-20 percent and eliminate non-tariff barriers such as import licenses.
 - * For industrial machinery and computers (\$43.7 million in 1992 exports to Mexico), NAFTA will eliminate tariffs (e.g. 10-20 percent for computers), improve protection of intellectual property, and open up Mexican government procurement.
 - * For chemical products (including agricultural chemicals) and pharmaceuticals, (\$12.6 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of 10-20 percent, eliminate non-tariff barriers such as import license requirements, open up Mexican government procurement, and improve protection of intellectual property.

Exports. Better Jobs. Better Wages.

- * For primary metals (\$10.7 million in 1992 exports to Mexico), NAFTA will eliminate tariffs (which average 8.2% on a trade-weighted basis), open up Mexican government procurement, and expand the Mexican economy, increasing infrastructure growth and demand for steel.
- * For transportation equipment (\$10.5 million in 1992 exports to Mexico), NAFTA will open up Mexican government procurement and eliminate Mexican tariffs, quotas, and local content requirements (which require the use of Mexican instead of U.S. manufacturing components) on auto parts.
- * For electric and electronic equipment (\$10.1 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of up to 20 percent, open up Mexican government procurement, eliminate nontariff barriers in technical standards, and increase intellectual property protection.
- NAFTA will open up Mexican markets to Iowa farmers by, for example, eliminating import licenses on corn, wheat, and dairy products, and eliminating tariffs (e.g. pork and slaughter hogs (non-pedigree), 20 percent; cattle and beef, 15-25 percent; soybeans, 15 percent (seasonal); durum wheat and oats, 10 percent) either immediately or over time.
- NAFTA contains detailed provisions to eliminate barriers to trade in services, including liberalization of licensing requirements and other restrictions, that will help Iowa banking, insurance and other financial services, and telecommunications companies win more business in the \$146 billion Mexican services market.
- Iowa's auto parts sector will benefit from the NAFTA's rules of origin for automobiles. These rules provide a strong incentive for manufacturers in all three NAFTA countries to source more parts and components in North America, rather than overseas.
- Increased exports to Mexico because of NAFTA mean more high-paying jobs for Iowa.
 - * 87 percent of Iowa's exports to Mexico are manufacturing exports, which provide jobs paying 17 percent more on average than the average U.S. wage.
 - * This pattern is borne out in specific Iowa export industries: for example, the 1991 average hourly wage for production workers in industrial machinery & computers was \$15.20; in primary metals, \$13.37; in chemical products, \$13.50; in rubber & plastics, \$12.07; and in electronics, \$11.67.
 - * NAFTA will lock in the 3,123 Iowa jobs already generated by trade with Mexico, and create new jobs that will offset any job losses by more than five-to-one. The NAFTA is expected to result in a net gain of 870 jobs for Iowa.

Kansas and the NAFTA

**North American
Free Trade
Agreement**

- **Canada and Mexico are key export markets for Kansas.**
 - * **Canada and Mexico are Kansas' first- and third-largest export markets. Kansas' exports to Canada and Mexico were worth \$977 million in 1992, 148 percent greater than the 1987 level of \$394 million.**
 - * **Manufactured exports to Canada and Mexico support an estimated 16,597 jobs in Kansas. Approximately 10,372 of these have been created since 1987 by growth in Kansas' manufactured exports to Canada and Mexico.**
- **Kansas' exports to Mexico are growing rapidly.**
 - * **Kansas' merchandise exports to Mexico have increased by 150 percent since 1987, rising from \$125 million to \$313 million. This was over twice the growth rate of Kansas' exports to the rest of the world (63 percent).**
- **Increased trade with Mexico since 1987 has strongly benefitted important Kansas industries. Most sectors have seen dramatic increases in exports to Mexico, and 20 sectors have seen their exports to Mexico more than double since 1987. Examples:**
 - **transportation equipment: up 658 percent to \$32.4 million.**
 - **rubber & plastic products: up 517 percent to \$2.3 million.**
 - **food products: up 364 percent to \$75.7 million.**
 - **industrial machinery & computers: up 282 percent to \$16.2 million.**
 - **chemical products: up 263 percent to \$5.3 million.**
- **Reduction of trade barriers under the NAFTA will greatly benefit Kansas' leading export industries.**
 - * **For food products (\$75.7 million in 1992 exports to Mexico), NAFTA will reduce tariffs of 10-20 percent and eliminate non-tariff barriers such as import licenses.**
 - * **For transportation equipment (\$32.4 million in 1992 exports to Mexico), NAFTA will open up Mexican government procurement and eliminate Mexican tariffs, quotas, and local content requirements (which require the use of Mexican instead of U.S. manufacturing components) on auto parts.**

**Exports.
Better Jobs.
Better Wages.**

- * For electric and electronic equipment (\$17.6 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of up to 20 percent, open up Mexican government procurement, eliminate nontariff barriers in technical standards, and increase intellectual property protection.
- * For industrial machinery and computers (\$16.2 million in 1992 exports to Mexico), NAFTA will eliminate tariffs (e.g. 10-20 percent for computers), improve protection of intellectual property, and open up Mexican government procurement.
- * For chemical products (including agricultural chemicals) and pharmaceuticals, (\$5.3 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of 10-20 percent, eliminate non-tariff barriers such as import license requirements, open up Mexican government procurement, and improve protection of intellectual property.
- NAFTA will open up Mexican markets to Kansas farmers by, for example, eliminating import licenses on corn, wheat, and dairy products, and eliminating tariffs (e.g. slaughter hogs (non-pedigree) and pork, 20 percent; cattle and beef, 15-25 percent; soybeans and sorghum, 15 percent (seasonal); durum wheat, 10 percent) either immediately or over time.
- NAFTA contains detailed provisions to eliminate barriers to trade in services, including liberalization of licensing requirements and other restrictions, that will help Kansas banking, insurance and other financial services, telecommunications, and engineering and construction companies win more business in the \$146 billion Mexican services market.
- Commitments to clean up environmental hazards and improve environmental protection in Mexico and the border area will stimulate demand for Kansas pollution control equipment and services.
- Increased exports to Mexico because of NAFTA mean more high-paying jobs for Kansas.
 - * 52 percent of Kansas' exports to Mexico are manufacturing exports, which provide jobs paying 17 percent more on average than the average U.S. wage.
 - * This pattern is borne out in specific Kansas export industries: for example, the 1991 average hourly wage for production workers in transportation equipment was \$14.47.
 - * NAFTA will lock in the 3,408 Kansas jobs already generated by trade with Mexico, and create new jobs that will offset any job losses by more than eight-to-one. The NAFTA is expected to result in a net gain of over 960 jobs for Kansas.



Kentucky and the NAFTA

**North American
Free Trade
Agreement**

- Canada and Mexico are important export markets for Kentucky.
 - * Canada and Mexico are Kentucky's first- and fifth-largest export markets. Kentucky's exports to Canada and Mexico were worth \$1.3 billion in 1992, 94 percent greater than the 1987 level of \$680 million.
 - * Manufactured exports to Canada and Mexico support an estimated 21,911 jobs in Kentucky. Approximately 10,413 of these have been created since 1987 by growth in Kentucky's manufactured exports to Canada and Mexico.
- Kentucky's exports to Mexico are growing rapidly.
 - * Kentucky's merchandise exports to Mexico have increased by 357 percent since 1987, rising from \$43 million to \$198 million. This was five times the growth rate of Kentucky's exports to the rest of the world (72 percent).
- Increased trade with Mexico since 1987 has strongly benefitted important Kentucky industries. Most sectors have seen dramatic increases in exports to Mexico, and 20 sectors have seen their exports to Mexico more than double since 1987. Examples:
 - electric & electronic equipment: up 2,945 percent to \$49.3 million.
 - fabricated metal products: up 2,074 percent to \$7.1 million.
 - printing & publishing: up 1,684 percent to \$16.5 million.
 - food products: up 663 percent to \$4.9 million.
 - industrial machinery & computers: up 305 percent to \$56.1 million.
- Reduction of trade barriers under the NAFTA will greatly benefit Kentucky's leading export industries.
 - * For industrial machinery and computers (\$56.0 million in 1992 exports to Mexico), NAFTA will eliminate tariffs (e.g. 10-20 percent for computers), improve protection of intellectual property, and open up Mexican government procurement.
 - * For electric and electronic equipment (\$49.3 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of up to 20 percent, open up Mexican government procurement, eliminate nontariff barriers in technical standards, and increase intellectual property protection.

**Exports.
Better Jobs.
Better Wages.**

- * For chemical products (\$19.1 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of 10-20 percent, eliminate non-tariff barriers such as import license requirements, open up Mexican government procurement, and improve protection of intellectual property.
- * For primary metals (\$5.2 million in 1992 exports to Mexico), NAFTA will eliminate tariffs (which average 8.2% on a trade-weighted basis), open up Mexican government procurement, and expand the Mexican economy, increasing infrastructure growth and demand for steel.
- NAFTA contains detailed provisions to eliminate barriers to trade in services, including liberalization of licensing requirements and other restrictions, that will help Kentucky banking, insurance and other financial services, telecommunications, and engineering and construction companies win more business in the \$146 billion Mexican services market.
- NAFTA will open up Mexican markets to Kentucky farmers by, for example, eliminating import licenses on tobacco, corn, wheat, and dairy products, and eliminating tariffs (e.g. soybeans, 15 percent (seasonal); tobacco products, 15-20 percent; cattle and beef, 15-25 percent; durum wheat, 10 percent) either immediately or over time.
- NAFTA contains special provisions to protect import-sensitive industries in Kentucky. These include:
 - * Long transition periods of up to 15 years for the phase-out of certain U.S. tariffs.
 - * Rules of origin for automobiles, textiles, and apparel that ensure that non-NAFTA countries cannot use Mexico or Canada as an export platform into the U.S. In fact, these rules provide a strong incentive for manufacturers in all three NAFTA countries to source more auto parts and textiles in North America, rather than overseas.
- Increased exports to Mexico because of NAFTA mean more high-paying jobs for Kentucky.
 - * 96 percent of Kentucky's exports to Mexico are manufacturing exports, which provide jobs paying 17 percent more on average than the average U.S. wage.
 - * This pattern is borne out in specific Kentucky export industries: for example, the 1991 average hourly wage for production workers in chemical products was \$15.69; in primary metals, \$14.39; in electric & electronic equipment, \$13.09; and in industrial machinery & computers, \$11.46.
 - * NAFTA will lock in the 3,231 Kentucky jobs already generated by trade with Mexico, and create new jobs that will offset any job losses by more than three-to-one. The NAFTA is expected to result in a net gain of over 860 jobs for Kentucky.

Louisiana and the NAFTA

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- Mexico and Canada are important export markets for Louisiana.
 - * Mexico and Canada are Louisiana's fourth- and seventh-largest export markets. Louisiana's exports to Canada and Mexico were worth \$1.3 billion in 1992, 63 percent greater than the 1987 level of \$0.8 billion.
 - * Manufactured exports to Mexico and Canada support an estimated 10,663 jobs in Louisiana. Approximately 3,027 of these have been created since 1987 by growth in Louisiana's manufactured exports to Mexico and Canada.
- Louisiana's exports to Mexico are growing rapidly.
 - * Louisiana's merchandise exports to Mexico have increased by 100 percent since 1987, rising from \$377 million to \$753 million. This was over four times the growth rate of Louisiana's exports to the rest of the world (23 percent).
- Increased trade with Mexico since 1987 has strongly benefitted important Louisiana industries. Most sectors have seen dramatic increases in exports to Mexico, and 17 sectors have seen their exports to Mexico more than double since 1987. Examples:
 - lumber & wood products: up 7,356 percent to \$4.4 million.
 - food products: up 666 percent to \$80.0 million.
 - paper products: up 230 percent to \$21.1 million.
 - refined petroleum products: up 210 percent to \$58.5 million.
 - industrial machinery & computers: up 166 percent to \$31.9 million.
 - crops: up 142 percent to \$397.4 million.
- Reduction of trade barriers under the NAFTA will greatly benefit Louisiana's leading export industries.
 - * For chemical products (\$104.2 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of 10-20 percent, eliminate non-tariff barriers such as import license requirements, open up Mexican government procurement, and improve protection of intellectual property.
 - * For food products (\$79.7 million in 1992 exports to Mexico), NAFTA will reduce tariffs of 10-20 percent and eliminate non-tariff barriers such as import licenses.

Exports.
Better Jobs.
Better Wages.

- * For industrial machinery and computers (\$31.9 million in 1992 exports to Mexico), NAFTA will eliminate tariffs (e.g. 10-20 percent for computers), improve protection of intellectual property, and open up Mexican government procurement.
- * For paper products (\$21.1 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of 10-20 percent and remove nontariff barriers.
- * For transportation equipment (\$5.4 million in 1992 exports to Mexico), NAFTA will open up Mexican government procurement and eliminate Mexican tariffs, quotas, and local content requirements (which require the use of Mexican instead of U.S. manufacturing components) on auto parts.
- For Louisiana companies involved in energy and related products, the NAFTA will create significant investment opportunities in petrochemicals, liberalize government procurement, and eliminate tariffs of 10-20 percent on oil and gas field equipment.
- NAFTA contains detailed provisions to eliminate barriers to trade in services, including liberalization of licensing requirements and other restrictions, that will help Louisiana banking, insurance and other financial services, telecommunications, and engineering and construction companies win more business in the \$146 billion Mexican services market.
- NAFTA will open up Mexican markets to Louisiana farmers by, for example, eliminating import licenses on corn, and eliminating tariffs (e.g. soybeans and sorghum, 15 percent (seasonal); cattle and beef, 15-25 percent; rice, 10-20 percent; cotton, 10 percent) either immediately or over time.
- * Louisiana sugar cane growers fear that the NAFTA will enable Mexican competitors to displace U.S. growers. This fear is not justified because NAFTA contains special provisions to protect the U.S. sugar industry. Increased access to the U.S. market for Mexican sugar is limited by a 15 year transition period and by the requirement that increased access during the transition period be tied to Mexico becoming a net surplus producer of sugar.
 - U.S. Department of Agriculture projections indicate that Mexico will not be a net surplus sugar producer in the foreseeable future.
 - Even if Mexico does export sugar, U.S. producers will not be affected because import quotas for third countries will be reduced commensurately with any increase in Mexican imports.

- Agriculture accounts for only two percent of the Louisiana economy. In light of the clear gains for manufacturing and services, it hardly makes sense for Louisiana to oppose NAFTA because of one agricultural sector. Moreover, most Louisiana agricultural sectors will benefit from NAFTA, while the sugar cane sector will be significantly protected by NAFTA.
- Increased exports to Mexico because of NAFTA mean more high-paying jobs for Louisiana.
 - * 46 percent of Louisiana's exports to Mexico are manufacturing exports, which provide jobs paying 17 percent more on average than the average U.S. wage.
 - * This pattern is borne out in specific Louisiana export industries: for example, the 1991 average hourly wage for production workers in petroleum & coal products was \$17.92; and in chemical products, \$16.82.
 - * NAFTA will lock in the 4,325 Louisiana jobs already generated by trade with Mexico, and create new jobs that will offset any job losses by more than eight-to-one. The NAFTA is expected to result in a net gain of over 1,000 jobs for Louisiana.



Maine and the NAFTA

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- **Canada and Mexico are important export markets for Maine.**
 - * **Canada and Mexico are Maine's first- and tenth-largest export markets. Maine's exports to Canada and Mexico were worth \$420 million in 1992, 69 percent greater than the 1987 level of \$248 million.**
 - * **Manufactured exports to Canada and Mexico support an estimated 7,653 jobs in Maine. Approximately 2,598 of these have been created since 1987 by growth in Maine's manufactured exports to Canada and Mexico.**
- **Maine's exports to Mexico are growing at a phenomenal pace.**
 - * **Maine's merchandise exports to Mexico have increased by 774 percent since 1987, rising from \$2.7 million to \$23.5 million. This was over 14 times the growth rate of Maine's exports to the rest of the world (54 percent).**
- **Increased trade with Mexico since 1987 has strongly benefitted important Maine industries. Most sectors have seen dramatic increases in exports to Mexico, and 17 sectors have seen their exports to Mexico more than double since 1987. Examples:**
 - **leather products: up 62,980 percent to \$10.0 million.**
 - **fabricated metal products: up 26,104 percent to \$4.5 million.**
 - **electric & electronic equipment: up 768 percent to \$1.4 million.**
 - **industrial machinery & computers: up 841 percent to \$970,000.**
- **Reduction of trade barriers under the NAFTA will greatly benefit Maine's leading export industries.**
 - * **For leather products (\$10.0 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of up to 20 percent.**
 - * **For electric and electronic equipment (\$1.4 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of up to 20 percent, open up Mexican government procurement, eliminate nontariff barriers in technical standards, and increase intellectual property protection.**
 - * **For paper products (\$1.1 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of 10-20 percent, remove nontariff barriers, and open up Mexican government procurement.**

**Exports.
Better Jobs.
Better Wages.**

- * For industrial machinery and computers (\$970,000 in 1992 exports to Mexico), NAFTA will eliminate tariffs (e.g. 10-20 percent for computers), improve protection of intellectual property, and open up Mexican government procurement.
- * For lumber and wood products (\$47,000 in 1992 exports to Mexico), NAFTA will eliminate tariffs of 10-20 percent and remove non-tariff barriers such as import permits and user fees.
- NAFTA contains detailed provisions to eliminate barriers to trade in services, including liberalization of licensing requirements and other restrictions, that will help Maine banking, insurance and other financial services, telecommunications, and engineering and construction companies win more business in the \$146 billion Mexican services market.
- NAFTA will open up Mexican markets to Maine farmers by, for example, eliminating import licenses on eggs, dairy products, and potatoes, and eliminating tariffs (e.g. apples, 20 percent) either immediately or over time.
- NAFTA contains special provisions to protect import-sensitive industries in Maine. These include:
 - * Long transition periods of up to 15 years for the phase-out of certain U.S. tariffs.
 - * Rules of origin for leather products and lumber and wood products that ensure that non-NAFTA countries cannot use Mexico or Canada as an export platform into the U.S.
- Increased exports to Mexico because of NAFTA mean more high-paying jobs for Maine.
 - * 87 percent of Maine's exports to Mexico are manufacturing exports, which provide jobs paying 17 percent more on average than the average U.S. wage.
 - * This pattern is borne out in specific Maine export industries: for example, the 1991 average hourly wage for production workers in transportation equipment was \$12.55.
 - * NAFTA will lock in the 457 Maine jobs already generated by trade with Mexico, and create new jobs that will offset any job losses by almost five-to-one.

Maryland and the NAFTA

North American
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- Canada and Mexico are important markets for Maryland.
 - * Canada is Maryland's largest export market. Maryland's exports to Canada and Mexico were worth \$864 million in 1992, 37 percent greater than the 1987 level of \$630 million.
 - * Manufactured exports to Canada and Mexico support an estimated 20,797 jobs in Maryland. Approximately 4,981 of these have been created since 1987 by growth in Maryland's manufactured exports to Canada and Mexico.
- Maryland's exports to Mexico are growing rapidly.
 - * Maryland's merchandise exports to Mexico have increased by 248 percent since 1987, rising from \$17 million in 1987 to \$59 million in 1992. This was almost twice the growth rate of Maryland's exports to the rest of the world (130 percent).
- Increased trade with Mexico since 1987 has strongly benefitted important Maryland industries. Most sectors have seen dramatic increases in exports to Mexico, and 18 sectors have seen their exports to Mexico more than double since 1987. Examples:
 - paper products: up 10,150 percent to \$1.6 million.
 - primary metals: up 1,338 percent to \$14.0 million.
 - transportation equipment: up 565 percent to \$3.9 million.
 - fabricated metal products: up 534 percent to \$1.6 million.
 - electric & electronic equipment: up 409 percent to \$7.3 million.
 - chemical products: up 364 percent to \$8.5 million.
- NAFTA's reduction of trade barriers will greatly benefit Maryland's leading export industries.
 - * For primary metals (\$14.0 million in 1992 exports to Mexico), the NAFTA will eliminate Mexico tariffs (which average 8.2 percent on a trade-weighted basis), open up Mexican government procurement, and expand the Mexican economy, increasing infrastructure growth and demand for steel.
 - * For industrial machinery and computers (\$8.7 million in 1992 exports to Mexico), the NAFTA will eliminate tariffs (e.g. 10-20% in computers), assure protection of intellectual property, and open up Mexican government procurement.

Exports.
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- * For chemical products (\$8.5 million in 1992 exports to Mexico), the NAFTA will eliminate tariffs of 10-20 percent, eliminate nontariff barriers such as import license requirements, and improve protection of intellectual property.
- * For electric and electronic equipment (\$7.3 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of up to 20 percent, open up Mexican government procurement, eliminate nontariff barriers in technical standards, and increase intellectual property protection.
- * For transportation equipment (\$3.9 million in 1992 exports to Mexico), NAFTA will open up Mexican government procurement and eliminate Mexican tariffs, quotas, and local content requirements (which require the use of Mexican instead of U.S. manufacturing components) on auto parts.
- NAFTA contains detailed provisions to eliminate barriers to trade in services, including liberalization of licensing requirements and other restrictions, that will aid Maryland banks, insurance companies, and construction and engineering companies win business in Mexico's \$146 billion services market.
- NAFTA will open up Mexican markets to Maryland farmers by, for example, eliminating import licenses on corn, poultry, and dairy products, and eliminating tariffs (e.g. soybeans, 15 percent (seasonal); poultry, 10 percent) either immediately or over time.
- Increased exports to Mexico because of NAFTA mean more high-paying jobs for Maryland.
 - * 96 percent of Maryland's exports to Mexico are manufacturing exports, which provide jobs paying 17 percent more on average than the average U.S. wage.
 - * This pattern is borne out in specific Maryland export industries: for example, the 1991 average hourly wage for Maryland production workers in chemical products was \$12.68; in primary metals, \$16.58; and in transportation equipment, \$15.84.
 - * NAFTA will lock in the 1,468 Maryland jobs already generated by trade with Mexico, and create new jobs that will offset any job losses by five-to-one. The NAFTA is expected to result in a net gain of 1,700 jobs for Maryland.

Massachusetts and the NAFTA

North American
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- Canada and Mexico are important export markets for Massachusetts.
 - * Canada is Massachusetts' largest export market. Massachusetts' exports to Canada and Mexico were worth \$2.8 billion in 1992, 100 percent greater than the 1987 level of \$1.4 billion.
 - * Manufactured exports to Canada and Mexico support an estimated 60,150 jobs in Massachusetts. Approximately 29,566 of these have been created since 1987 by growth in Massachusetts' manufactured exports to Canada and Mexico.
- Massachusetts' exports to Mexico are growing rapidly.
 - * Massachusetts' merchandise exports to Mexico have increased by 164 percent since 1987, rising from \$100 million to \$264 million. This was four times the growth rate of Massachusetts' exports to the rest of the world (41 percent).
- Increased trade with Mexico since 1987 has strongly benefitted important Massachusetts industries. Most sectors have seen dramatic increases in exports to Mexico, and 23 sectors have seen their exports to Mexico more than double since 1987. Examples:
 - food products: up 7,624 percent to \$9.0 million.
 - textile mill products: up 3,311 percent to \$13.4 million.
 - military equipment: up 1,107 percent to \$21.5 million.
 - fabricated metal products: up 614 percent to \$9.8 million.
 - printing & publishing: up 282 percent to \$3.1 million.
 - electric & electronic equipment: up 247 percent to \$33.1 million.
 - chemical products: up 242 percent to \$25.5 million.
- NAFTA's reduction of trade barriers will greatly benefit Massachusetts' leading export industries.
 - * For industrial machinery and computers (\$68.1 million in 1992 exports to Mexico), the NAFTA will eliminate tariffs (e.g. 10-20% in computers), assure protection of intellectual property, and open up Mexican government procurement.
 - * For scientific and measuring instruments (\$37.2 million in 1992 exports to Mexico), the NAFTA will eliminate Mexican tariffs as high as 20 percent and import licenses, as well as open up Mexican government procurement.

Exports.
Better Jobs.
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- * For electric and electronic equipment (\$33.1 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of up to 20 percent, open up Mexican government procurement, eliminate nontariff barriers in technical standards, and increase intellectual property protection.
- * For chemical products (\$25.5 million in 1992 exports to Mexico), the NAFTA will eliminate tariffs of 10-20 percent, eliminate nontariff barriers such as import license requirements, and improve protection of intellectual property.
- NAFTA will open the \$6 billion Mexican telecommunications equipment and services market for Massachusetts, which is the second largest producer of communications equipment in the nation, employing 19,000 workers.
- NAFTA contains detailed provisions to liberalize licensing requirements and other restrictions on the provisions of services that will aid Massachusetts banks, insurance companies, and construction and engineering companies win business in Mexico's \$146 billion services market.
- Commitments to clean up environmental hazards and improve environmental protection in Mexico and the border area will stimulate demand for Massachusetts environmental businesses that already employ approximately 30,000 people.
- NAFTA will open up Mexican markets to Massachusetts farmers by, for example, eliminating import licenses on eggs and dairy products, and eliminating tariffs (e.g. apples, 20 percent) either immediately or over time.
- Increased exports to Mexico because of NAFTA mean more high-paying jobs for Massachusetts.
- * 92 percent of Massachusetts' exports to Mexico are manufacturing exports, which provide jobs paying 17 percent more on average than the average U.S. wage.
- * This pattern is borne out in specific Massachusetts export industries: for example, the 1991 average hourly wage for production workers in industrial machinery and computers was \$12.85; in fabricated products, \$12.48; in transportation equipment, \$14.69; in chemical products, \$13.32; and in printing and publishing, \$12.99.
- * NAFTA will lock in the 5,441 Massachusetts jobs already generated by trade with Mexico, and create new jobs that will offset any job losses by more than five-to-one. The NAFTA is expected to result in a net gain of 2,200 jobs for Massachusetts.

Michigan and the NAFTA

North American Free Trade Agreement

- Canada and Mexico are Michigan's main export markets.
 - * Canada and Mexico are Michigan's first- and second-largest export markets. Michigan's exports to Canada and Mexico were worth \$16.5 billion in 1992.
 - * Manufactured exports to Canada and Mexico support an estimated 254,825 Michigan jobs. An estimated 54,707 of these have been created since 1987 by growth in Michigan's manufactured exports to Canada and Mexico.
- Michigan's exports to Mexico are growing.
 - * Michigan's exports to Mexico have increased by 32 percent since 1987, rising from \$1.06 billion to \$1.42 billion. This exceeded the growth rate of Michigan's exports to the rest of the world (24 percent).
- Increased trade with Mexico since 1987 has strongly benefitted important Michigan industries. Most sectors have seen dramatic increases in exports to Mexico, and 14 sectors have seen their exports to Mexico more than double since 1987. Examples:
 - food products: up 3,719 percent to \$17.9 million.
 - textiles: up 2,975 percent to \$12.6 million.
 - furniture & fixtures: up 1,509 percent to \$32.6 million.
 - electric & electronic equipment: up 363 percent to \$94.1 million.
 - rubber & plastic products: up 235 percent to \$28.6 million.
 - primary metals: up 183 percent to \$48.8 million.
- Reduction of trade barriers under the NAFTA will greatly benefit Michigan's leading export industries.
 - * For transportation equipment (\$818.5 million in 1992 exports to Mexico), NAFTA will open up Mexican government procurement and eliminate Mexican tariffs, quotas, and local content requirements (which require the use of Mexican instead of U.S. manufacturing components) on auto parts.
 - * For industrial machinery and computers (\$226.5 million in 1992 exports to Mexico), NAFTA will eliminate tariffs (e.g. 10-20 percent for computers), improve protection of intellectual property, and open up Mexican government procurement.
 - * For electronic equipment (\$94.1 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of up to 20 percent, open up Mexican government procurement, eliminate nontariff barriers in technical standards, and increase intellectual property protection.

Exports. Better Jobs. Better Wages.

- * For primary metals (\$48.8 million in 1992 exports to Mexico), NAFTA will eliminate tariffs (which average 8.2% on a trade-weighted basis), open up Mexican government procurement, and expand the Mexican economy, increasing infrastructure growth and demand for steel.
- * For rubber & plastic products (\$28.6 million in 1992 exports to Mexico), NAFTA will open up Mexican government procurement and eliminate tariffs of 10-20 percent.
- NAFTA will bring concrete benefits to Michigan companies and workers. For example:
 - * Besser Corporation of Alpena manufactures machines that produce concrete blocks. Although Besser already successfully exports to Mexico, NAFTA will boost sales by eliminating a 20 percent tariff on Besser's exports. In addition to eliminating tariffs, NAFTA will reduce Besser's shipping costs by streamlining border controls, obviating the need to stop and switch truck trailers on exports to Mexico. Besser states that it has not moved any jobs to Mexico because it is not cost effective currently and that NAFTA's tariff and transportation cost reductions will make moving to Mexico even less cost effective.
 - * Detroit Diesel of Detroit manufactures diesel engines. Between 1991 and 1992 alone, Detroit Diesel increased its sales to Mexico by over 80 percent to more than \$65 million. Employment directly related to Detroit Diesel's Mexican business has increased by 46 percent. In addition to increasing sales and expanding its Michigan work force through exports to Mexico, Detroit Diesel has made a considerable contribution to environmental protection in Mexico because a large proportion of its increased sales has been of low-emission diesel and alternative fuel engines to power Mexican buses.
 - * Ford Motor Company of Dearborn has had a presence in Mexico for many years, but it historically has been barred by Mexican law from shipping fully assembled cars from the United States. Ford immediately began shipping fully assembled new vehicles from the U.S. to Mexico after Mexico lifted some of its restrictions on importing automobiles in 1990. Within a year, Ford shipped more than 2,000 U.S.- manufactured vehicles to Mexico. "These vehicle shipments supported U.S. jobs that would not have been possible otherwise. If restrictions were reduced further, an even greater volume of vehicles could be shipped." In addition to Ford's particular gains, general U.S. exports of auto parts to Mexico have increased from \$2.4 billion in 1987 to \$6.5 billion in 1992.
- NAFTA contains detailed provisions to eliminate barriers to trade in services, including liberalization of licensing requirements and other restrictions, that will help Michigan banking, insurance and other financial services, construction & engineering, and telecommunications companies win more business in the \$146 billion Mexican services market.
- Some interests fear NAFTA will lead to a loss of jobs. This fear is overstated.
 - * Diversion of investment to Mexico is not as great a problem as some claim.
 - Manufacturers are not likely to divert production to Mexico because of cheap labor, because labor costs are only one of many factors in an investment decision. According to the U.S. Office of Technology Assessment, "direct labor accounts for perhaps 10 percent of costs in [auto] assembly plants, less for engines."

- A study by the Stern Group found that 70 percent of U.S. investment in Mexico was aimed at servicing the growing Mexican market, and that only 25 percent of the production of U.S. majority-owned firms in Mexico is exported to the U.S. The same study concluded that much U.S. investment in Mexico under a NAFTA will replace new investment in other developing countries rather than new investment in the U.S.
- NAFTA will remove currently strong incentives for auto manufacturers to invest in Mexico instead of the U.S.
 - NAFTA will eliminate Mexican requirements that U.S. auto companies assemble vehicles in Mexico and purchase many components from Mexican suppliers.
 - NAFTA will allow U.S. auto companies to aggregate North American production for purposes of Corporate Average Fuel Efficiency ("CAFE") requirements, eliminating an important incentive to produce large, high value-added, but less fuel efficient autos in Mexico.
- * The NAFTA contains special provisions to protect import-sensitive industries in Michigan. These include:
 - Long transition periods of up to 15 years for the phase-out of certain U.S. tariffs.
 - Rules of origin for autos that ensure that non-NAFTA countries cannot use Mexico or Canada as an export platform into the U.S. In fact, these rules provide a strong incentive for manufacturers in all three NAFTA countries to source more parts and components in North America, rather than overseas.
- * There will be strong programs to help those temporarily displaced by industry restructuring resulting from the NAFTA. President-elect Clinton, in his speech at North Carolina State University on Oct. 4, 1992, called for "trade adjustment assistance that includes training, health care benefits and income supports, and assistance to communities to create jobs."
- * Given all this, and considering the clear benefits the NAFTA would bring to most sectors of Michigan's economy, it would not make sense to oppose the NAFTA.
- Increased exports to Mexico because of NAFTA mean more high-paying jobs for Michigan.
 - * 99 percent of Michigan's exports to Mexico are manufacturing exports, which provide jobs paying 17 percent more on average than the average U.S. wage.
 - * This pattern is borne out in specific Michigan export industries: for example, the 1991 average hourly wage for production workers in transportation equipment was \$18.19; and in chemicals, \$14.88.
 - * NAFTA will lock in the 22,351 Michigan jobs already generated by trade with Mexico, and create new jobs that will offset any job losses by almost nine-to-one. The NAFTA is expected to result in a net gain of 3,000 jobs for Michigan.



Minnesota and the NAFTA

North American Free Trade Agreement

- Canada and Mexico are important export markets for Minnesota.
 - * Canada and Mexico are Minnesota's first- and seventh-largest export markets. Minnesota's exports to Canada and Mexico were worth \$2 billion in 1992, 67 percent greater than the 1987 level of \$1.2 billion.
 - * Manufactured exports to Canada and Mexico support an estimated 34,719 jobs in Minnesota. Approximately 16,319 of these have been created since 1987 by growth in Minnesota's manufactured exports to Canada and Mexico.
- Minnesota's exports to Mexico are growing rapidly.
 - * Minnesota's merchandise exports to Mexico have increased by 191 percent since 1987, rising from \$90 million to \$261 million. This was well over twice the growth rate of Minnesota's exports to the rest of the world (71 percent).
- Increased trade with Mexico since 1987 has strongly benefitted important Minnesota industries. Most sectors have seen dramatic increases in exports to Mexico, and 22 sectors have seen their exports to Mexico more than double since 1987. Examples:
 - livestock: up 1,479 percent to \$1.5 million.
 - rubber & plastic products: up 597 percent to \$8.1 million.
 - printing & publishing: up 559 percent to \$1.8 million.
 - scientific & measuring instruments: up 404 percent to \$13.5 million.
 - paper products: up 370 percent to \$4.2 million.
 - electric & electronic equipment: up 344 percent to \$30.4 million.
 - food products: up 275 percent to \$39.7 million.
- Reduction of trade barriers under the NAFTA will greatly benefit Minnesota's leading export industries.
 - * For industrial machinery and computers (\$125.8 million in 1992 exports to Mexico), NAFTA will eliminate tariffs (e.g. 10-20 percent for computers), improve protection of intellectual property, and open up Mexican government procurement.
 - * For food products (\$39.7 million in 1992 exports to Mexico), NAFTA will reduce tariffs of 10-20 percent and eliminate non-tariff barriers such as import licenses.

Exports.
Better Jobs.
Better Wages.

- * For electric and electronic equipment (\$30.4 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of up to 20 percent, open up Mexican government procurement, eliminate nontariff barriers in technical standards, and increase intellectual property protection.
- * For rubber and plastic products (\$8.1 million in 1992 exports to Mexico), NAFTA will open up Mexican government procurement, and eliminate tariffs of 10-20 percent.
- * For transportation equipment (\$4.7 million in 1992 exports to Mexico), NAFTA will open up Mexican government procurement and eliminate Mexican tariffs, quotas, and local content requirements (which require the use of Mexican instead of U.S. manufacturing components) on auto parts.
- * For chemical products and pharmaceuticals (\$4.5 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of 10-20 percent, eliminate non-tariff barriers such as import license requirements, open up Mexican government procurement, and improve protection of intellectual property.
- * For paper products (\$4.2 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of 10-20 percent and remove nontariff barriers.
- NAFTA contains detailed provisions to eliminate barriers to trade in services, including liberalization of licensing requirements and other restrictions, that will help Minnesota banking, insurance and other financial services, telecommunications, and engineering and construction companies win more business in the \$146 billion Mexican services market.
- NAFTA will open up Mexican markets to Minnesota farmers by, for example, eliminating import licenses on corn, wheat, barley, and dairy products, and eliminating tariffs (e.g. soybeans, 15 percent (seasonal); durum wheat, 10 percent; barley, 5 percent) either immediately or over time.
- Increased exports to Mexico because of NAFTA mean more high-paying jobs for Minnesota.
 - * 94 percent of Minnesota's exports to Mexico are manufacturing exports, which provide jobs paying 17 percent more on average than the average U.S. wage.
 - * This pattern is borne out in specific Minnesota export industries: for example, the 1991 average hourly wage for production workers in chemicals was \$12.76; in industrial machinery & computers, \$12.61; and in fabricated metal products, \$12.34.
 - * NAFTA will lock in the 4,780 Minnesota jobs already generated by trade with Mexico, and create new jobs that will offset any job losses by more than eight-to-one. The NAFTA is expected to result in a net gain of 1,800 jobs for Minnesota.

Mississippi and the NAFTA

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- **Canada and Mexico are important export markets for Mississippi.**
 - * **Canada and Mexico are Mississippi's first- and seventh-largest export markets. Mississippi's exports to Canada and Mexico were worth \$450 million in 1992, 60 percent greater than the 1987 level of \$281 million.**
 - * **Manufactured exports to Canada and Mexico support an estimated 8,349 jobs in Mississippi. Approximately 3,533 of these have been created since 1987 by growth in Mississippi's manufactured exports to Canada and Mexico.**
- **Mississippi's exports to Mexico are growing rapidly.**
 - * **Mississippi's merchandise exports to Mexico have increased by 96 percent since 1987, rising from \$53 million to \$103 million. This greatly exceeded the growth rate of Mississippi's exports to the rest of the world (65 percent).**
- **Increased trade with Mexico since 1987 has strongly benefitted important Mississippi industries. Most sectors have seen dramatic increases in exports to Mexico, and 17 sectors have seen their exports to Mexico more than double since 1987. Examples:**
 - **textiles: up 9,208 percent to \$17.2 million.**
 - **rubber & plastic products: up 4,650 percent to \$10.8 million.**
 - **transportation equipment: up 1,297 percent to \$1.4 million.**
 - **industrial machinery & computers: up 660 percent to \$5.6 million.**
 - **furniture & fixtures: up 209 percent to \$3.3 million.**
- **Reduction of trade barriers under the NAFTA will greatly benefit Mississippi's leading export industries.**
 - * **For electric and electronic equipment (\$22.6 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of up to 20 percent, open up Mexican government procurement, eliminate nontariff barriers in technical standards, and increase intellectual property protection.**
 - * **For lumber and wood products (\$12.0 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of 10-20 percent and eliminate non-tariff barriers such as import permits and user fees.**
 - * **For paper products (\$8.9 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of 10-20 percent and remove nontariff barriers.**

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Better Wages.**

- * For food products (\$2.0 million in 1992 exports to Mexico), NAFTA will reduce tariffs of 10-20 percent and eliminate non-tariff barriers such as import licenses.
- * For transportation equipment (\$1.4 million in 1992 exports to Mexico), NAFTA will open up Mexican government procurement and eliminate Mexican tariffs, quotas, and local content requirements (which require the use of Mexican instead of U.S. manufacturing components) on auto parts.
- * For apparel (\$1.3 million in 1992 exports to Mexico), NAFTA will phase out 95 % of Mexican tariffs (1991 average: 20%) in six years.
- NAFTA will open up Mexican markets to Mississippi farmers by, for example, eliminating import licenses on poultry, and eliminating tariffs (e.g. soybeans, 15 percent (seasonal); rice, 10-20 percent; cattle and beef, 15-25 percent; cotton and poultry, 10 percent) either immediately or over time.
- NAFTA contains detailed provisions to eliminate barriers to trade in services, including liberalization of licensing requirements and other restrictions, that will help Mississippi banking, insurance and other financial services, telecommunications, and engineering and construction companies win more business in the \$146 billion Mexican services market.
- The apparel and auto parts sectors fear the NAFTA will lead to a loss of jobs to Mexico.
 - * This fear is unjustified. The NAFTA provides safeguards which allow imposition of protection if domestic producers are seriously injured. Also, some reductions in U.S. tariffs will only be phased in over 10 years.
 - * In addition, tough rules of origin will ensure that neither Mexico nor Canada will become a staging ground for exports of non-NAFTA countries to the U.S. In fact, these rules will benefit Mississippi's auto parts and textiles industries because they provide a strong incentive for manufacturers in all three NAFTA countries to source auto parts and textiles in North America, rather than overseas.
- Increased exports to Mexico because of NAFTA mean more high-paying jobs for Mississippi.
 - * 96 percent of Mississippi's exports to Mexico are manufacturing exports, which provide jobs paying 17 percent more on average than the average U.S. wage.
 - * This pattern is borne out in specific Mississippi export industries: for example, the 1991 average hourly wage for production workers in chemicals was \$11.79; in transportation equipment, \$10.58; and in printing & publishing, \$10.39.
 - * NAFTA will lock in the 1,902 Mississippi jobs already generated by trade with Mexico, and create new jobs that will offset any job losses by more than two-to-one.



Missouri and the NAFTA

North American
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- Canada and Mexico are Missouri's main export markets.
 - * Canada and Mexico are Missouri's first- and second-largest export markets. Missouri's exports to Canada and Mexico were worth \$2.2 billion in 1992, 47 percent greater than the 1987 level of \$1.5 billion.
 - * Manufactured exports to Canada and Mexico support an estimated 32,457 jobs in Missouri. Approximately 10,057 of these have been created since 1987 by growth in Missouri's manufactured exports to Canada and Mexico.
- Missouri's exports to Mexico are growing rapidly.
 - * Missouri's merchandise exports to Mexico have increased by 70 percent since 1987, rising from \$199 million to \$339 million. This was over double the growth rate of Missouri's exports to the rest of the world (32 percent).
- Increased trade with Mexico since 1987 has strongly benefitted important Missouri industries. Most sectors have seen dramatic increases in exports to Mexico, and 13 sectors have seen their exports to Mexico more than double since 1987. Examples:
 - scientific & measuring instruments: up 257 percent to \$5.0 million.
 - primary metals: up 249 percent to \$15.2 million.
 - stone, clay, & glass products: up 232 percent to \$2.6 million.
 - industrial machinery & computers: up 210 percent to \$35.0 million.
 - fabricated metal products: up 192 percent to \$14.4 million.
 - chemical products: up 135 percent to \$27.4 million.
- Reduction of trade barriers under the NAFTA will greatly benefit Missouri's leading export industries.
 - * For food products (\$61.4 million in 1992 exports to Mexico), NAFTA will reduce tariffs of 10-20 percent and eliminate non-tariff barriers such as import licenses.
 - * For electric and electronic equipment (\$42.5 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of up to 20 percent, open up Mexican government procurement, eliminate nontariff barriers in technical standards, and increase intellectual property protection.
 - * For industrial machinery and computers (\$35.0 million in 1992 exports to Mexico), NAFTA will eliminate tariffs (e.g. 10-20 percent for computers), improve protection of intellectual property, and open up Mexican government procurement.

Exports.
Better Jobs.
Better Wages.

- For chemical and petrochemical products (\$27.4 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of 10-20 percent, eliminate non-tariff barriers such as import license requirements, open up Mexican government procurement, and improve protection of intellectual property.
- For transportation equipment (\$17.2 million in 1992 exports to Mexico), NAFTA will open up Mexican government procurement and eliminate Mexican tariffs, quotas, and local content requirements (which require the use of Mexican instead of U.S. manufacturing components) on auto parts.
- NAFTA contains detailed provisions to eliminate barriers to trade in services, including liberalization of licensing requirements and other restrictions, that will help Missouri banking, insurance and other financial services, and health service companies win more business in the \$146 billion Mexican services market.
- NAFTA will open up Mexican markets to Missouri farmers by, for example, eliminating import licenses on wheat, corn, and dairy products, and eliminating tariffs (e.g. cattle and beef, 15-25 percent; soybeans, 15 percent (seasonal); durum wheat, cotton, and pork, 10 percent) either immediately or over time.
- Increased exports to Mexico because of NAFTA mean more high-paying jobs for Missouri.
 - 73 percent of Missouri's exports to Mexico are manufacturing exports, which provide jobs paying 17 percent more on average than the average U.S. wage.
 - This pattern is borne out in specific Missouri export industries: for example, the 1991 average hourly wage for production workers in transportation equipment was \$16.72; in chemicals, \$13.18; in primary metal industries, \$12.36; and in fabricated metal products, \$11.74.
 - NAFTA will lock in the 3,965 Missouri jobs already generated by trade with Mexico, and create new jobs that will offset any job losses by almost six-to-one. The NAFTA is expected to result in a net gain of 1,600 jobs for Missouri.



Montana and the NAFTA

North American
Free Trade
Agreement

- Canada and Mexico are important export markets for Montana.
 - * Canada and Mexico are Montana's first- and eleventh-largest export markets. Montana's exports to Canada and Mexico were worth \$159 million in 1992, 73 percent greater than the 1987 level of \$92 million.
 - * Manufactured exports to Canada and Mexico support an estimated 4,124 jobs in Montana. Approximately 1,959 of these have been created since 1987 by growth in Montana's manufactured exports to Canada and Mexico.
- Montana's exports to Mexico are growing rapidly.
 - * Montana's merchandise exports to Mexico have increased by 230 percent since 1987, rising from \$1.2 million to \$4.0 million. This vastly exceeded the growth rate of Montana's exports to the rest of the world (2 percent).
- Increased trade with Mexico since 1987 has strongly benefitted important Montana industries. Most sectors have seen dramatic increases in exports to Mexico, and 16 sectors have seen their exports to Mexico more than double since 1987. Examples:
 - electric & electronic equipment: up 1,166 percent to \$112,000.
 - crops: up 994 percent to \$2.1 million.
 - industrial machinery & computers: up 476 percent to \$123,000.
 - refined petroleum products: up from \$0 to \$153,000.
- Reduction of trade barriers under the NAFTA will greatly benefit Montana's leading export industries.
 - * For paper products (\$129,000 in 1992 exports to Mexico), NAFTA will eliminate tariffs of 10-20 percent, remove nontariff barriers, and open up Mexican government procurement.
 - * For industrial machinery and computers (\$123,000 in 1992 exports to Mexico), NAFTA will eliminate tariffs (e.g. 10-20 percent for computers), improve protection of intellectual property, and open up Mexican government procurement.
 - * For electric and electronic equipment (\$112,000 in 1992 exports to Mexico), NAFTA will eliminate tariffs of up to 20 percent, open up Mexican government procurement, eliminate nontariff barriers in technical standards, and increase intellectual property protection.

Exports.
Better Jobs.
Better Wages.

- For food products (\$88,000 in 1992 exports to Mexico), NAFTA will reduce tariffs of 10-20 percent and eliminate non-tariff barriers such as import licenses.
- NAFTA will open up Mexican markets to Montana farmers by, for example, eliminating import licenses on wheat, and eliminating tariffs (e.g. cattle and beef, 15-25 percent; oats and durum wheat, 10 percent; barley, 5 percent) either immediately or over time.
- NAFTA contains detailed provisions to eliminate barriers to trade in services, including liberalization of licensing requirements and other restrictions, that will help Montana banks and engineering and construction companies win more business in the \$146 billion Mexican services market.
- Commitments to clean up environmental hazards and improve environmental protection in Mexico and the border area will stimulate demand for Montana pollution control equipment and services.
- Montana sugar beet growers fear the NAFTA will enable Mexican competitors to displace U.S. growers. This fear is not justified because NAFTA contains special provisions to protect the U.S. sugar industry. Increased access to the U.S. market for Mexican sugar is limited by a 15 year transition period and by the requirement that increased access during the transition period be tied to Mexico becoming a net surplus producer of sugar.
 - U.S. Department of Agriculture projections indicate that Mexico will not be a net surplus sugar producer in the foreseeable future.
 - Even if Mexico does export sugar, U.S. producers will not be affected because import quotas for third countries will be reduced commensurately with any increase in Mexican imports.
 - Most Montana agricultural sectors will benefit from NAFTA, while the sugar beet sector will be significantly protected by NAFTA. In light of this, as well as the clear gains for manufacturing and services, it hardly makes sense for Montana to oppose NAFTA because of one agricultural sector.
- Increased exports to Mexico because of NAFTA mean more high-paying jobs for Montana.
 - The NAFTA, by opening the Mexican market, will create more jobs in Montana's manufacturing exports sectors. These jobs pay 17 percent more on average than the average U.S. wage.
 - NAFTA will lock in the Montana jobs already generated by trade with Mexico, and create new jobs that will offset any job losses by twelve-to-one.

Nebraska and the NAFTA

North American Free Trade Agreement

- Canada and Mexico are key export markets for Nebraska.
 - * Canada and Mexico are Nebraska's second- and third-largest export markets. Nebraska's exports to Canada and Mexico were worth \$405 million in 1992, 59 percent greater than the 1987 level of \$254 million.
 - * Manufactured exports to Canada and Mexico support an estimated 9,406 jobs in Nebraska. Approximately 3,250 of these have been created since 1987 by growth in Nebraska's manufactured exports to Canada and Mexico.
- Nebraska's exports to Mexico are growing rapidly.
 - * Nebraska's merchandise exports to Mexico have increased by 125 percent since 1987, rising from \$45 million to \$100 million. This greatly exceeded the growth rate of Nebraska's exports to the rest of the world (80 percent):
- Increased trade with Mexico since 1987 has strongly benefitted important Nebraska industries. Most sectors have seen dramatic increases in exports to Mexico, and 17 sectors have seen their exports to Mexico more than double since 1987. Examples:
 - fabricated metal products: up 826 percent to \$2.1 million.
 - industrial machinery & computers: up 481 percent to \$5.7 million.
 - livestock: up 348 percent to \$4.3 million.
 - food products: up 149 percent to \$38.3 million.
- Reduction of trade barriers under the NAFTA will greatly benefit Nebraska's leading export industries.
 - * For food products (\$38.3 million in 1992 exports to Mexico), NAFTA will reduce tariffs of 10-20 percent and eliminate non-tariff barriers such as import licenses.
 - * For industrial machinery and computers (\$5.7 million in 1992 exports to Mexico), NAFTA will eliminate tariffs (e.g. 10-20 percent for computers), improve protection of intellectual property, and open up Mexican government procurement.
 - * For chemical products and pharmaceuticals (\$1.7 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of 10-20 percent, eliminate non-tariff barriers such as import license requirements, open up Mexican government procurement, and improve protection of intellectual property.

Exports.
Better Jobs.
Better Wages.

- * For rubber and plastic products (\$1.7 million in 1992 exports to Mexico), NAFTA will open up Mexican government procurement, and eliminate tariffs of 10-20 percent.
- * For electric and electronic equipment (\$1.6 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of up to 20 percent, open up Mexican government procurement, eliminate nontariff barriers in technical standards, and increase intellectual property protection.
- * For transportation equipment (\$1.4 million in 1992 exports to Mexico), NAFTA will open up Mexican government procurement and eliminate Mexican tariffs, quotas, and local content requirements (which require the use of Mexican instead of U.S. manufacturing components) on auto parts.
- NAFTA will open up Mexican markets to Nebraska farmers by, for example, eliminating import licenses on corn, wheat, dairy products, and potatoes, and eliminating tariffs (e.g. cattle and beef, 15-25 percent; soybeans and sorghum, 15 percent (seasonal); oats and durum wheat, 10 percent) either immediately or over time.
- NAFTA contains detailed provisions to eliminate barriers to trade in services, including liberalization of licensing requirements and other restrictions, that will help Nebraska banking, insurance and other financial services, telecommunications, and engineering and construction companies win more business in the \$146 billion Mexican services market.
- Commitments to clean up environmental hazards and improve environmental protection in Mexico and the border area will stimulate demand for Nebraska pollution control equipment and services.
- Increased exports to Mexico because of NAFTA mean more high-paying jobs for Nebraska.
 - * 57 percent of Nebraska's exports to Mexico are manufacturing exports, which provide jobs paying 17 percent more on average than the average U.S. wage.
 - * This pattern is borne out in specific Nebraska export industries: for example, the 1991 average hourly wage for production workers in chemicals was \$12.90; in industrial machinery & computers, \$11.34; and in electric & electronic equipment, \$11.31.
 - * NAFTA will lock in the 1,530 Nebraska jobs already generated by trade with Mexico, and create new jobs that will offset any job losses by more than seven-to-one.

Nevada and the NAFTA

**North American
Free Trade
Agreement**

- **Canada and Mexico are key export markets for Nevada.**
 - * **Canada and Mexico are Nevada's first- and third-largest export markets. Nevada's exports to Canada and Mexico were worth \$167 million in 1992, 117 percent greater than the 1987 level of \$77 million.**
 - * **Manufactured exports to Canada and Mexico support an estimated 7,160 jobs in Nevada. Approximately 3,599 of these have been created since 1987 by growth in Nevada's manufactured exports to Canada and Mexico.**
- **Nevada's exports to Mexico are growing at a phenomenal pace.**
 - * **Nevada's merchandise exports to Mexico have increased by 1,638 percent since 1987, rising from \$3 million to \$47 million. This vastly exceeded the growth rate of Nevada's exports to the rest of the world (33 percent).**
- **Increased trade with Mexico since 1987 has strongly benefitted important Nevada industries. Most sectors have seen dramatic increases in exports to Mexico, and 19 sectors have seen their exports to Mexico more than double since 1987. Examples:**
 - **transportation equipment: up 75,233 percent to \$30.1 million.**
 - **electric & electronic equipment: up 1,459 percent to \$1.2 million.**
 - **rubber & plastic products: up 1,331 percent to \$1.2 million.**
 - **chemical products: up 1,046 percent to \$3.8 million.**
 - **industrial machinery & computers: up 306 percent to \$1.5 million.**
- **Reduction of trade barriers under the NAFTA will greatly benefit Nevada's leading export industries.**
 - * **For transportation equipment (\$30.1 million in 1992 exports to Mexico), NAFTA will open up Mexican government procurement and eliminate Mexican tariffs, quotas, and local content requirements (which require the use of Mexican instead of U.S. manufacturing components) on auto parts.**
 - * **For chemical products (including petrochemicals) (\$3.8 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of 10-20 percent, eliminate non-tariff barriers such as import license requirements, open up Mexican government procurement, and improve protection of intellectual property.**
 - * **For apparel (\$2.8 million in 1992 exports to Mexico), NAFTA will phase out 95% of Mexican tariffs (1991 average: 20%) in six years.**

**Exports.
Better Jobs.
Better Wages.**

- * For industrial machinery and computers (\$1.5 million in 1992 exports to Mexico), NAFTA will eliminate tariffs (e.g. 10-20 percent for computers), improve protection of intellectual property, and open up Mexican government procurement.
- * For scientific and measuring instruments (\$536,000 in 1992 exports to Mexico), NAFTA will eliminate Mexican import licenses and tariffs as high as 20 percent, as well as open up Mexican government procurement.
- NAFTA contains detailed provisions to eliminate barriers to trade in services, including liberalization of licensing requirements and other restrictions, that will help Nevada banking, insurance and other financial services, and engineering and construction companies win more business in the \$146 billion Mexican services market.
- NAFTA will open up Mexican markets to Nevada farmers by, for example, eliminating import licenses on barley, wheat, potatoes, and dairy products, and eliminating tariffs (e.g. cattle and beef, 15-25 percent; slaughter hogs (non-pedigree), 20 percent; durum wheat, 10 percent; barley, 5 percent) either immediately or over time.
- Commitments to clean up environmental hazards and improve environmental protection in Mexico and the border area will stimulate demand for Nevada pollution control equipment and services.
- The apparel sector fears the NAFTA will lead to a loss of jobs to Mexico.
 - * This fear is unjustified. The NAFTA provides safeguards which allow imposition of protection if domestic producers are seriously injured. Also, some reductions in U.S. tariffs will only be phased in over a ten year period.
 - * In addition, a tough rule of origin will ensure that neither Mexico nor Canada will become a staging ground for exports of non-NAFTA countries to the U.S.
- Increased exports to Mexico because of NAFTA mean more high-paying jobs for Nevada.
 - * 92 percent of Nevada's exports to Mexico are manufacturing exports, which provide jobs paying 17 percent more on average than the average U.S. wage.
 - * NAFTA will lock in the 2,049 Nevada jobs already generated by trade with Mexico, and create new jobs that will offset any job losses by ten-to-one.



New Hampshire and the NAFTA

North American Free Trade Agreement

- Canada and Mexico are important export markets for New Hampshire.
 - * Canada and Mexico are New Hampshire's first- and ninth-largest export markets. New Hampshire's exports to Canada and Mexico were worth \$338 million in 1992, 53 percent greater than the 1987 level of \$221 million.
 - * Manufactured exports to Canada and Mexico support an estimated 7,001 jobs in New Hampshire. Approximately 2,216 of these have been created since 1987 by growth in New Hampshire's manufactured exports to Canada and Mexico.
- New Hampshire's exports to Mexico are growing rapidly.
 - * New Hampshire's merchandise exports to Mexico have increased by 243 percent since 1987, rising from \$9 million to \$34 million. This was fifteen times the growth rate of New Hampshire's exports to the rest of the world (16 percent)
- Increased trade with Mexico since 1987 has strongly benefitted important New Hampshire industries. Most sectors have seen dramatic increases in exports to Mexico, and 17 sectors have seen their exports to Mexico more than double since 1987. Examples:
 - transportation equipment: up 75,902 percent to \$1.8 million.
 - stone, clay & glass products: up 1,594 percent to \$2.8 million.
 - fabricated metal products: up 1,388 percent to \$809,000.
 - industrial machinery & computers: up 365 percent to \$16.2 million.
 - rubber & plastic products: up 197 percent to \$850,000.
 - scientific & measuring instruments: up 150 percent to \$2.4 million.
- Reduction of trade barriers under the NAFTA will greatly benefit New Hampshire's leading export industries.
 - * For industrial machinery and computers (\$16.2 million in 1992 exports to Mexico), NAFTA will eliminate tariffs (e.g. 10-20 percent for computers), improve protection of intellectual property, and open up Mexican government procurement.
 - * For chemical products (including petrochemicals) (\$4.1 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of 10-20 percent, eliminate non-tariff barriers such as import license requirements, open up Mexican government procurement, and improve protection of intellectual property.

Exports. Better Jobs. Better Wages.

- * For scientific and measuring instruments (\$2.4 million in 1992 exports to Mexico), NAFTA will eliminate Mexican import licenses and tariffs as high as 20 percent, as well as open up Mexican government procurement.
- * For transportation equipment (\$1.8 million in 1992 exports to Mexico), NAFTA will open up Mexican government procurement and eliminate Mexican tariffs, quotas, and local content requirements (which require the use of Mexican instead of U.S. manufacturing components) on auto parts.
- * For electric and electronic equipment (\$987,000 in 1992 exports to Mexico), NAFTA will eliminate tariffs of up to 20 percent, open up Mexican government procurement, eliminate nontariff barriers in technical standards, and increase intellectual property protection.
- NAFTA contains detailed provisions to eliminate barriers to trade in services, including liberalization of licensing requirements and other restrictions, that will help New Hampshire banking, insurance and other financial services, telecommunications, and engineering and construction companies win more business in the \$146 billion Mexican services market.
- NAFTA will open up Mexican markets to New Hampshire farmers by, for example, eliminating import licenses on dairy products, and eliminating tariffs (e.g. apples, 20 percent; beef and cattle, 15-25 percent) either immediately or over time.
- Commitments to clean up environmental hazards and improve environmental protection in Mexico and the border area will stimulate demand for New Hampshire pollution control equipment and services.
- New Hampshire's auto parts industry will benefit from NAFTA's rules of origin for autos, which ensure that non-NAFTA countries cannot use Mexico or Canada as an export platform into the U.S. These rules provide a strong incentive for manufacturers in all three NAFTA countries to source more parts and components in North America, rather than overseas.
- Increased exports to Mexico because of NAFTA mean more high-paying jobs for New Hampshire.
 - * 99 percent of New Hampshire's exports to Mexico are manufacturing exports, which provide jobs paying 17 percent more on average than the average U.S. wage.
 - * This pattern is borne out in specific New Hampshire export industries: for example, the 1991 average hourly wage for production workers in scientific & measuring instruments was \$13.96; in printing & publishing, \$11.65; and in industrial machinery & computers, \$10.94.
 - * NAFTA will lock in the 736 New Hampshire jobs already generated by trade with Mexico, and create new jobs that will offset any job losses by more than five-to-one.



New Jersey and the NAFTA

North American Free Trade Agreement

- Canada and Mexico are important export markets for New Jersey.
 - * Canada and Mexico are New Jersey's first- and sixth-largest export markets. New Jersey's exports to Canada and Mexico were worth \$3.0 billion in 1992, 131 percent greater than the 1987 level of \$1.3 billion.
 - * Manufactured exports to Canada and Mexico support an estimated 99,570 jobs in New Jersey. Approximately 55,446 of these have been created since 1987 by growth in New Jersey's manufactured exports to Canada and Mexico.
- New Jersey's exports to Mexico are growing rapidly.
 - * New Jersey's merchandise exports to Mexico have increased by 156 percent since 1987, rising from \$189 million to \$483 million. This was over twice the growth rate of New Jersey's exports to the rest of the world (61 percent).
- Increased trade with Mexico since 1987 has strongly benefitted important New Jersey industries. Most sectors have seen dramatic increases in exports to Mexico, and 22 sectors have seen their exports to Mexico more than double since 1987. Examples:
 - apparel: up 2,626 percent to \$17.5 million.
 - food products: up 1,833 percent to \$18.3 million
 - primary metals: up 291 percent to \$36.5 million.
 - rubber & plastic products: up 243 percent to \$19.1 million.
 - fabricated metal products: up 189 percent to \$13.9 million.
 - electric & electronic equipment: up 159 percent to \$69.2 million.
- Reduction of trade barriers under the NAFTA will benefit leading New Jersey export industries.
 - * For chemical products and pharmaceuticals (\$157.5 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of 10-20 percent, eliminate non-tariff barriers such as import license requirements, open up Mexican government procurement, and improve protection of intellectual property rights.
 - * For electric and electronic equipment (\$69.2 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of up to 20 percent, open up Mexican government procurement, eliminate nontariff barriers in the form of technical standards, and increase intellectual property protection.

Exports. Better Jobs. Better Wages.

- For industrial machinery and computers (\$62.2 million in 1992 exports to Mexico), NAFTA will eliminate tariffs, improve protection of intellectual property, and open up Mexican government procurement.
- For primary metals (\$36.5 million in 1992 exports to Mexico), NAFTA will eliminate tariffs (which average 8.2% on a trade-weighted basis), open up Mexican government procurement, and expand the Mexican economy, increasing infrastructure growth and demand for steel.
- NAFTA contains detailed provisions to eliminate barriers to trade in services, including liberalization of licensing requirements and other restrictions, that will aid New Jersey financial services and insurance, telecommunications, and construction and engineering companies win more business in the \$146 billion Mexican services market.
- Commitments to clean up environmental hazards and improve environmental protection in Mexico and the border area will stimulate demand for New Jersey pollution control equipment and services.
- NAFTA will open up Mexican markets to New Jersey farmers by, for example, eliminating import licenses on corn, eggs, and dairy products, and eliminating tariffs (e.g. soybeans, 15 percent (seasonal)) either immediately or over time.
- The apparel sector fears the NAFTA will lead to loss of jobs to Mexico.
 - This fear is unjustified. The NAFTA provides safeguards which allow imposition of protection if domestic producers are seriously injured. Also, some reductions in U.S. tariffs will only be phased in over a ten year period.
 - In addition, a tough rule of origin will ensure that neither Mexico nor Canada will become a staging ground for exports of non-NAFTA countries to the U.S.
- Increased exports to Mexico because of NAFTA mean more high-paying jobs for New Jersey.
 - 98 percent of New Jersey's exports to Mexico are manufacturing exports, which provide jobs paying 17 percent more on average than the average U.S. wage.
 - This pattern is borne out in specific New Jersey export industries: for example, the 1991 average hourly wage for production workers in petroleum and coal products was \$21.46; in transportation equipment, \$14.88; in chemicals and allied products, \$14.39; in printing and publishing, \$13.43; and in industrial machinery and computers, \$12.92.
 - NAFTA will lock in the 16,695 New Jersey jobs already generated by trade with Mexico, and create new jobs that will offset any job losses by almost five-to-one. The NAFTA is expected to result in a net gain of 2,360 jobs for New Jersey.

New Mexico and the NAFTA

North American Free Trade Agreement

- Canada and Mexico are important export markets for New Mexico.
 - * Canada and Mexico are New Mexico's third- and fourth-largest export markets. New Mexico's exports to Canada and Mexico were worth \$72 million in 1992, 131 percent greater than the 1987 level of \$31 million.
 - * Manufactured exports to Canada and Mexico support an estimated 2,602 jobs in New Mexico. Approximately 1,346 of these have been created since 1987 by growth in New Mexico's manufactured exports to Canada and Mexico.
- New Mexico's exports to Mexico are growing rapidly.
 - * New Mexico's merchandise exports to Mexico have increased by 248 percent since 1987, rising from \$9.1 million to \$31.7 million. This was over twice the growth rate of New Mexico's exports to the rest of the world (119 percent).
- Increased trade with Mexico since 1987 has strongly benefitted important New Mexico industries. Most sectors have seen dramatic increases in exports to Mexico, and 23 sectors have seen their exports to Mexico more than double since 1987. Examples:
 - lumber & wood products: up 64,548 percent to \$3.2 million.
 - printing & publishing: up 4,285 percent to \$1.9 million.
 - food products: up 3,823 percent to \$1.7 million.
 - electric & electronic equipment: up 2,001 percent to \$2.1 million.
 - chemical products: up 214 percent to \$12.2 million.
- Reduction of trade barriers under the NAFTA will greatly benefit New Mexico's leading export industries.
 - * For chemical and petrochemical products (\$12.2 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of 10-20 percent, eliminate non-tariff barriers such as import license requirements, open up Mexican government procurement, and improve protection of intellectual property.
 - * For lumber and wood products (\$3.2 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of 10-20 percent, and eliminate non-tariff barriers such as import permits.
 - * For industrial machinery and computers (\$2.6 million in 1992 exports to Mexico), NAFTA will eliminate tariffs (e.g. 10-20 percent for computers), improve protection of intellectual property, and open up Mexican government procurement.

Exports. Better Jobs. Better Wages.

- * For food products (\$1.7 million in 1992 exports to Mexico), NAFTA will reduce tariffs of 10-20 percent and eliminate non-tariff barriers such as import licenses.
- * For transportation equipment (\$306,000 in 1992 exports to Mexico), NAFTA will open up Mexican government procurement and eliminate Mexican tariffs, quotas, and local content requirements (which require the use of Mexican instead of U.S. manufacturing components) on auto parts.
- NAFTA contains detailed provisions to eliminate barriers to trade in services, including liberalization of licensing requirements and other restrictions, that will help New Mexico banking, insurance and other financial services, telecommunications, and engineering and construction companies win more business in the \$146 billion Mexican services market.
- For New Mexico companies involved in energy and related products, the NAFTA will create significant investment opportunities, liberalize government procurement, and eliminate tariffs of 10-20 percent on oil and gas field equipment.
- NAFTA will open up Mexican markets to New Mexico farmers by, for example, eliminating import licenses on corn and wheat, and eliminating tariffs (e.g. cattle and beef, 15-25 percent; sorghum, 15 percent (seasonal); cotton and durum wheat, 10 percent) either immediately or over time.
- Environmentalists may criticize the NAFTA for not paying enough attention to the environment.
 - * This criticism is unjustified. The environment continues to be a major concern of all the governments involved. Mexico and the U.S. are committing substantial resources to border cleanup and infrastructure. In addition, NAFTA and the resulting economic development will lead to stricter environmental standards and enforcement in Mexico.
 - * In fact, increased demand for pollution control equipment and services, with substantial commitments from the Mexican and U.S. governments, will stimulate demand for New Mexico pollution control equipment and services.
- Increased exports to Mexico because of NAFTA mean more high-paying jobs for New Mexico.
 - * 87 percent of New Mexico's exports to Mexico are manufacturing exports, which provide jobs paying 17 percent more on average than the average U.S. wage.
 - * NAFTA will lock in the 1,249 New Mexico jobs already generated by trade with Mexico, and create new jobs that will offset any job losses by more than six-to-one.



New York and the NAFTA

**North American
Free Trade
Agreement**

- **Canada and Mexico are important export markets for New York.**
 - * **Canada and Mexico are New York's first- and ninth-largest export markets. New York's exports to Canada and Mexico were worth \$7.8 billion in 1992, 72 percent greater than the 1987 level of \$4.6 billion.**
 - * **Manufactured exports to Canada and Mexico support an estimated 180,879 jobs in New York. Approximately 67,740 of these have been created since 1987 by growth in New York's manufactured exports to Canada and Mexico.**
- **New York's exports to Mexico are growing rapidly.**
 - * **New York's merchandise exports to Mexico have increased by 82 percent since 1987, rising from \$512 million to \$934 million. This greatly exceeded the growth rate of New York's exports to the rest of the world (47 percent).**
- **Increased trade with Mexico since 1987 has strongly benefitted important New York industries. Most sectors have seen dramatic increases in exports to Mexico, and 18 sectors have seen their exports to Mexico more than double since 1987. Examples:**
 - apparel: up 1,186 percent to \$19.7 million.
 - textiles: up 547 percent to \$26.6 million.
 - food products: up 400 percent to \$62.4 million.
 - primary metals: up 367 percent to \$162.2 million.
 - printing & publishing: up 189 percent to \$6.3 million.
- **Reduction of trade barriers under the NAFTA will greatly benefit New York's leading export industries.**
 - * **For industrial machinery and computers (\$143.9 million in 1992 exports to Mexico), NAFTA will eliminate tariffs (e.g. 10-20 percent for computers), improve protection of intellectual property, and open up Mexican government procurement.**
 - * **For scientific and measuring instruments (\$121.5 million in 1992 exports to Mexico), NAFTA will eliminate Mexican import licenses and tariffs as high as 20 percent, as well as open up Mexican government procurement.**
 - * **For electric and electronic equipment (\$104.5 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of up to 20 percent, open up Mexican government procurement, eliminate nontariff barriers in technical standards, and increase intellectual property protection.**

**Exports.
Better Jobs.
Better Wages.**

- For chemical products and pharmaceuticals (\$84.4 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of 10-20 percent, eliminate non-tariff barriers such as import license requirements, open up Mexican government procurement, and improve protection of intellectual property.
- For transportation equipment (\$26.0 million in 1992 exports to Mexico), NAFTA will open up Mexican government procurement and eliminate Mexican tariffs, quotas, and local content requirements (which require the use of Mexican instead of U.S. manufacturing components) on auto parts.
- NAFTA contains detailed provisions to eliminate barriers to trade in services, including liberalization of licensing requirements and other restrictions, that will aid New York financial services and insurance, telecommunications, and construction and engineering companies win more business in the \$146 billion Mexican services market.
- NAFTA will open up Mexican markets to New York farmers by, for example, eliminating import licenses on corn and dairy products, and eliminating tariffs (e.g. apples, 20 percent; cattle and beef, 15-25 percent; cheeses, 20 percent) either immediately or over time.
- Commitments to clean up environmental hazards and improve environmental protection in Mexico and the border area will stimulate demand for New York pollution control equipment and services.
- The apparel and textiles sectors fear the NAFTA will lead to a loss of jobs to Mexico.
 - This fear is unjustified. The NAFTA provides safeguards which allow imposition of protection if domestic producers are seriously injured. Also, some reductions in U.S. tariffs will only be phased in over a ten year period.
 - In addition, a tough rule of origin will ensure that neither Mexico nor Canada will become a staging ground for exports of non-NAFTA countries to the U.S. In fact, these rules will benefit New York's textiles sector by providing a strong incentive for manufacturers in all three NAFTA countries to source more textiles in North America, rather than overseas.
- Increased exports to Mexico because of NAFTA mean more high-paying jobs for New York.
 - 98 percent of New York's exports to Mexico are manufacturing exports, which provide jobs paying 17 percent more on average than the average U.S. wage.
 - This pattern is borne out in specific New York export industries: for example, the 1991 average hourly wage for production workers in transportation equipment was \$16.28; in scientific & measuring instruments, \$13.89; in chemicals, \$12.73, and in industrial machinery & computers, \$11.79.
 - NAFTA will lock in the 22,895 New York jobs already generated by trade with Mexico, and create new jobs that will offset any job losses by almost seven-to-one. The NAFTA is expected to result in a net gain of 6,800 jobs for New York.



North Carolina and the NAFTA

North American Free Trade Agreement

- Canada and Mexico are important export markets for North Carolina.
 - * Canada and Mexico are North Carolina's first- and seventh-largest export markets. North Carolina's exports to Canada and Mexico were worth \$2.8 billion in 1992, 133 percent greater than the 1987 level of \$1.2 billion.
 - * Manufactured exports to Canada and Mexico support an estimated 58,464 jobs in North Carolina. Approximately 36,313 of these have been created since 1987 by growth in North Carolina's manufactured exports to Canada and Mexico.
- North Carolina's exports to Mexico are growing rapidly.
 - * North Carolina's merchandise exports to Mexico have increased by 365 percent since 1987, rising from \$94 million to \$440 million. This was over three times the growth rate of North Carolina's exports to the rest of the world (98 percent).
- Increased trade with Mexico since 1987 has strongly benefitted important North Carolina industries. Most sectors have seen dramatic increases in exports to Mexico, and 22 sectors have seen their exports to Mexico more than double since 1987.

Examples:

 - furniture & fixtures: up 6,813 percent to \$4.8 million.
 - transportation equipment: up 1,359 percent to \$16.8 million.
 - textiles: up 946 percent to \$32.6 million.
 - food products: up 808 percent to \$5.7 million.
 - apparel: up 524 percent to \$47.4 million.
 - electric & electronic equipment: up 419 percent to \$35.5 million.
 - industrial machinery & computers: up 351 percent to \$109.9 million.
- Reduction of trade barriers under the NAFTA will greatly benefit North Carolina's leading export industries.
 - * For industrial machinery and computers (\$109.9 million in 1992 exports to Mexico), NAFTA will eliminate tariffs (e.g. 10-20 percent for computers), improve protection of intellectual property, and open up Mexican government procurement.
 - * For chemical products and pharmaceuticals (\$89.3 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of 10-20 percent, eliminate non-tariff barriers such as import license requirements, open up Mexican government procurement, and improve protection of intellectual property.

Exports. Better Jobs. Better Wages.

- * For electric and electronic equipment (\$35.5 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of up to 20 percent, open up Mexican government procurement, eliminate nontariff barriers in technical standards, and increase intellectual property protection.
- * For transportation equipment (\$16.8 million in 1992 exports to Mexico), NAFTA will open up Mexican government procurement and eliminate Mexican tariffs, quotas, and local content requirements (which require the use of Mexican instead of U.S. manufacturing components) on auto parts.
- * For food products (\$5.7 million in 1992 exports to Mexico), NAFTA will reduce tariffs of 10-20 percent and eliminate non-tariff barriers such as import licenses.
- NAFTA contains detailed provisions to eliminate barriers to trade in services, including liberalization of licensing requirements and other restrictions, that will help North Carolina banking, insurance and other financial services, telecommunications, and engineering and construction companies win more business in the \$146 billion Mexican services market.
- NAFTA will open up Mexican markets to North Carolina farmers by, for example, eliminating import licenses on corn, poultry, and tobacco, and eliminating tariffs (e.g. soybeans, 15 percent (seasonal); tobacco products, 15-20 percent; poultry and cotton, 10 percent) either immediately or over time.
- NAFTA contains special provisions to protect import-sensitive industries in North Carolina. These include:
 - * Long transition periods of up to 15 years for the phase-out of certain U.S. tariffs.
 - * Rules of origin for textiles and apparel that ensure that non-NAFTA countries cannot use Mexico or Canada as an export platform into the U.S. In fact, these rules of origin will increase demand for North Carolina textiles and cotton by providing a strong incentive for all three NAFTA countries to source more textiles and fiber in North America
- Increased exports to Mexico because of NAFTA mean more high-paying jobs for North Carolina.
 - * 98 percent of North Carolina's exports to Mexico are manufacturing exports, which provide jobs paying 17 percent more on average than the average U.S. wage.
 - * This pattern is borne out in specific North Carolina export industries: for example, the 1991 average hourly wage for production workers in chemicals was \$12.39; in transportation equipment, \$10.89; and in industrial machinery & computers, \$10.65.
 - * NAFTA will lock in the 9,286 North Carolina jobs already generated by trade with Mexico, and create new jobs that will offset any job losses by two-to-one. The NAFTA is expected to result in a net gain of 1,300 jobs for North Carolina.



Ohio and the NAFTA

North American
Free Trade
Agreement

- Canada and Mexico are important export markets for Ohio.
 - * Canada and Mexico are Ohio's first- and fifth-largest export markets. Ohio's exports to Canada and Mexico were worth \$8.3 billion in 1992, 98 percent greater than the 1987 level of \$4.2 billion.
 - * Manufactured exports to Canada and Mexico support an estimated 138,017 jobs in Ohio. Approximately 69,006 of these have been created since 1987 by growth in Ohio's manufactured exports to Canada and Mexico.
- Ohio's exports to Mexico are growing rapidly.
 - * Ohio's merchandise exports to Mexico have increased by 189 percent since 1987, rising from \$245 million to \$708 million. This was more than double the growth rate of Ohio's exports to the rest of the world (80 percent).
- Increased trade with Mexico since 1987 has strongly benefitted important Ohio industries. Most sectors have seen dramatic increases in exports to Mexico, and 25 sectors have seen their exports to Mexico more than double since 1987. Examples:
 - paper products: up 1,622 percent to \$29.8 million.
 - rubber & plastic products: up 412 percent to \$69.5 million.
 - industrial machinery & computers: up 186 percent to \$197.0 million.
 - primary metals: up 181 percent to \$34.5 million.
 - fabricated metal products: up 181 percent to \$34.2 million.
 - transportation equipment: up 124 percent to \$13.5 million.
- Reduction of trade barriers under the NAFTA will greatly benefit Ohio's leading export industries.
 - * For industrial machinery and computers (\$197.0 million in 1992 exports to Mexico), NAFTA will eliminate tariffs (e.g. 10-20 percent for computers), improve protection of intellectual property, and open up Mexican government procurement.
 - * For chemical products and pharmaceuticals (\$130.2 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of 10-20 percent, eliminate non-tariff barriers such as import license requirements, open up Mexican government procurement, and improve protection of intellectual property.

Exports.
Better Jobs.
Better Wages.

- * For rubber and plastic products (\$69.5 million in 1992 exports to Mexico), NAFTA will open up Mexican government procurement, and eliminate tariffs of 10-20 percent. Following the reduction of Mexican tariffs on rubber and plastic products from 40 to 20 percent in 1987, U.S. exports of these goods to Mexico increased 125 percent, from \$495 million in 1987 to \$1.1 billion in 1991. Elimination of tariffs will lead to a further increase.
- * For electric and electronic equipment (\$53.2 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of up to 20 percent, open up Mexican government procurement, eliminate nontariff barriers in technical standards, and increase intellectual property protection.
- * For transportation equipment (\$45.5 million in 1992 exports to Mexico), NAFTA will open up Mexican government procurement and eliminate Mexican tariffs, quotas, and local content requirements (which require the use of Mexican instead of U.S. manufacturing components) on auto parts.
- These trade barrier reductions will bring tangible benefits to Ohio companies by increasing exports and allowing the creation of more jobs.
- * Hobart Brothers Company in Troy manufactures welding, power conversion, aircraft supply, and battery charging products in Ohio, New Hampshire, and Florida. NAFTA will allow increased revenues in the next three years of \$7-10 million from exports to Mexico, leading to a 20-25 percent increase in manufacturing and sales jobs.
- * Goodyear Tire & Rubber Company of Akron reports that its trade surplus with Mexico for 1991 was \$59 million. Goodyear credits its vast exports to Mexico as contributing greatly to employee stabilization in the U.S. With the passage of NAFTA, Goodyear foresees a further rise in sales to Mexico, where the market for consumer goods is expected to grow very rapidly.
- * Detroit Diesel produces diesel engines in Oakwood. Between 1991 and 1992 alone, Detroit Diesel increased its sales to Mexico by over 80 percent to more than \$65 million. Employment directly related to Detroit Diesel's Mexican business has increased by 46 percent. Over one quarter of the seven percent overall increase in jobs at Detroit Diesel in the past two years is due to business with Mexico. Detroit Diesel states that NAFTA will further enhance its ability to increase sales.
- NAFTA contains detailed provisions to eliminate barriers to trade in services, including liberalization of licensing requirements and other restrictions, that will help Ohio banking, insurance and other financial services, and engineering and construction companies win more business in the \$146 billion Mexican services market.

- **NAFTA will open up Mexican markets to Ohio farmers by, for example, eliminating import licenses on corn, wheat, and dairy products, and eliminating tariffs (e.g. soybeans, 15 percent (seasonal); oats, 10 percent) either immediately or over time.**
- **NAFTA contains special provisions to protect import-sensitive industries in Ohio. These include:**
 - * **Long transition periods of up to 15 years for the phase-out of certain U.S. tariffs.**
 - * **Rules of origin for automobiles and auto parts that ensure that non-NAFTA countries cannot use Mexico or Canada as an export platform into the U.S. In fact, these rules will benefit Ohio's auto parts industry by providing a strong incentive for manufacturers in all three NAFTA countries to source more auto parts and components in North America, rather than overseas.**
- **Increased exports to Mexico because of NAFTA mean more high-paying jobs for Ohio.**
 - * **98 percent of Ohio's exports to Mexico are manufacturing exports, which provide jobs paying 17 percent more on average than the average U.S. wage.**
 - * **This pattern is borne out in specific Ohio export industries: for example, the 1991 average hourly wage for production workers in transportation equipment was \$17.33; and in chemicals, \$14.12.**
 - * **NAFTA will lock in the 12,520 Ohio jobs already generated by trade with Mexico, and create new jobs that will offset any job losses by more than six-to-one. The NAFTA is expected to result in a net gain of 3,700 jobs for Ohio.**

Oklahoma and the NAFTA

North American ●
Free Trade
Agreement

Canada and Mexico are key export markets for Oklahoma.

- * Canada and Mexico are Oklahoma's first- and fourth-largest export markets. Oklahoma's exports to Canada and Mexico were worth \$797 million in 1992, 144 percent greater than the 1987 level of \$327 million.
- * Manufactured exports to Canada and Mexico support an estimated 20,378 jobs in Oklahoma. Approximately 11,843 of these have been created since 1987 by growth in Oklahoma's manufactured exports to Canada and Mexico.

- Oklahoma's exports to Mexico are growing rapidly.

- * Oklahoma's merchandise exports to Mexico have increased by 186 percent since 1987, rising from \$44 million to \$127 million. This greatly exceeded the growth rate of Oklahoma's exports to the rest of the world (106 percent).

- Increased trade with Mexico since 1987 has strongly benefitted important Oklahoma industries. Most sectors have seen dramatic increases in exports to Mexico, and 13 sectors have seen their exports to Mexico more than double since 1987. Examples:

- primary metals: up 3,404 percent to \$25.5 million.
- transportation equipment: up 1,445 percent to \$10.3 million.
- electric & electronic equipment: up 1,027 percent to \$23.6 million.
- stone, clay, & glass products: up 314 percent to \$6.1 million.

- Reduction of trade barriers under the NAFTA will greatly benefit Oklahoma's leading export industries.

- * For primary metals (\$25.5 million in 1992 exports to Mexico), NAFTA will eliminate tariffs (which average 8.2% on a trade-weighted basis), open up Mexican government procurement, and expand the Mexican economy, increasing infrastructure growth and demand for steel.
- * For electric and electronic equipment (\$23.6 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of up to 20 percent, open up Mexican government procurement, eliminate nontariff barriers in technical standards, and increase intellectual property protection.
- * For industrial machinery and computers (\$15.1 million in 1992 exports to Mexico), NAFTA will eliminate tariffs (e.g. 10-20 percent for computers), improve protection of intellectual property, and open up Mexican government procurement.

Exports.
Better Jobs.
Better Wages.

- * For rubber and plastic products (\$11.1 million in 1992 exports to Mexico), NAFTA will open up Mexican government procurement, and eliminate tariffs of 10-20 percent.
- * For transportation equipment (\$10.3 million in 1992 exports to Mexico), NAFTA will open up Mexican government procurement and eliminate Mexican tariffs, quotas, and local content requirements (which require the use of Mexican instead of U.S. manufacturing components) on auto parts.
- NAFTA will open up Mexican markets to Oklahoma farmers by, for example, eliminating import licenses on corn, wheat, and poultry, and eliminating tariffs (e.g. cattle and beef, 15-25 percent; soybeans and sorghum, 15 percent (seasonal); durum wheat, rye, and oats, 10 percent) either immediately or over time.
- For Oklahoma companies involved in energy and related products, the NAFTA will create significant investment opportunities in petrochemicals, liberalize government procurement, and eliminate tariffs of 10-20 percent on oil and gas field equipment.
- NAFTA contains detailed provisions to eliminate barriers to trade in services, including liberalization of licensing requirements and other restrictions, that will help Oklahoma banking, insurance and other financial services, telecommunications, and engineering and construction companies win more business in the \$146 billion Mexican services market.
- Commitments to clean up environmental hazards and improve environmental protection in Mexico and the border area will stimulate demand for Oklahoma pollution control equipment and services.
- Increased exports to Mexico because of NAFTA mean more high-paying jobs for Oklahoma.
 - * 94 percent of Oklahoma's exports to Mexico are manufacturing exports, which provide jobs paying 17 percent more on average than the average U.S. wage.
 - * This pattern is borne out in specific Oklahoma export industries: for example, the 1991 average hourly wage for production workers in transportation equipment was \$15.52; and in industrial machinery & computers, \$11.31.
 - * NAFTA will lock in the 3,210 Oklahoma jobs already generated by trade with Mexico, and create new jobs that will offset any job losses by more than six-to-one. The NAFTA is expected to result in a net gain of 860 jobs for Oklahoma.



Oregon and the NAFTA

**North American
Free Trade
Agreement**

- Canada and Mexico are important export markets for Oregon.
 - * Canada is Oregon's second-largest export market. Oregon's exports to Canada and Mexico were worth \$1.8 billion in 1992, 259 percent greater than the 1987 level of \$502 million.
 - * Manufactured exports to Canada and Mexico support an estimated 20,479 jobs in Oregon. Approximately 8,709 of these have been created since 1987 by growth in Oregon's manufactured exports to Canada and Mexico.
- Oregon's exports to Mexico are growing rapidly.
 - * Oregon's merchandise exports to Mexico have increased by 452 percent since 1987, rising from \$19 million to \$107 million. This was more than five times the growth rate of Oregon's exports to the rest of the world (82 percent).
- Increased trade with Mexico since 1987 has strongly benefitted important Oregon industries. Most sectors have seen dramatic increases in exports to Mexico, and 18 sectors have seen their exports to Mexico more than double since 1987. Examples:
 - transportation equipment: up 15,308 percent to \$53.0 million.
 - lumber & wood products: up 1,458 percent to \$6.4 million.
 - crops: up 881 percent to \$4.8 million.
 - fabricated metal products: up 561 percent to \$1.5 million.
 - scientific & measuring instruments: up 412 percent to \$5.8 million.
- Reduction of trade barriers under the NAFTA will greatly benefit Oregon's leading export industries.
 - * For transportation equipment (\$53.0 million in 1992 exports to Mexico), NAFTA will open up Mexican government procurement and eliminate Mexican tariffs, quotas, and local content requirements (which require the use of Mexican instead of U.S. manufacturing components) on auto parts.
 - * For industrial machinery and computers (\$19.3 million in 1992 exports to Mexico), NAFTA will eliminate tariffs (e.g. 10-20 percent for computers), improve protection of intellectual property, and open up Mexican government procurement.

**Exports.
Better Jobs.
Better Wages.**

- For lumber and wood products (\$6.4 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of 10-20 percent and remove non-tariff barriers such as import permits and user fees.
- For scientific and measuring instruments (\$5.8 million in 1992 exports to Mexico), NAFTA will eliminate Mexican import licenses and tariffs as high as 20 percent, as well as open up Mexican government procurement.
- For food products (\$1.8 million in 1992 exports to Mexico), NAFTA will reduce tariffs of 10-20 percent and eliminate non-tariff barriers such as import licenses.
- For primary metals (\$1.5 million in 1992 exports to Mexico), NAFTA will eliminate tariffs (which average 8.2% on a trade-weighted basis), open up Mexican government procurement, and expand the Mexican economy, increasing infrastructure growth and demand for steel.
- NAFTA will open up Mexican markets to Oregon farmers by, for example, eliminating import licenses on potatoes, wheat, and dairy products, and eliminating tariffs (e.g. apples and pears, 20 percent; cattle and beef, 15-25 percent) either immediately or over time.
- NAFTA contains detailed provisions to eliminate barriers to trade in services, including liberalization of licensing requirements and other restrictions, that will help Oregon banking, insurance and other financial services, telecommunications, and engineering and construction companies win more business in the \$146 billion Mexican services market.
- Commitments to clean up environmental hazards and improve environmental protection in Mexico and the border area will stimulate demand for Oregon pollution control equipment and services.
- Increased exports to Mexico because of NAFTA mean more high-paying jobs for Oregon.
 - 94 percent of Oregon's exports to Mexico are manufacturing exports, which provide jobs paying 17 percent more on average than the average U.S. wage.
 - This pattern is borne out in specific Oregon export industries: for example, the 1991 average hourly wage for production workers in printing & publishing was \$13.08.
 - NAFTA will lock in the 2,524 Oregon jobs already generated by trade with Mexico, and create new jobs that will offset any job losses by more than six-to-one. The NAFTA is expected to result in a net gain of 900 jobs for Oregon.



Pennsylvania and the NAFTA

North American
Free Trade
Agreement

- **Canada and Mexico are key export markets for Pennsylvania.**
 - * **Canada and Mexico are Pennsylvania's first- and third-largest export markets. Pennsylvania's exports to Canada and Mexico were \$4.3 billion in 1992, 115 percent greater than the 1987 level of \$2 billion.**
 - * **Manufactured exports to Canada and Mexico support an estimated 126,181 Pennsylvania jobs. Approximately 65,952 of these have been created since 1987 by growth in Pennsylvania's exports to Canada and Mexico.**
- **Pennsylvania's exports to Mexico are growing rapidly.**
 - * **Pennsylvania's merchandise exports to Mexico have increased by 310 percent since 1987, rising from \$181 million to \$742 million. This was over three times as great as the growth rate of Pennsylvania's exports to the rest of the world (90 percent).**
- **Increased trade with Mexico since 1987 has strongly benefitted important Pennsylvania industries. Most sectors have seen dramatic increases in exports to Mexico, and 23 sectors have seen their exports more than double since 1987. Examples:**
 - apparel: up 2,148 percent to \$3.5 million.
 - food products: up 1,266 percent to \$31.7 million.
 - textiles: up 1,229 percent to \$11.4 million.
 - primary metals: up 893 percent to \$188.5 million.
 - refined petroleum products: up 558 percent to \$27.5 million.
 - electric & electronic equipment: up 547 percent to \$119.3 million.
 - fabricated metal products: up 446 percent to \$23.9 million.
 - transportation equipment: up 227 percent to \$21.9 million.
- **NAFTA's reduction of trade barriers will greatly benefit Pennsylvania's leading export industries.**
 - * **For primary metals (\$188.5 million in 1992 exports to Mexico), NAFTA will eliminate Mexico tariffs averaging 8.2 percent, open up the Mexican government procurement sector (which comprises a substantial share of the Mexican steel market), and expand demand for U.S. steel by expanding the Mexican economy.**
 - * **For chemical products and pharmaceuticals (\$119.3 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of 10-20 percent, eliminate nontariff barriers such as import license requirements, open up Mexican government procurement, and improve protection of intellectual property.**

Exports.
Better Jobs.
Better Wages.

- * For electric & electronic equipment (\$108.8 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of up to 20 percent, open up Mexican government procurement, eliminate nontariff barriers in technical standards, and increase intellectual property protection.
- * For industrial machinery and computers (\$103.1 million in 1992 exports to Mexico), NAFTA will eliminate tariffs (e.g. 10-20% in computers), improve protection of intellectual property, and open up Mexican government procurement.
- * For food products (\$31.7 million in 1992 exports to Mexico), NAFTA will eliminate Mexican tariffs and import licenses.
- NAFTA contains detailed provisions to eliminate barriers to trade in services, including liberalization of licensing requirements and other restrictions, that will help Pennsylvania banks, insurance, and other service companies win business in Mexico's \$146 billion services market.
- NAFTA will open up Mexican markets to Pennsylvania farmers by, for example, eliminating import licenses on dairy products and potatoes, and eliminating tariffs (e.g. beef and cattle, 15-25 percent; apples, 20 percent; oats, 10 percent) either immediately or over time.
- Commitments to clean up environmental hazards and improve environmental protection in Mexico and the border area will stimulate demand for Pennsylvania pollution control equipment and services.
- Increased exports to Mexico because of NAFTA mean more high-paying jobs for Pennsylvania.
 - * 99 percent of Pennsylvania's exports to Mexico are manufacturing exports, which provide jobs paying 17 percent more on average than the average U.S. wage.
 - * This pattern is borne out in specific Pennsylvania export industries: for example, the 1991 average hourly wage for production workers in primary metals industries was \$13.68; in industrial machinery and computers, \$12.51; and in chemical products, \$13.58.
 - * NAFTA will lock in the 22,693 Pennsylvania jobs already generated by trade with Mexico, and create new jobs that will offset any job losses by almost six-to-one. The NAFTA is expected to result in a net gain of 3,000 jobs for Pennsylvania.



Rhode Island and the NAFTA

**North American
Free Trade
Agreement**

- Canada and Mexico are important export markets for Rhode Island.
 - * Canada and Mexico are Rhode Island's first- and seventh-largest export markets. Rhode Island's exports to Canada and Mexico were worth \$334 million in 1992, 172 percent greater than the 1987 level of \$123 million.
 - * Manufactured exports to Canada and Mexico support an estimated 9,760 jobs in Rhode Island. Approximately 5,546 of these have been created since 1987 by growth in Rhode Island's manufactured exports to Canada and Mexico.
- Rhode Island's exports to Mexico are growing rapidly.
 - * Rhode Island's merchandise exports to Mexico have increased by 182 percent since 1987, rising from \$15 million to \$41 million. This was almost double the growth rate of Rhode Island's exports to the rest of the world (95 percent).
- Increased trade with Mexico since 1987 has strongly benefitted important Rhode Island industries. Most sectors have seen dramatic increases in exports to Mexico, and 18 sectors have seen their exports to Mexico more than double since 1987. Examples:
 - textiles: up 3,729 percent to \$465,000.
 - printing & publishing: up 2,751 percent to \$716,000.
 - scientific & measuring instruments: up 1,113 percent to \$1.2 million.
 - fabricated metal products: up 436 percent to \$959,000.
 - primary metals: up 244 percent to \$5.4 million.
 - chemical products: up 200 percent to \$4.3 million.
 - electric & electronic equipment: up 171 percent to \$5.4 million.
- Reduction of trade barriers under the NAFTA will greatly benefit Rhode Island's leading export industries.
 - * For industrial machinery and computers (\$13.0 million in 1992 exports to Mexico), NAFTA will eliminate tariffs (e.g. 10-20 percent for computers), improve protection of intellectual property, and open up Mexican government procurement.
 - * For electric and electronic equipment (\$5.4 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of up to 20 percent, open up Mexican government procurement, eliminate nontariff barriers in technical standards, and increase intellectual property protection.

**Exports.
Better Jobs.
Better Wages.**

- * For primary metals (\$5.4 million in 1992 exports to Mexico), NAFTA will eliminate tariffs (which average 8.2% on a trade-weighted basis), open up Mexican government procurement, and expand the Mexican economy, increasing infrastructure growth and demand for steel.
- * For chemical products (\$4.2 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of 10-20 percent, eliminate non-tariff barriers such as import license requirements, open up Mexican government procurement, and improve protection of intellectual property.
- * For scientific and measuring instruments (\$1.2 million in 1992 exports to Mexico), NAFTA will eliminate Mexican import licenses and tariffs as high as 20 percent, as well as open up Mexican government procurement.
- NAFTA contains detailed provisions to eliminate barriers to trade in services, including liberalization of licensing requirements and other restrictions, that will help Rhode Island banking, insurance and other financial services, telecommunications, and engineering and construction companies win more business in the \$146 billion Mexican services market.
- NAFTA will open up Mexican markets to Rhode Island farmers by, for example, eliminating import licenses on eggs, dairy products, and potatoes, and eliminating tariffs (e.g. apples, 20 percent) either immediately or over time.
- Commitments to clean up environmental hazards and improve environmental protection in Mexico and the border area will stimulate demand for Rhode Island pollution control equipment and services.
- Increased exports to Mexico because of NAFTA mean more high-paying jobs for Rhode Island.
 - * Over 94 percent of Rhode Island's exports to Mexico are manufacturing exports, which provide jobs paying 17 percent more on average than the average U.S. wage.
 - * This pattern is borne out in specific Rhode Island export industries: for example, the 1991 average hourly wage for production workers in printing & publishing was \$12.78; in transportation equipment, \$12.49; in industrial machinery & computers, \$11.79; and in primary metals, \$10.25.
 - * NAFTA will lock in the 1,360 Rhode Island jobs already generated by trade with Mexico, and create new jobs that will offset any job losses by more than seven-to-one. The NAFTA is expected to result in a net gain of 650 jobs for Rhode Island.

South Carolina and the NAFTA

**North American
Free Trade
Agreement**

- **Canada and Mexico are important export markets for South Carolina.**
 - * **Canada and Mexico are South Carolina's first- and eleventh-largest export markets. South Carolina's exports to Canada and Mexico were worth \$1.1 billion in 1992, 126 percent greater than the 1987 level of \$487 million.**
 - * **Manufactured exports to Canada and Mexico support an estimated 20,449 jobs in South Carolina. Approximately 11,007 of these have been created since 1987 by growth in South Carolina's manufactured exports to Canada and Mexico.**
- **South Carolina's exports to Mexico are growing rapidly.**
 - * **South Carolina's merchandise exports to Mexico have increased by 295 percent since 1987, rising from \$32 million to \$128 million. This was over twice the growth rate of South Carolina's exports to the rest of the world (108 percent).**
- **Increased trade with Mexico since 1987 has strongly benefitted important South Carolina industries. Most sectors have seen dramatic increases in exports to Mexico, and 18 sectors have seen their exports to Mexico more than double since 1987. Examples:**
 - **fabricated metal products: up 1,222 percent to \$3.9 million.**
 - **paper products: up 844 percent to \$19.1 million.**
 - **transportation equipment: up 713 percent to \$4.9 million.**
 - **electric & electronic equipment: up 476 percent to \$4.6 million.**
 - **textiles: up 471 percent to \$10.1 million.**
- **Reduction of trade barriers under the NAFTA will greatly benefit South Carolina's leading export industries.**
 - * **For rubber and plastic products (\$29.0 million in 1992 exports to Mexico), NAFTA will open up Mexican government procurement, and eliminate tariffs of 10-20 percent.**
 - * **For chemical products and pharmaceuticals (\$21.7 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of 10-20 percent, eliminate non-tariff barriers such as import license requirements, open up Mexican government procurement, and improve protection of intellectual property.**
 - * **For industrial machinery and computers (\$21.1 million in 1992 exports to Mexico), NAFTA will eliminate tariffs (e.g. 10-20 percent for computers), improve protection of intellectual property, and open up Mexican government procurement.**

**Exports.
Better Jobs.
Better Wages.**

- * For paper products (\$19.1 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of 10-20 percent, remove nontariff barriers, and open up Mexican government procurement.
- * For textiles (\$10.1 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of 10-15 percent.
- NAFTA contains detailed provisions to eliminate barriers to trade in services, including liberalization of licensing requirements and other restrictions, that will help South Carolina insurance, financial services, and engineering and construction companies win more business in the \$146 billion Mexican services market.
- NAFTA will open up Mexican markets to South Carolina farmers by, for example, eliminating import licenses on tobacco, corn, poultry, and dairy products, and eliminating tariffs (e.g. tobacco products, 15-20 percent; cattle and beef, 15-25 percent; soybeans, 15 percent (seasonal); cotton and poultry, 10 percent) either immediately or over time.
- The apparel and textile sectors fear NAFTA will lead to a loss of jobs to Mexico.
 - * This fear is unjustified. The NAFTA provides safeguards which allow imposition of protection if domestic producers are seriously injured. Also, some reductions in U.S. tariffs will be phased in only over a ten year period.
 - * In addition, a tough rule of origin will ensure that neither Mexico nor Canada will become a staging ground for exports of non-NAFTA countries to the U.S. In fact, this rule of origin will boost demand for South Carolina cotton and textiles by providing a strong incentive for all three NAFTA countries to source more textiles and fiber in North America, rather than overseas.
- Increased exports to Mexico because of NAFTA mean more high-paying jobs for South Carolina.
 - * 99 percent of South Carolina's exports to Mexico are manufacturing exports, which provide jobs paying 17 percent more on average than the average U.S. wage.
 - * This pattern is borne out in specific South Carolina export industries: for example, the 1991 average hourly wage for production workers in chemicals was \$12.07; and in industrial machinery & computers, \$9.89.
 - * NAFTA will lock in the 2,540 South Carolina jobs already generated by trade with Mexico, and create new jobs that will offset any job losses by more than two-to-one. The NAFTA is expected to result in a net gain of 680 jobs for South Carolina.



South Dakota and the NAFTA

North American
Free Trade
Agreement

- Canada and Mexico are important export markets for South Dakota.
 - * Canada and Mexico are South Dakota's first- and fifth-largest export markets. South Dakota's exports to Canada and Mexico were worth \$122 million in 1992, 221 percent greater than the 1987 level of \$38 million.
 - * Manufactured exports to Canada and Mexico support an estimated 3,578 jobs in South Dakota. Approximately 2,419 of these have been created since 1987 by growth in South Dakota's manufactured exports to Canada and Mexico.
- South Dakota's exports to Mexico are growing.
 - * South Dakota's merchandise exports to Mexico have increased by 40 percent since 1987, rising from \$5.4 million to \$7.5 million.
- Increased trade with Mexico since 1987 has benefitted important South Dakota industries, and 8 sectors have seen their exports to Mexico more than double since 1987. Examples:
 - transportation equipment: up 27,414 percent to \$1.4 million.
 - fabricated metal products: up 26,512 percent to \$426,000.
 - industrial machinery & computers: up 189 percent to \$1.7 million.
 - livestock: up from \$0.0 million to \$399,000.
- Reduction of trade barriers under the NAFTA will greatly benefit South Dakota's leading export industries.
 - * For food products (\$2.5 million in 1992 exports to Mexico), NAFTA will reduce tariffs of 10-20 percent and eliminate non-tariff barriers such as import licenses.
 - * For industrial machinery and computers (\$1.7 million in 1992 exports to Mexico), NAFTA will eliminate tariffs (e.g. 10-20 percent for computers), improve protection of intellectual property, and open up Mexican government procurement.
 - * For transportation equipment (\$1.4 million in 1992 exports to Mexico), NAFTA will open up Mexican government procurement and eliminate Mexican tariffs, quotas, and local content requirements (which require the use of Mexican instead of U.S. manufacturing components) on auto parts.

Exports.
Better Jobs.
Better Wages.

- * For electric and electronic equipment (\$272,000 in 1992 exports to Mexico), NAFTA will eliminate tariffs of up to 20 percent, open up Mexican government procurement, eliminate nontariff barriers in technical standards, and increase intellectual property protection.
- NAFTA will open up Mexican markets to South Dakota farmers by, for example, eliminating import licenses on corn and wheat, and eliminating tariffs (e.g. cattle, 15 percent; beef, 20-25 percent; slaughter hogs (non-pedigree) and pork, 20 percent; sorghum and soybeans, 15 percent (seasonal); oats, 10 percent) either immediately or over time.
- NAFTA contains detailed provisions to eliminate barriers to trade in services, including liberalization of licensing requirements and other restrictions, that will help South Dakota banking, insurance and other financial services, telecommunications, and engineering and construction companies win more business in the \$146 billion Mexican services market.
- Commitments to clean up environmental hazards and improve environmental protection in Mexico and the border area will stimulate demand for South Dakota pollution control equipment and services.
- South Dakota's textiles businesses will benefit from NAFTA's tough rules of origin for textiles and apparel, which ensure that non-NAFTA countries cannot use Mexico or Canada as an export platform into the U.S. These rules provide a strong incentive for manufacturers in all three NAFTA countries to source more textiles in North America, rather than overseas.
- Increased exports to Mexico because of NAFTA mean more high-paying jobs for South Dakota.
 - * 94 percent of South Dakota's exports to Mexico are manufacturing exports, which provide jobs paying 17 percent more on average than the average U.S. wage.
 - * NAFTA will lock in the South Dakota jobs already generated by trade with Mexico, and create new jobs that will offset any job losses by more than nine-to-one.

Tennessee and the NAFTA

**North American
Free Trade
Agreement**

- **Canada and Mexico are Tennessee's most important export markets.**
 - * **Canada and Mexico are Tennessee's first- and second-largest export markets. Tennessee's exports to Canada and Mexico were worth \$2.2 billion in 1992, 175 percent greater than the 1987 level of \$ 0.8 billion.**
 - * **Manufactured exports to Canada and Mexico support an estimated 44,309 jobs in Tennessee. Approximately 28,267 of these have been created since 1987 by growth in Tennessee's manufactured exports to Canada and Mexico.**
- **Tennessee's exports to Mexico are growing rapidly.**
 - * **Tennessee's merchandise exports to Mexico have increased by 310 percent since 1987, rising from \$100 million to \$414 million. This was more than twice the growth rate of Tennessee's exports to the rest of the world (124 percent).**
- **Increased trade with Mexico since 1987 has strongly benefitted important Tennessee industries. Most sectors have seen dramatic increases in exports to Mexico, and 20 sectors have seen their exports to Mexico more than double since 1987. Examples:**
 - **transportation equipment: up 1,430 percent to \$75.2 million.**
 - **paper products: up 951 percent to \$49.3 million.**
 - **food products: up 606 percent to \$33.0 million.**
 - **fabricated metal products: up 399 percent to \$14.8 million.**
 - **industrial machinery & computers: up 358 percent to \$44.3 million.**
 - **crops: up 194 percent to \$3.4 million.**
- **Reduction of trade barriers under the NAFTA will greatly benefit Tennessee's leading export industries.**
 - * **For transportation equipment (\$75.2 million in 1992 exports to Mexico), NAFTA will open up Mexican government procurement and eliminate Mexican tariffs, quotas, and local content requirements (which require the use of Mexican instead of U.S. manufacturing components) on auto parts.**
 - * **For paper products (\$49.3 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of 10-20 percent, remove nontariff barriers, and open up Mexican government procurement.**

**Exports.
Better Jobs.
Better Wages.**

- For industrial machinery and computers (\$44.3 million in 1992 exports to Mexico), NAFTA will eliminate tariffs (e.g. 10-20 percent for computers), improve protection of intellectual property, and open up Mexican government procurement.
- For food products (\$33.0 million in 1992 exports to Mexico), NAFTA will reduce tariffs of 10-20 percent and eliminate non-tariff barriers such as import licenses.
- For chemical products (including agricultural chemicals) (\$28.1 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of 10-20 percent, eliminate non-tariff barriers such as import license requirements, open up Mexican government procurement, and improve protection of intellectual property.
- NAFTA contains detailed provisions to eliminate barriers to trade in services, including liberalization of licensing requirements and other restrictions, that will help Tennessee banking, insurance and other financial services, telecommunications, and engineering and construction companies win more business in the \$146 billion Mexican services market.
- NAFTA will open up Mexican markets to Tennessee farmers by, for example, eliminating import licenses on dairy products and tobacco, and eliminating tariffs (e.g. cattle and beef, 15-25 percent; soybeans, 15 percent (seasonal); tobacco products, 15-20 percent) either immediately or over time.
- Commitments to clean up environmental hazards and improve environmental protection in Mexico and the border area will stimulate demand for Tennessee pollution control equipment and services.
- Tennessee's auto parts industry will benefit from the NAFTA's rules of origin for automobiles. These rules provide a strong incentive for manufacturers in all three NAFTA countries to source more parts and components in North America, rather than overseas.
- Increased exports to Mexico because of NAFTA mean more high-paying jobs for Tennessee.
 - 84 percent of Tennessee's exports to Mexico are manufacturing exports, which provide jobs paying 17 percent more on average than the average U.S. wage.
 - This pattern is borne out in specific Tennessee export industries: for example, the 1991 average hourly wage for production workers in chemicals was \$13.02; in primary metal industries, \$12.02; in rubber & plastic products, \$10.79; and in fabricated metal products, \$10.74.
 - NAFTA will lock in the 7,259 Tennessee jobs already generated by trade with Mexico, and create new jobs that will offset any job losses by more than three-to-one. The NAFTA is expected to result in a net gain of 1,560 jobs for Tennessee.



Texas and the NAFTA

North American
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- Mexico and Canada are Texas' main export markets.
 - * Mexico and Canada are Texas' first- and second-largest export markets. Texas' exports to Mexico and Canada were worth \$22 billion in 1992, 156 percent greater than the 1987 level of \$8.6 billion.
 - * Exports to Canada and Mexico support an estimated 389,556 Texas jobs. An estimated 238,803 of these have been created since 1987 by growth in Texas' manufactured exports to Canada and Mexico.
- Texas' exports to Mexico are growing rapidly.
 - * Texas' merchandise exports to Mexico have increased by 191 percent since 1987, rising from \$6.5 billion to \$18.8 billion. This was almost three times the growth rate of Texas's exports to the rest of the world (65 percent).
- Increased trade with Mexico since 1987 has strongly benefitted important Texas industries. Most sectors have seen dramatic increases in exports to Mexico, and twenty-three sectors have seen their exports to Mexico more than double since 1987. Examples:
 - furniture & fixtures: up 630 percent to \$474.9 million.
 - primary metals: up 622 percent to \$1.5 billion.
 - transportation equipment: up 459 percent to \$2.7 billion.
 - food products: up 360 percent to \$860.3 million.
 - scientific & measuring instruments: up 317 percent to \$611.5 million.
 - livestock: up 278 percent to \$97.5 million.
 - apparel: up 274 percent to \$513.7 million.
 - fabricated metal products: up 257 percent to \$1.0 billion.
- Reduction of trade barriers under the NAFTA will greatly benefit Texas's leading export industries.
 - * For electric and electronic equipment (\$4.1 billion in 1992 exports to Mexico), NAFTA will eliminate tariffs of up to 20 percent, open up Mexican government procurement, eliminate nontariff barriers in technical standards, and increase intellectual property protection.
 - * For transportation equipment (\$2.7 billion in 1992 exports to Mexico), NAFTA will open up Mexican government procurement and eliminate Mexican tariffs, quotas, and local content requirements (which require the use of Mexican instead of U.S. manufacturing components) on auto parts.

Exports.
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- * For industrial machinery and computers (\$2.0 billion in 1992 exports to Mexico), NAFTA will eliminate tariffs (e.g. 10-20 percent for computers), improve protection of intellectual property, and open up Mexican government procurement.
- * For primary metals (\$1.5 billion in 1991 exports to Mexico), NAFTA will eliminate tariffs (which average 8.2% on a trade-weighted basis), open up Mexican government procurement, and expand the Mexican economy, increasing infrastructure growth and demand for steel.
- * For chemical products and pharmaceuticals (\$1.0 billion in 1992 exports to Mexico), NAFTA will eliminate tariffs of 10-20 percent, eliminate non-tariff barriers such as import license requirements, open up Mexican government procurement, and improve protection of intellectual property.
- For Texas companies involved in energy and related products, the NAFTA will create significant investment opportunities in petrochemicals, liberalize government procurement, and eliminate tariffs of 10-20 percent on oil and gas field equipment.
- NAFTA contains detailed provisions to eliminate barriers to trade in services, including liberalization of licensing requirements and other restrictions, that will help Texas financial services and insurance, telecommunications, construction and engineering, and wholesale and distribution companies win more business in the \$146 billion Mexican services market.
- Some agricultural interests fear that with the NAFTA, Mexican producers will displace U.S. growers. This fear is unjustified.
 - * Current U.S. tariffs on many Mexican agricultural products are already extremely low. Their elimination will not have much of an effect on the U.S. market.
 - * The NAFTA contains special provisions to protect sensitive agricultural products. For example, special seasonal safeguards and 10 to 15 year transition periods are included to ease the transition to free trade for winter fruits and vegetables.
 - * Overall, Texas' agricultural exports to Mexico already have increased by 216 percent since 1987, and they will increase even more with NAFTA. NAFTA will open up Mexican markets to Texas farmers by, for example, eliminating import licenses on dairy products and poultry, and eliminating tariffs (e.g. cattle and beef, 15-25 percent; sorghum, 15 percent (seasonal); cotton, 10 percent) either immediately or over time.
 - * Agriculture accounts for only two percent of the Texas economy. In light of the clear gains for manufacturing and services, it hardly makes sense for Texans to oppose NAFTA because of agriculture, some sectors of which will benefit from NAFTA and other sectors of which will be significantly protected by NAFTA.

- Environmentalists may criticize the NAFTA for not paying enough attention to the environment. This criticism is unjustified.
 - * The environment continues to be a major concern of all the governments involved. Mexico and the U.S. have a comprehensive plan for border cleanup and infrastructure, and are committing substantial resources for this project.
 - Mexico has committed to spend \$460 million over the next three years on border cleanup, and \$160 million in 1992 alone on environmental infrastructure projects in the border region.
 - The U.S. spent \$138 million in 1992 on border pollution cleanup, and will spend a similar amount in 1993.
 - Both countries have increasingly engaged in joint environmental enforcement. Infrastructure plans include new sewage treatment facilities and 10 to 12 new international bridges.
 - * NAFTA and the resulting economic development will lead to stricter environmental standards and enforcement in Mexico.
 - * In fact, commitments to clean up environmental hazards and improve environmental protection in Mexico and the border area will stimulate demand for Texas pollution control equipment and services.
 - * Texas' interest in protecting the health and safety of its citizens will not be impaired by the NAFTA. The NAFTA will allow state governments to maintain and even strengthen environmental, safety, and health standards, including sanitary and phytosanitary requirements for agricultural products.
- Increased exports to Mexico because of NAFTA mean more high-paying jobs for Texas.
 - * 93 percent of Texas's exports to Mexico are manufacturing exports, which provide jobs paying 17 percent more on average than the average U.S. wage.
 - * This pattern is borne out in specific Texas export industries: for example, the 1991 average hourly wage for production workers in transportation equipment was \$14.32; in electric & electronic equipment, \$11.25; in primary metals, \$11.51; and in chemicals, \$16.87.
 - * NAFTA will lock in the 327,075 Texas jobs already generated by trade with Mexico, and create new jobs that will offset any job losses by almost six-to-one. The NAFTA is expected to result in a net gain of 6,800 jobs for Texas.



Utah and the NAFTA

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- **Canada and Mexico are important export markets for Utah.**
 - * **Canada is Utah's fourth-largest export market. Utah's exports to Canada and Mexico were worth \$388 million in 1992, 63 percent greater than the 1987 level of \$238 million.**
 - * **Manufactured exports to Canada and Mexico support an estimated 11,721 jobs in Utah. Approximately 3,977 of these have been created since 1987 by growth in Alabama's manufactured exports to Canada and Mexico.**
- **Increased trade with Mexico since 1987 has benefitted important Utah industries. Many sectors have seen dramatic increases in exports to Mexico, and 14 sectors have seen their exports to Mexico more than double since 1987. Examples:**
 - food products: up 3,188 percent to \$4.9 million.
 - scientific & measuring instruments: up 2,054 percent to \$6.9 million.
 - primary metals: up 687 percent to \$3.1 million.
 - chemical products: up 383 percent to \$999,000.
 - fabricated metal products: up 128 percent to \$857,000.
- **Reduction of trade barriers under the NAFTA will greatly benefit Utah's leading export industries.**
 - * **For scientific and measuring instruments (\$6.9 million in 1992 exports to Mexico), NAFTA will eliminate Mexican import licenses and tariffs as high as 20 percent, as well as open up Mexican government procurement.**
 - * **For food products (\$4.9 million in 1992 exports to Mexico), NAFTA will reduce tariffs of 10-20 percent and eliminate non-tariff barriers such as import licenses.**
 - * **For industrial machinery and computers (\$3.4 million in 1992 exports to Mexico), NAFTA will eliminate tariffs (e.g. 10-20 percent for computers), improve protection of intellectual property, and open up Mexican government procurement.**
 - * **For primary metals (\$3.1 million in 1992 exports to Mexico), NAFTA will eliminate tariffs (which average 8.2% on a trade-weighted basis), open up Mexican government procurement, and expand the Mexican economy, increasing infrastructure growth and demand for steel.**

**Exports.
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- * For electric and electronic equipment (\$1.3 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of up to 20 percent, open up Mexican government procurement, eliminate nontariff barriers in technical standards, and increase intellectual property protection.
- * For chemical products and pharmaceuticals (\$1.0 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of 10-20 percent, eliminate non-tariff barriers such as import license requirements, open up Mexican government procurement, and improve protection of intellectual property.
- NAFTA contains detailed provisions to eliminate barriers to trade in services, including liberalization of licensing requirements and other restrictions, that will help Utah banking, insurance and other financial services, telecommunications, and engineering and construction companies win more business in the \$146 billion Mexican services market.
- NAFTA will open up Mexican markets to Utah farmers by, for example, eliminating import licenses on corn, wheat, barley, potatoes, and dairy products, and eliminating tariffs (e.g. cattle and beef, 15-25 percent; apples, 20 percent; barley, 5 percent) either immediately or over time.
- Commitments to clean up environmental hazards and improve environmental protection in Mexico and the border area will stimulate demand for Utah pollution control equipment and services.
- Utah's auto parts industry will benefit from NAFTA's rules of origin for automobiles. These rules, which guarantee that non-NAFTA countries cannot use Mexico or Canada as an export platform into the U.S., will provide a strong incentive for manufacturers in all three NAFTA countries to source more auto parts and components in North America.
- Increased exports to Mexico because of NAFTA mean more high-paying jobs for Utah.
 - * 96 percent of Utah's exports to Mexico are manufacturing exports, which provide jobs paying 17 percent more on average than the average U.S. wage.
 - * This pattern is borne out in specific Utah export industries: for example, the 1991 average hourly wage for production workers in transportation equipment was \$13.62; and in primary metals, \$13.59.
 - * NAFTA will lock in the 841 Utah jobs already generated by trade with Mexico, and create new jobs that will offset any job losses by more than six-to-one. The NAFTA is expected to result in a net gain of 680 jobs for Utah.

Vermont and the NAFTA

**North American
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- **Canada and Mexico are important export markets for Vermont.**
 - * **Canada and Mexico are Vermont's first- and sixth-largest export markets. Vermont's exports to Canada and Mexico were worth \$2.4 billion in 1992, 500 percent greater than the 1987 level of \$0.4 billion.**
 - * **Manufactured exports to Canada and Mexico support an estimated 58,206 jobs in Vermont. Approximately 48,496 of these have been created since 1987 by growth in Vermont's manufactured exports to Canada and Mexico.**
- **Vermont's exports to Mexico are growing at a phenomenal pace.**
 - * **Vermont's merchandise exports to Mexico have increased by 723 percent since 1987, rising from \$2.6 million to \$21 million. This was well over twice the growth rate of Vermont's exports to the rest of the world (284 percent).**
- **Increased trade with Mexico since 1987 has strongly benefitted important Vermont industries. Most sectors have seen dramatic increases in exports to Mexico, and 19 sectors have seen their exports to Mexico more than double since 1987. Examples:**
 - **electric & electronic equipment: up 2,515 percent to \$8.2 million.**
 - **primary metals: up 1,011 percent to \$1.0 million.**
 - **paper products: up 692 percent to \$4.4 million.**
 - **chemical products: up 684 percent to \$1.3 million.**
 - **industrial machinery & computers: up 303 percent to \$1.2 million.**
- **Reduction of trade barriers under the NAFTA will greatly benefit Vermont's leading export industries.**
 - * **For electric and electronic equipment (\$8.2 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of up to 20 percent, open up Mexican government procurement, eliminate nontariff barriers in technical standards, and increase intellectual property protection.**
 - * **For paper products (\$4.4 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of 10-20 percent, remove nontariff barriers, and open up Mexican government procurement.**

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- * For chemical products and pharmaceuticals (\$1.3 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of 10-20 percent, eliminate non-tariff barriers such as import license requirements, open up Mexican government procurement, and improve protection of intellectual property.
 - * For industrial machinery and computers (\$1.2 million in 1992 exports to Mexico), NAFTA will eliminate tariffs (e.g. 10-20 percent for computers), improve protection of intellectual property, and open up Mexican government procurement.
 - * For food products (\$1.0 million in 1992 exports to Mexico), NAFTA will reduce tariffs of 10-20 percent and eliminate non-tariff barriers such as import licenses.
 - * For primary metals (\$1.0 million in 1992 exports to Mexico), NAFTA will eliminate tariffs (which average 8.2% on a trade-weighted basis), open up Mexican government procurement, and expand the Mexican economy, increasing infrastructure growth and demand for steel.
- NAFTA will open up Mexican markets to Vermont farmers by, for example, eliminating import licenses on corn and dairy products, and eliminating tariffs (e.g. apples, 20 percent; beef, 20-25 percent; cattle, 15 percent) either immediately or over time.
 - NAFTA contains detailed provisions to eliminate barriers to trade in services, including liberalization of licensing requirements and other restrictions, that will help Vermont banking, insurance and other financial services, and engineering and construction companies win more business in the \$146 billion Mexican services market.
 - Increased exports to Mexico because of NAFTA mean more high-paying jobs for Vermont.
 - * 94 percent of Vermont's exports to Mexico are manufacturing exports, which provide jobs paying 17 percent more on average than the average U.S. wage.
 - * This pattern is borne out in specific Vermont export industries: for example, the 1991 average hourly wage for production workers in electric & electronic equipment was \$12.88; and in industrial machinery & computers, \$11.43.
 - * NAFTA will lock in the 494 Vermont jobs already generated by trade with Mexico, and create new jobs that will offset any job losses by more than two-to-one.



Virginia and the NAFTA

North American Free Trade Agreement

- Canada and Mexico are important export markets for Virginia.
 - * Canada is Virginia's largest export market. Virginia's exports to Canada and Mexico were worth \$1.1 billion in 1992, 76 percent greater than the 1987 level of \$623 million.
 - * Manufactured exports to Canada and Mexico support an estimated 21,185 jobs in Virginia. Approximately 8,681 of these have been created since 1987 by growth in Virginia's manufactured exports to Canada and Mexico.
- Virginia's exports to Mexico are growing rapidly.
 - * Virginia's merchandise exports to Mexico have increased by 286 percent since 1987, rising from \$41 million to \$158 million. This was five times the growth rate of Virginia's exports to the rest of the world (57 percent).
- Increased trade with Mexico since 1987 has strongly benefitted important Virginia industries. Most sectors have seen dramatic increases in exports to Mexico, and 19 sectors have seen their exports to Mexico more than double since 1987. Examples:
 - paper products: up 5,296 percent to \$6.1 million.
 - transportation equipment: up 2,494 percent to \$41.7 million.
 - food products: up 1,113 percent to \$13.9 million.
 - textiles: up 771 percent to \$2.8 million.
 - industrial machinery & computers: up 349 percent to \$28.7 million.
 - primary metals: up 228 percent to \$12.5 million.
- Reduction of trade barriers under the NAFTA will greatly benefit Virginia's leading export industries.
 - * For transportation equipment (\$41.7 million in 1992 exports to Mexico), NAFTA will open up Mexican government procurement and eliminate Mexican tariffs, quotas, and local content requirements (which require the use of Mexican instead of U.S. manufacturing components) on auto parts.
 - * For industrial machinery and computers (\$28.7 million in 1992 exports to Mexico), NAFTA will eliminate tariffs (e.g. 10-20 percent for computers), improve protection of intellectual property, and open up Mexican government procurement.

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- * For chemical products and pharmaceuticals (\$21.2 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of 10-20 percent, eliminate non-tariff barriers such as import license requirements, open up Mexican government procurement, and improve protection of intellectual property.
- * For food products (\$13.9 million in 1992 exports to Mexico), NAFTA will reduce tariffs of 10-20 percent and eliminate non-tariff barriers such as import licenses.
- * For primary metals (\$12.5 million in 1992 exports to Mexico), NAFTA will eliminate tariffs (which average 8.2% on a trade-weighted basis), open up Mexican government procurement, and expand the Mexican economy, increasing infrastructure growth and demand for steel.
- * For electric and electronic equipment (\$8.0 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of up to 20 percent, open up Mexican government procurement, eliminate nontariff barriers in technical standards, and increase intellectual property protection.
- NAFTA contains detailed provisions to eliminate barriers to trade in services, including liberalization of licensing requirements and other restrictions, that will help Virginia insurance, financial services, and engineering and construction companies win more business in the \$146 billion Mexican services market.
- NAFTA will open up Mexican markets to Virginia farmers by, for example, eliminating import licenses on tobacco, poultry, and dairy products, and eliminating tariffs (e.g. tobacco products, 15-20 percent; cattle and beef, 15-25 percent; soybeans, 15 percent (seasonal); poultry, 10 percent) either immediately or over time.
- Commitments to clean up environmental hazards and improve environmental protection in Mexico and the border area will stimulate demand for Virginia pollution control equipment and services.
- Increased exports to Mexico because of NAFTA mean more high-paying jobs for Virginia.
 - * 98 percent of Virginia's exports to Mexico are manufacturing exports, which provide jobs paying 17 percent more on average than the average U.S. wage.
 - * This pattern is borne out in specific Virginia export industries: for example, the 1991 average hourly wage for production workers in chemicals was \$13.88; in publishing, \$11.30; in fabricated metals, \$10.99; and in primary metals, \$10.86
 - * NAFTA will lock in the 3,254 Virginia jobs already generated by trade with Mexico, and create new jobs that will offset any job losses by more than four-to-one. The NAFTA is expected to result in a net gain of 1,600 jobs for Virginia.



Washington and the NAFTA

**North American
Free Trade
Agreement**

- **Canada and Mexico are important export markets for Washington.**
 - * **Canada is Washington's fourth-largest export market. Washington's exports to Canada and Mexico were worth \$2.6 billion in 1992, 100 percent greater than the 1987 level of \$1.3 billion.**
 - * **Manufactured exports to Canada and Mexico support an estimated 22,443 jobs in Washington. Approximately 10,824 of these have been created since 1987 by growth in Washington's manufactured exports to Canada and Mexico.**
- **Washington's exports to Mexico are growing rapidly.**
 - * **Washington's merchandise exports to Mexico have increased by 578 percent since 1987, rising from \$83 million to \$565 million. This was over four times the growth rate of Washington's exports to the rest of the world (132 percent).**
- **Increased trade with Mexico since 1987 has strongly benefitted important Washington industries. Most sectors have seen dramatic increases in exports to Mexico, and 23 sectors have seen their exports to Mexico more than double since 1987. Examples:**
 - crops: up 1,781 percent to \$24.0 million.
 - electric & electronic equipment: up 804 percent to \$15.9 million.
 - transportation equipment: up 739 percent to \$422.0 million.
 - scientific & measuring instruments: up 431 percent to \$5.8 million.
 - industrial machinery & computers: up 424 percent to \$12.9 million.
 - paper products: up 295 percent to \$37.2 million.
- **Reduction of trade barriers under the NAFTA will greatly benefit Washington's leading export industries.**
 - * **For transportation equipment (\$422.0 million in 1992 exports to Mexico), NAFTA will open up Mexican government procurement and eliminate Mexican tariffs, quotas, and local content requirements (which require the use of Mexican instead of U.S. manufacturing components) on auto parts.**
 - * **For paper products (\$37.2 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of 10-20 percent and remove nontariff barriers.**

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Better Jobs.
Better Wages.**

- * For electric and electronic equipment (\$15.9 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of up to 20 percent, open up Mexican government procurement, eliminate nontariff barriers in technical standards, and increase intellectual property protection.
- * For food products (\$14.3 million in 1992 exports to Mexico), NAFTA will reduce tariffs of 10-20 percent and eliminate non-tariff barriers such as import licenses.
- * For industrial machinery and computers (\$12.9 million in 1992 exports to Mexico), NAFTA will eliminate tariffs (e.g. 10-20 percent for computers), improve protection of intellectual property, and open up Mexican government procurement.
- NAFTA requires Canada and Mexico to make major improvements in their protection of intellectual property rights, which will greatly benefit Washington software and pharmaceutical companies.
- NAFTA contains detailed provisions to eliminate barriers to trade in services, including liberalization of licensing requirements and other restrictions, that will help Washington health service, telecommunications, construction & engineering, and insurance and financial service companies win more business in the \$146 billion Mexican services market.
- NAFTA will open up Mexican markets to Washington farmers by, for example, eliminating import licenses on wheat, potatoes, and dairy products, and eliminating tariffs (e.g. apples & pears, 20 percent; cattle and beef, 15-25 percent; durum wheat, 10 percent) either immediately or over time.
- Increased exports to Mexico because of NAFTA mean more high-paying jobs for Washington.
 - * 95 percent of Washington's exports to Mexico are manufacturing exports, which provide jobs paying 17 percent more on average than the average U.S. wage.
 - * This pattern is borne out in specific Washington export industries: for example, the 1991 average hourly wage for production workers in transportation equipment was \$15.92, and in chemicals, \$15.38.
 - * NAFTA will lock in the 5,388 Washington jobs already generated by trade with Mexico, and create new jobs that will offset any job losses by six-to-one.

West Virginia and the NAFTA

**North American
Free Trade
Agreement**

- **Canada and Mexico are important export markets for West Virginia.**
 - * **Canada and Mexico are West Virginia's first- and twelfth-largest export markets. West Virginia's exports to Canada and Mexico were worth \$305 million in 1992.**
 - * **Manufactured exports to Canada and Mexico support an estimated 5,363 jobs in West Virginia.**
- **West Virginia's exports to Mexico are growing rapidly.**
 - * **West Virginia's merchandise exports to Mexico have increased by 158 percent since 1988, rising from \$19 million to \$49 million. This was over 4 times the growth rate of West Virginia's exports to the rest of the world (37 percent).**
- **Increased trade with Mexico since 1988 has strongly benefitted important West Virginia industries. Many sectors have seen dramatic increases in exports to Mexico, and 9 sectors have seen their exports to Mexico more than double since 1988. Examples of this increase in exports:**
 - **primary metals: up 724 percent to \$14.2 million.**
 - **industrial machinery & computers: up 305 percent to \$1.0 million.**
 - **rubber & plastic products: up 252 percent to \$1.1 million.**
 - **fabricated metal products: up 233 percent to \$1.2 million.**
 - **transportation equipment: up 223 percent to \$494,000.**
- **Reduction of trade barriers under the NAFTA will greatly benefit West Virginia's leading export industries.**
 - * **For chemical products (\$28.8 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of 10-20 percent, eliminate non-tariff barriers such as import license requirements, open up Mexican government procurement, and improve protection of intellectual property.**
 - * **For primary metals (\$14.2 million in 1992 exports to Mexico), NAFTA will eliminate tariffs (which average 8.2% on a trade-weighted basis), open up Mexican government procurement, and expand the Mexican economy, increasing infrastructure growth and demand for steel.**

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- * For rubber and plastic products (\$1.1 million in 1992 exports to Mexico), NAFTA will open up Mexican government procurement, and eliminate tariffs of 10-20 percent.
- * For industrial machinery and computers (\$1.0 million in 1992 exports to Mexico), NAFTA will eliminate tariffs (e.g. 10-20 percent for computers), improve protection of intellectual property, and open up Mexican government procurement.
- * For transportation equipment (\$494,000 in 1992 exports to Mexico), NAFTA will open up Mexican government procurement and eliminate Mexican tariffs, quotas, and local content requirements (which require the use of Mexican instead of U.S. manufacturing components) on auto parts.
- NAFTA will open up Mexican markets to West Virginia farmers by, for example, eliminating import licenses on poultry, eggs, dairy products, corn, wheat, and tobacco, and eliminating tariffs (e.g. cattle and beef, 15-25 percent; poultry, 10 percent; apples, 20 percent; tobacco products, 15-20 percent; oats and durum wheat, 10 percent) either immediately or over time.
- NAFTA contains detailed provisions to eliminate barriers to trade in services, including liberalization of licensing requirements and other restrictions, that will help West Virginia banks and engineering and construction companies win more business in the \$146 billion Mexican services market.
- Increased exports to Mexico because of NAFTA mean more high-paying jobs for West Virginia.
 - * 99 percent of West Virginia's exports to Mexico are manufacturing exports, which provide jobs paying 17 percent more on average than the average U.S. wage.
 - * This pattern is borne out in specific West Virginia export industries: for example, the 1991 average hourly wage for production workers in chemical products was \$16.12; in primary metal industries, \$14.84; and in industrial machinery & computers, \$12.03
 - * NAFTA will lock in the 998 West Virginia jobs already generated by trade with Mexico, and create new jobs that will offset any job losses by more than five-to-one. The NAFTA is expected to result in a net gain of over 330 jobs for West Virginia.

Wisconsin and the NAFTA

North American Free Trade Agreement

- Canada and Mexico are important export markets for Wisconsin.
 - * Canada and Mexico are Wisconsin's first- and seventh-largest export markets. Wisconsin's exports to Canada and Mexico were worth \$2.3 billion in 1992, 53 percent greater than the 1987 level of \$1.5 billion.
 - * Manufactured exports to Canada and Mexico support an estimated 54,873 jobs in Wisconsin. Approximately 19,399 of these have been created since 1987 by growth in Wisconsin's manufactured exports to Canada and Mexico.
- Wisconsin's exports to Mexico are growing rapidly.
 - * Wisconsin's merchandise exports to Mexico have increased by 223 percent since 1987, rising from \$77 million to \$250 million. This was three times the growth rate of Wisconsin's exports to the rest of the world (73 percent).
- Increased trade with Mexico since 1987 has strongly benefitted important Wisconsin industries. Most sectors have seen dramatic increases in exports to Mexico, and 20 sectors have seen their exports to Mexico more than double since 1987. Examples:
 - paper products: up 1,631 percent to \$13.7 million.
 - scientific & measuring instruments: up 1,009 percent to \$23.0 million.
 - fabricated metal products: up 1,002 percent to \$13.5 million.
 - livestock: up 611 percent to \$7.0 million.
 - electric & electronic equipment: up 338 percent to \$19.5 million.
 - industrial machinery & computers: up 166 percent to \$106.0 million.
 - food products: up 165 percent to \$21.7 million.
- Reduction of trade barriers under the NAFTA will greatly benefit Wisconsin's leading export industries.
 - * For industrial machinery and computers (\$106.0 million in 1992 exports to Mexico), NAFTA will eliminate tariffs (e.g. 10-20 percent for computers), improve protection of intellectual property, and open up Mexican government procurement.
 - * For scientific and measuring instruments (\$23.0 million in 1992 exports to Mexico), NAFTA will eliminate Mexican import licenses and tariffs as high as 20 percent, as well as open up Mexican government procurement.
 - * For food products (\$21.7 million in 1992 exports to Mexico), NAFTA will reduce tariffs of 10-20 percent and eliminate non-tariff barriers such as import licenses.

Exports.
Better Jobs.
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- * For electric and electronic equipment (\$19.5 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of up to 20 percent, open up Mexican government procurement, eliminate nontariff barriers in technical standards, and increase intellectual property protection.
- * For paper products (\$13.7 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of 10-20 percent, remove nontariff barriers, and open up Mexican government procurement.
- * For transportation equipment (\$8.0 million in 1992 exports to Mexico), NAFTA will open up Mexican government procurement and eliminate Mexican tariffs, quotas, and local content requirements (which require the use of Mexican instead of U.S. manufacturing components) on auto parts.
- NAFTA will open up Mexican markets to Wisconsin farmers by, for example, eliminating import licenses on dairy products, corn, dry beans, and potatoes, and eliminating tariffs (e.g. evaporated milk and cheeses, 20 percent; slaughter hogs (non-pedigree) and pork, 20 percent; cattle and beef, 15-25 percent) either immediately or over time.
- NAFTA contains detailed provisions to eliminate barriers to trade in services, including liberalization of licensing requirements and other restrictions, that will help Wisconsin banking, insurance and other financial services, telecommunications, and engineering and construction companies win more business in the \$146 billion Mexican services market.
- Wisconsin's auto parts industry will benefit from NAFTA's rules of origin for autos, which ensure that non-NAFTA countries cannot use Mexico or Canada as an export platform into the U.S. These rules provide a strong incentive for manufacturers in all three NAFTA countries to source more parts and components in North America, rather than overseas.
- Increased exports to Mexico because of NAFTA mean more high-paying jobs for Wisconsin.
 - * 95 percent of Wisconsin's exports to Mexico are manufacturing exports, which provide jobs paying 17 percent more on average than the average U.S. wage.
 - * This pattern is borne out in specific Wisconsin export industries: for example, the 1991 average hourly wage for production workers in transportation equipment was \$15.14; in industrial machinery & computers, \$12.08; and in scientific & measuring equipment, \$11.98.
 - * NAFTA will lock in the 5,913 Wisconsin jobs already generated by trade with Mexico, and create new jobs that will offset any job losses by almost six-to-one. The NAFTA is expected to result in a net gain of 1,600 jobs for Wisconsin.



*from
Anne
Wexler*

May 17, 1993

Alabama and the NAFTA

North American Free Trade Agreement

- Canada and Mexico are key export markets for Alabama.
 - * Canada and Mexico are Alabama's first- and third-largest export markets. Alabama's exports to Canada and Mexico were worth \$978 million in 1992, 84 percent greater than the 1987 level of \$531 million.
 - * Manufactured exports to Canada and Mexico support an estimated 26,523 jobs in Alabama. Approximately 12,139 of these have been created since 1987 by growth in Alabama's manufactured exports to Canada and Mexico.
- Alabama's exports to Mexico are growing rapidly.
 - * Alabama's merchandise exports to Mexico have increased by 230 percent since 1987, rising from \$80 million to \$264 million. This was almost four times the growth rate of Alabama's exports to the rest of the world (61 percent).
- Increased trade with Mexico since 1987 has strongly benefitted important Alabama industries. Most sectors have seen dramatic increases in exports to Mexico, and 15 sectors have seen their exports to Mexico more than double since 1987. Examples:
 - apparel: up 20,434 percent to \$23.4 million.
 - transportation equipment: up 9,462 percent to \$74.5 million.
 - electric & electronic equipment: up 1,749 percent to \$48.1 million.
 - textiles: up 1,552 percent to \$3.5 million.
 - rubber & plastic products: up 1,024 percent to \$4.2 million.
- Reduction of trade barriers under the NAFTA will greatly benefit Alabama's leading export industries.
 - * For transportation equipment (\$74.5 million in 1992 exports to Mexico), NAFTA will open up Mexican government procurement and eliminate Mexican tariffs, quotas, and local content requirements (which require the use of Mexican instead of U.S. manufacturing components) on auto parts.
 - * For electric and electronic equipment (\$48.1 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of up to 20 percent, open up Mexican government procurement, eliminate nontariff barriers in technical standards, and increase intellectual property protection.

Exports.
Better Jobs.
Better Wages.

- * For primary metals (\$31.9 million in 1992 exports to Mexico), NAFTA will eliminate tariffs (which average 8.2% on a trade-weighted basis), open up Mexican government procurement, and expand the Mexican economy, increasing infrastructure growth and demand for steel.
- * For chemical products (including petrochemicals) (\$20.8 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of 10-20 percent, eliminate non-tariff barriers such as import license requirements, open up Mexican government procurement, and improve protection of intellectual property.
- * For paper products (\$17.2 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of 10-20 percent, remove nontariff barriers, and open up Mexican government procurement.
- NAFTA contains detailed provisions to eliminate barriers to trade in services, including liberalization of licensing requirements and other restrictions, that will help Alabama banking, insurance and other financial services, telecommunications, and engineering and construction companies win more business in the \$146 billion Mexican services market.
- NAFTA will open up Mexican markets to Alabama farmers by, for example, eliminating import licenses on eggs, poultry, and dairy products, and eliminating tariffs (e.g. cattle and beef, 15-25 percent; soybeans, 15 percent (seasonal); cotton, 10 percent; poultry, 10 percent) either immediately or over time.
- Alabama's textile and apparel sectors fear NAFTA will lead to a loss of jobs to Mexico.
 - * This fear is unjustified. The NAFTA provides safeguards which allow imposition of protection if domestic producers are seriously injured. Also, some reductions in U.S. tariffs will be phased in only over a ten year period.
 - * In addition, tough rules of origin will ensure that neither Mexico nor Canada will become a staging ground for exports of non-NAFTA countries to the U.S. In fact, these rules will benefit Alabama's textiles sector by providing a strong incentive for manufacturers in all three NAFTA countries to source more textiles in North America, rather than overseas.
- Increased exports to Mexico because of NAFTA mean more high-paying jobs for Alabama.
 - * 98 percent of Alabama's exports to Mexico are manufacturing exports, which provide jobs paying 17 percent more on average than the average U.S. wage.
 - * This pattern is borne out in specific Alabama export industries: for example, the 1991 average hourly wage for production workers in chemicals was \$14.94; in transportation equipment, \$13.81; and in industrial machinery & computers, \$10.32.
 - * NAFTA will lock in the 7,233 Alabama jobs already generated by trade with Mexico, and create new jobs that will offset any job losses by over two-to-one. The NAFTA is expected to result in a net gain of 670 jobs for Alabama.



Alaska and the NAFTA

**North American
Free Trade
Agreement**

- Canada and Mexico are important export markets for Alaska.
 - * Canada is Alaska's largest export market. Alaska's exports to Canada and Mexico were worth \$197 million in 1992, 166 percent greater than the 1987 level of \$74 million.
 - * Manufactured exports to Canada and Mexico support an estimated 617 jobs in Alaska. Approximately 339 of these have been created since 1987 by growth in Alaska's manufactured exports to Canada and Mexico.
- Alaska's exports to Mexico are growing.
 - * Alaska's merchandise exports to Mexico have increased by 14 percent since 1987, rising from \$5.3 million to \$6.0 million.
- Increased trade with Mexico since 1987 has strongly benefitted important Alaska industries. Most sectors have seen dramatic increases in exports to Mexico, and 19 sectors have seen their exports to Mexico more than double since 1987. Examples:
 - industrial machinery & computers: up 2,980 percent to \$827,000.
 - transportation equipment: up 2,815 percent to \$400,000.
 - fabricated metal products: up 814 percent to \$112,000.
 - food products: up 536 percent to \$494,000.
 - rubber & plastic products: up 505 percent to \$302,000 .
- Reduction of trade barriers under the NAFTA will greatly benefit Alaska's leading export industries.
 - * For chemical products (including petrochemicals) (\$1.3 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of 10-20 percent, eliminate non-tariff barriers such as import license requirements, open up Mexican government procurement, and improve protection of intellectual property.
 - * For industrial machinery and computers (\$827,000 in 1992 exports to Mexico), NAFTA will eliminate tariffs (e.g. 10-20 percent for computers), improve protection of intellectual property, and open up Mexican government procurement.
 - * For food products (\$494,000 in 1992 exports to Mexico), NAFTA will reduce tariffs of 10-20 percent and eliminate non-tariff barriers such as import licenses.

**Exports.
Better Jobs.
Better Wages.**

- * For transportation equipment (\$400,000 in 1992 exports to Mexico), NAFTA will open up Mexican government procurement and eliminate Mexican tariffs, quotas, and local content requirements (which require the use of Mexican instead of U.S. manufacturing components) on auto parts.
- * For rubber and plastic products (\$302,000 in 1992 exports to Mexico), NAFTA will open up Mexican government procurement, and eliminate tariffs of 10-20 percent.
- * For electric and electronic equipment (\$69,000 in 1992 exports to Mexico), NAFTA will eliminate tariffs of up to 20 percent, open up Mexican government procurement, eliminate nontariff barriers in technical standards, and increase intellectual property protection.
- For Alaska companies involved in energy and related products, the NAFTA will create significant investment opportunities in petrochemicals, liberalize government procurement, and eliminate tariffs of 10-20 percent on oil and gas field equipment.
- Commitments to clean up environmental hazards and improve environmental protection in Mexico and the border area will stimulate demand for Alaska pollution control equipment and services.
- NAFTA contains detailed provisions to eliminate barriers to trade in services, including liberalization of licensing requirements and other restrictions, that will help Alaska banking, telecommunications, and engineering and construction companies win more business in the \$146 billion Mexican services market.
- NAFTA will open up Mexican markets to Alaska farmers by, for example, eliminating import licenses on potatoes, barley, and dairy products, and eliminating tariffs (e.g. cattle, 15 percent; beef, 20-25 percent; barley, 5 percent) either immediately or over time.
- Increased exports to Mexico because of NAFTA mean more high-paying jobs for Alaska.
 - * 81 percent of Alaska's exports to Mexico are manufacturing exports, which provide jobs paying 17 percent more on average than the average U.S. wage.
 - * The NAFTA will lock in the Alaska jobs already generated by trade with Mexico as well as create new jobs. The NAFTA is expected to result in a net gain of 200 jobs for Alaska.

Arizona and the NAFTA

North American Free Trade Agreement

- Mexico and Canada are key export markets for Arizona.
 - * Mexico and Canada are Arizona's first- and fourth-largest export markets. Arizona's exports to Mexico and Canada were worth \$2.4 billion in 1992, 150 percent greater than the 1987 level of \$0.96 billion.
 - * Manufactured exports to Mexico and Canada support an estimated 63,604 jobs in Arizona. Approximately 37,632 of these have been created since 1987 by growth in Arizona's manufactured exports to Mexico and Canada.
- Arizona's exports to Mexico are growing rapidly.
 - * Arizona's merchandise exports to Mexico have increased by 186 percent since 1987, rising from \$645 million to \$1.8 billion. This greatly exceeded the growth rate of Arizona's exports to the rest of the world (102 percent).
- Increased trade with Mexico since 1987 has strongly benefitted important Arizona industries. Most sectors have seen dramatic increases in exports to Mexico, and 24 sectors have seen their exports to Mexico more than double since 1987. Examples:
 - fabricated metal products: up 2,803 percent to \$190.1 million.
 - food products: up 2,786 percent to \$63.3 million.
 - livestock: up 874 percent to \$40.1 million.
 - scientific & measuring equipment: up 742 percent to \$41.4 million.
 - transportation equipment: up 543 percent to \$343.9 million.
 - rubber & plastic products: up 481 percent to \$157.2 million.
 - apparel: up 241 percent to \$119.0 million.
- Reduction of trade barriers under the NAFTA will greatly benefit Arizona's leading export industries.
 - * For electric and electronic equipment (\$351.3 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of up to 20 percent, open up Mexican government procurement, eliminate nontariff barriers in technical standards, and increase intellectual property protection.
 - * For transportation equipment (\$343.9 million in 1992 exports to Mexico), NAFTA will open up Mexican government procurement and eliminate Mexican tariffs, quotas, and local content requirements (which require the use of Mexican instead of U.S. manufacturing components) on auto parts.

Exports. Better Jobs. Better Wages.

- * For industrial machinery and computers (\$205.4 million in 1992 exports to Mexico), NAFTA will eliminate tariffs (e.g. 10-20 percent for computers), improve protection of intellectual property, and open up Mexican government procurement.
- * For apparel (\$118.1 million in 1992 exports to Mexico), NAFTA will phase out 95 % of Mexican tariffs (1991 average for apparel: 20%) in six years.
- * For primary metals (\$71.5 million in 1992 exports to Mexico), NAFTA will eliminate tariffs (which average 8.2% on a trade-weighted basis), open up Mexican government procurement, and expand the Mexican economy, increasing infrastructure growth and demand for steel.
- * For food products (\$63.3 million in 1992 exports to Mexico), NAFTA will reduce tariffs of 10-20 percent and eliminate non-tariff barriers such as import licenses.
- NAFTA contains detailed provisions to eliminate barriers to trade in services, including liberalization of licensing requirements and other restrictions, that will help Arizona banking, insurance and other financial services, telecommunications, and engineering and construction companies win more business in the \$146 billion Mexican services market.
- NAFTA will open up Mexican markets to Arizona farmers by, for example, eliminating import licenses on corn, wheat, barley, and dairy products, and eliminating tariffs (e.g. cattle and beef, 15-25 percent; cotton and durum wheat, 10 percent; sorghum, 15 percent (seasonal); barley, 5 percent) either immediately or over time.
- Environmentalists may criticize the NAFTA for not paying enough attention to the environment. This criticism is unjustified.
- * The environment continues to be a major concern of all the governments involved. Mexico and the U.S. have a comprehensive plan for border cleanup and infrastructure, and are committing substantial resources for this project.
 - Mexico has committed to spend \$460 million over the next three years on border cleanup, and \$160 million in 1992 alone on environmental infrastructure projects in the border region.
 - The U.S. spent \$138 million in 1992 on border pollution cleanup, and will spend a similar amount in 1993.

- Both countries have increasingly engaged in joint environmental enforcement. Infrastructure plans include new sewage treatment facilities and 10 to 12 new international bridges.
- NAFTA and the resulting economic development will lead to stricter environmental standards and enforcement in Mexico.
- In fact, commitments to clean up environmental hazards and improve environmental protection in Mexico and the border area will stimulate demand for Arizona pollution control equipment and services.
- NAFTA contains special provisions to protect import-sensitive industries in Arizona. These include:
 - Long transition periods of up to 15 years for the phase-out of certain U.S. tariffs.
 - Rules of origin for automobiles, textiles, and apparel that ensure that non-NAFTA countries cannot use Mexico or Canada as an export platform into the U.S. In fact, these rules will benefit Arizona's auto parts and textiles industries by providing a strong incentive for manufacturers in all three NAFTA countries to source more auto parts and textiles in North America, rather than overseas.
- Increased exports to Mexico because of NAFTA mean more high-paying jobs for Arizona.
 - 95 percent of Arizona's exports to Mexico are manufacturing exports, which provide jobs paying 17 percent more on average than the average U.S. wage.
 - NAFTA will lock in the 50,479 Arizona jobs already generated by trade with Mexico, and create new jobs that will offset any job losses by more than three-to-one. The NAFTA is expected to result in a net gain of over 1,000 jobs for Arizona.



Arkansas and the NAFTA

North American Free Trade Agreement

- Canada and Mexico are key export markets for Arkansas.
 - * Canada and Mexico are Arkansas' first- and third-largest export markets. Arkansas's exports to Canada and Mexico were worth \$540 million in 1992, 130 percent greater than the 1987 level of \$235 million.
 - * Manufactured exports to Canada and Mexico support an estimated 12,851 jobs in Arkansas. Approximately 7,031 of these have been created since 1987 by growth in Arkansas' manufactured exports to Canada and Mexico.
- Arkansas' exports to Mexico are growing rapidly.
 - * Arkansas' merchandise exports to Mexico have increased by 214 percent since 1987, rising from \$38 million to \$118 million. This was almost twice the growth rate of Arkansas' exports to the rest of the world (117 percent).
- Increased trade with Mexico since 1987 has strongly benefitted important Arkansas industries. Most sectors have seen dramatic increases in exports to Mexico, and 17 sectors have seen their exports to Mexico more than double since 1987. Examples:
 - lumber & wood products: up 5,336 percent to \$1.4 million.
 - crops: up 3,497 percent to \$14.7 million.
 - transportation equipment: up 3,272 percent to \$41.0 million.
 - food products: up 1,867 percent to \$18.0 million.
 - primary metals: up 735 percent to \$5.9 million.
- Reduction of trade barriers under the NAFTA will greatly benefit Arkansas' leading export industries.
 - * For transportation equipment (\$40.1 million in 1992 exports to Mexico), NAFTA will open up Mexican government procurement and eliminate Mexican tariffs, quotas, and local content requirements (which require the use of Mexican instead of U.S. manufacturing components) on auto parts.
 - * For food products (\$17.1 million in 1992 exports to Mexico), NAFTA will reduce tariffs of 10-20 percent and eliminate non-tariff barriers such as import licenses.

Exports. Better Jobs. Better Wages.

- * For chemical products (\$9.2 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of 10-20 percent, eliminate non-tariff barriers such as import license requirements, open up Mexican government procurement, and improve protection of intellectual property.
- * For industrial machinery and computers (\$6.8 million in 1992 exports to Mexico), NAFTA will eliminate tariffs (e.g. 10-20 percent for computers), improve protection of intellectual property, and open up Mexican government procurement.
- * For primary metals (\$5.9 million in 1992 exports to Mexico), NAFTA will eliminate tariffs (which average 8.2% on a trade-weighted basis), open up Mexican government procurement, and expand the Mexican economy, increasing infrastructure growth and demand for steel.
- * For paper products (\$4.7 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of 10-20 percent and remove nontariff barriers.
- NAFTA will open up Mexican markets to Arkansas farmers by, for example, eliminating import licenses on corn, wheat, and poultry, and eliminating tariffs (e.g. cattle and beef, 15-25 percent; apples, 20 percent; soybeans, 15 percent (seasonal); rice, 10-20 percent; durum wheat, cotton, and poultry, 10 percent) either immediately or over time.
- NAFTA contains detailed provisions to eliminate barriers to trade in services, including liberalization of licensing requirements and other restrictions, that will help Arkansas insurance, other financial services, and telecommunications companies win more business in the \$146 billion Mexican services market.
- Increased exports to Mexico because of NAFTA mean more high-paying jobs for Arkansas.
 - * 83 percent of Arkansas' exports to Mexico are manufacturing exports, which provide jobs paying 17 percent more on average than the average U.S. wage.
 - * This pattern is borne out in specific Arkansas export industries: for example, the 1991 average hourly wage for production workers in chemicals was \$13.96; in petroleum & coal products, \$11.30; and in rubber products, \$9.93.
 - * NAFTA will lock in the 2,547 Arkansas jobs already generated by trade with Mexico, and create new jobs that will offset any job losses by three-to-one. The NAFTA is expected to result in a net gain of 550 jobs for Arkansas.



California and the NAFTA

**North American
Free Trade
Agreement**

- **Canada and Mexico are key export markets for California.**
 - * **Canada and Mexico are California's second- and third-largest export markets. California's exports to Canada and Mexico were worth \$13.9 billion in 1992, 144 percent greater than the 1987 level of \$5.7 billion.**
 - * **Manufactured exports to Canada and Mexico support an estimated 302,158 jobs in California. Approximately 179,448 of these have been created since 1987 by growth in California's manufactured exports to Canada and Mexico.**
- **California's exports to Mexico have been growing rapidly.**
 - * **California's merchandise exports to Mexico have increased from \$2.3 billion to \$6.6 billion since 1987, an increase of 190 percent. This was twice the growth rate of California's exports to the rest of the world (95 percent).**
- **Increased trade with Mexico since 1987 has strongly benefitted important California industries, and 27 sectors have seen their exports to Mexico more than double since 1987. Examples:**
 - apparel: up 548 percent to \$189 million.
 - food products: up 489 percent to \$315 million.
 - transportation equipment: up 382 percent to \$390 million.
 - textile mill products: up 361 percent to \$63 million.
 - electric & electronic equipment: up 248 percent to \$1.5 billion.
 - chemical products: up 244 percent to \$312 million.
 - industrial machinery & computers: up 169 percent to \$1.0 billion.
- **Reduction of trade barriers under the NAFTA will benefit leading California industries.**
 - * **For electric and electronic equipment (\$1.5 billion in 1992 exports to Mexico), the NAFTA will open up Mexican government procurement, eliminate tariffs (currently as high as 20 percent), eliminate nontariff barriers in technical standards, and increase intellectual property protection.**
 - * **For industrial machinery and computers (\$1.0 billion in 1992 exports to Mexico), the NAFTA will eliminate tariffs (e.g. 10-20% in computers), increase protection of intellectual property, and open up Mexican government procurement.**

**Exports.
Better Jobs.
Better Wages.**

- * For transportation equipment (\$390 million in 1992 exports to Mexico), the NAFTA will open up Mexican government procurement and eliminate Mexican tariffs, quotas, and local content requirements (which require the use of Mexican instead of U.S. manufacturing components) on auto parts.
- * For primary metals (\$340 million in 1992 exports to Mexico), NAFTA will eliminate tariffs (which average 8.2% on a trade-weighted basis), open up Mexican government procurement, and expand the Mexican economy, increasing infrastructure growth and demand for steel.
- For California companies involved in petroleum and related products, the NAFTA will open up the Mexican market to investment, liberalize government procurement, and eliminate tariffs of 10-20 percent on oil and gas field equipment.
- NAFTA contains detailed provisions to eliminate barriers to trade in services, including liberalization of licensing requirements and other restrictions, that will aid California banking, insurance and other financial service companies, health services companies, and professionals win more business in Mexico's \$146 billion services market.
- Some agricultural interests fear that with the NAFTA, Mexican producers will displace U.S. growers with cheaper Mexican produce. This fear is unjustified.
 - * Current U.S. tariffs on many Mexican agricultural products are already extremely low. Their elimination will not have much of an effect on the U.S. market.
 - * The NAFTA contains special provisions to protect sensitive agricultural products. For example, special seasonal safeguards and 10 to 15 year transition periods are included to ease the transition to free trade for winter fruits and vegetables.
 - * Moreover, NAFTA will open Mexican markets to California farmers by, for example, eliminating import licenses on dairy products, potatoes, and grapes, and eliminating tariffs (e.g. cotton, 10 percent; almonds, 15-20 percent; beef and cattle, 15-25 percent) either immediately or over time. Overall, California's agricultural exports to Mexico have already increased 206 percent since 1987, and will increase further with the NAFTA.

- **Environmentalists may criticize the NAFTA for not paying enough attention to the environment.**
 - * **This criticism is unjustified. The environment continues to be a major concern of all the governments involved. Mexico and the U.S. are committing substantial resources to border cleanup and infrastructure. In addition, NAFTA and the resulting economic development will lead to stricter environmental standards and enforcement in Mexico.**
 - * **In fact, increased demand for pollution control equipment and services, with substantial commitments from the Mexican and U.S. governments, will benefit California companies in the pollution control field.**
 - * **California's interest in protecting the health and safety of its citizens will not be impaired by the NAFTA. The NAFTA will allow state governments to maintain and even strengthen environmental, safety, and health standards, including sanitary and phytosanitary requirements for agricultural products.**
- **Increased exports to Mexico because of NAFTA mean more high-paying jobs for California.**
 - * **97 percent of California's exports to Mexico are manufacturing exports, which provide jobs paying 17 percent more on average than the average U.S. wage.**
 - * **This pattern is borne out in specific California export industries: for example, the 1991 average hourly wage for production workers in transportation equipment was \$15.25; in industrial machinery and computers, \$13.02; and in instruments and related products, \$13.55.**
 - * **NAFTA will lock in the 150,764 California jobs already generated by trade with Mexico, and create new jobs that will offset any job losses by more than four-to-one. The NAFTA is expected to result in a net gain of 9,600 jobs for California.**



Colorado and the NAFTA

North American Free Trade Agreement

- Canada and Mexico are important export markets for Colorado.
 - * Canada and Mexico are Colorado's second- and sixth-largest export markets. Colorado's exports to Canada and Mexico were worth \$672 million in 1992, 120 percent greater than the 1987 level of \$306 million.
 - * Manufactured exports to Canada and Mexico support an estimated 16,477 jobs in Colorado. Approximately 8,864 of these have been created since 1987 by growth in Colorado's manufactured exports to Canada and Mexico.
- Colorado's exports to Mexico are growing.
 - * Colorado's merchandise exports to Mexico have increased by 118 percent since 1987, rising from \$69 million to \$151 million. This greatly exceeded the growth rate of Colorado's exports to the rest of the world (72 percent).
- Increased trade with Mexico since 1987 has strongly benefitted important Colorado industries. Most sectors have seen dramatic increases in exports to Mexico, and 12 sectors have seen their exports to Mexico more than double since 1987. Some examples of this increase in exports:
 - printing & publishing: up 10,808 percent to \$20.3 million.
 - transportation equipment: up 636 percent to \$3.5 million.
 - primary metals: up 302 percent to \$1.2 million.
 - scientific & measuring instruments: up 227 percent to \$20.8 million.
 - food products: up 119 percent to \$29.4 million.
- Reduction of trade barriers under the NAFTA will greatly benefit Colorado's leading export industries.
 - * For scientific and measuring instruments (\$20.8 million in 1992 exports to Mexico), the NAFTA will eliminate Mexican tariffs as high as 20 percent and import licenses, as well as open up Mexican government procurement.
 - * For industrial machinery and computers (\$19.3 million in 1992 exports to Mexico), NAFTA will eliminate tariffs (e.g. 10-20 percent for computers), improve protection of intellectual property, and open up Mexican government procurement.

Exports. Better Jobs. Better Wages.

- * For chemical and pharmaceutical products (\$17.2 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of 10-20 percent, eliminate non-tariff barriers such as import license requirements, open up Mexican government procurement, and improve protection of intellectual property.
- * For electric and electronic equipment (\$10.6 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of up to 20 percent, open up Mexican government procurement, eliminate nontariff barriers in technical standards, and increase intellectual property protection.
- NAFTA contains detailed provisions to eliminate barriers to trade in services, including liberalization of licensing requirements and other restrictions, that will help Colorado banking, insurance and other financial services, and engineering and construction companies win more business in the \$146 billion Mexican services market.
- NAFTA will open up Mexican markets to Colorado's farmers by, for example, eliminating import licenses on wheat, corn, and dairy products, and eliminating tariffs (e.g. cattle and beef, 15-25 percent; durum wheat and pork, 10 percent) either immediately or over time.
- Colorado sugar beet growers fear the NAFTA will enable Mexican competitors to displace U.S. growers. This fear is not justified because NAFTA contains special provisions to protect the U.S. sugar industry. Increased access to the U.S. market for Mexican sugar is limited by a 15 year transition period and by the requirement that increased access during the transition period be tied to Mexico becoming a net surplus producer of sugar.
 - U.S. Department of Agriculture projections indicate that Mexico will not be a net surplus sugar producer in the foreseeable future.
 - Even if Mexico does export sugar, U.S. producers will not be affected because import quotas for third countries will be reduced commensurately with any increase in Mexican imports.
- * Agriculture accounts for only three percent of the Colorado economy. In light of the clear gains for manufacturing and services, it hardly makes sense for Coloradans to oppose NAFTA because of one agricultural sector. Moreover, most Colorado agricultural sectors will benefit from NAFTA, while the sugar beet sector will be significantly protected by NAFTA.
- Increased exports to Mexico because of NAFTA mean more high-paying jobs for Colorado.
 - * 96 percent of Colorado's exports to Mexico are manufacturing exports, which provide jobs paying 17 percent more on average than the average U.S. wage.
 - * NAFTA will lock in the 3,750 Colorado jobs already generated by trade with Mexico, and create new jobs that will offset any job losses by more than eight-to-one. The NAFTA is expected to result in a net gain of over 1,500 jobs for Colorado.

Connecticut and the NAFTA

**North American
Free Trade
Agreement**

- **Canada and Mexico are important export markets for Connecticut.**
 - * **Canada and Mexico are Connecticut's first- and seventh-largest export markets. Connecticut's exports to Canada and Mexico were worth \$1.6 billion in 1992, 86 percent greater than the 1987 level of \$0.86 billion.**
 - * **Manufactured exports to Canada and Mexico support an estimated 30,073 jobs in Connecticut. Approximately 14,079 of these have been created since 1987 by growth in Connecticut's manufactured exports to Canada and Mexico.**
- **Connecticut's exports to Mexico are growing rapidly.**
 - * **Connecticut's merchandise exports to Mexico have increased by 143 percent since 1987, rising from \$115 million to \$280 million. This was over twice the growth rate of Connecticut's exports to the rest of the world (70 percent).**
- **Increased trade with Mexico since 1987 has strongly benefitted important Connecticut industries. Most sectors have seen dramatic increases in exports to Mexico, and 17 sectors have seen their exports to Mexico more than double since 1987. Examples:**
 - **fabricated metal products: up 600 percent to \$8.4 million.**
 - **refined petroleum products: up 299 percent to \$2.0 million.**
 - **paper products: up 269 percent to \$26.7 million.**
 - **electric & electronic equipment: up 239 percent to \$38.9 million.**
 - **transportation equipment: up 210 percent to \$21.2 million.**
 - **scientific & measuring instruments: up 158 percent to \$16.4 million.**
- **Reduction of trade barriers under the NAFTA will greatly benefit Connecticut's leading export industries.**
 - * **For chemical products and pharmaceuticals (\$87.2 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of 10-20 percent, eliminate non-tariff barriers such as import license requirements, open up Mexican government procurement, and improve protection of intellectual property.**
 - * **For electric and electronic equipment (\$38.9 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of up to 20 percent, open up Mexican government procurement, eliminate nontariff barriers in technical standards, and increase intellectual property protection.**

**Exports.
Better Jobs.
Better Wages.**

- For industrial machinery and computers (\$31.9 million in 1992 exports to Mexico), NAFTA will eliminate tariffs (e.g. 10-20 percent for computers), improve protection of intellectual property, and open up Mexican government procurement.
- For transportation equipment (\$21.2 million in 1992 exports to Mexico), NAFTA will open up Mexican government procurement and eliminate Mexican tariffs, quotas, and local content requirements (which require the use of Mexican instead of U.S. manufacturing components) on auto parts.
- For primary metals (\$10.8 million in 1992 exports to Mexico), NAFTA will eliminate tariffs (which average 8.2% on a trade-weighted basis), open up Mexican government procurement, and expand the Mexican economy, increasing infrastructure growth and demand for steel.
- NAFTA contains detailed provisions to eliminate barriers to trade in services, including liberalization of licensing requirements and other restrictions, that will help Connecticut banking, insurance and other financial services, telecommunications, and engineering and construction companies win more business in the \$146 billion Mexican services market.
- NAFTA will open up Mexican markets to Connecticut farmers by, for example, eliminating import licenses on corn and dairy products, and eliminating tariffs (e.g. apples, 20 percent) either immediately or over time.
- Commitments to clean up environmental hazards and improve environmental protection in Mexico and the border area will stimulate demand for Connecticut pollution control equipment and services.
- Increased exports to Mexico because of NAFTA mean more high-paying jobs for Connecticut.
- 93 percent of Connecticut's exports to Mexico are manufacturing exports, which provide jobs paying 17 percent more on average than the average U.S. wage.
- This pattern is borne out in specific Connecticut export industries: for example, the 1991 average hourly wage for production workers in transportation equipment was \$14.29; in chemicals, \$13.77; and in printing and publishing, \$12.51.
- NAFTA will lock in the 5,227 Connecticut jobs already generated by trade with Mexico, and create new jobs that will offset any job losses by almost eight-to-one. The NAFTA is expected to result in a net gain of 1,500 jobs for Connecticut.



Delaware and the NAFTA

North American
Free Trade
Agreement

- Canada and Mexico are key export markets for Delaware.
 - * Canada and Mexico are Delaware's first- and third-largest export markets. Delaware's exports to Canada and Mexico were worth \$1.1 billion in 1992, 83 percent greater than the 1987 level of \$0.6 billion.
 - * Manufactured exports to Canada and Mexico support an estimated 22,121 jobs in Delaware. Approximately 9,549 of these have been created since 1987 by growth in Delaware's manufactured exports to Canada and Mexico.
- Delaware's exports to Mexico are growing rapidly.
 - * Delaware's merchandise exports to Mexico have increased by 463 percent since 1987, rising from \$28 million to \$158 million. This was well over four times the growth rate of Delaware's exports to the rest of the world (100 percent).
- Increased trade with Mexico since 1987 has strongly benefitted important Delaware industries. Most sectors have seen dramatic increases in exports to Mexico, and 18 sectors have seen their exports to Mexico more than double since 1987. Examples:
 - textiles: up 1,408 percent to \$2.0 million.
 - food products: up 500 percent to \$720,000.
 - chemical products: up 481 percent to \$126.8 million.
 - rubber & plastic products: up 389 percent to \$13.7 million.
 - scientific & measuring instruments: up 347 percent to \$3.5 million.
 - industrial machinery & computers: up 344 percent to \$2.7 million.
- Reduction of trade barriers under the NAFTA will greatly benefit Delaware's leading export industries.
 - * For chemical products (\$126.8 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of 10-20 percent, eliminate non-tariff barriers such as import license requirements, open up Mexican government procurement, and improve protection of intellectual property.
 - * For rubber and plastic products (\$13.7 million in 1992 exports to Mexico), NAFTA will open up Mexican government procurement, and eliminate tariffs of 10-20 percent.

Exports.
Better Jobs.
Better Wages.

- * For scientific and measuring instruments (\$3.5 million in 1992 exports to Mexico), NAFTA will eliminate Mexican import licenses and tariffs as high as 20 percent, as well as open up Mexican government procurement.
- * For food products (\$720,000 in 1992 exports to Mexico), NAFTA will reduce tariffs of 10-20 percent and eliminate non-tariff barriers such as import licenses.
- NAFTA contains detailed provisions to eliminate barriers to trade in services, including liberalization of licensing requirements and other restrictions, that will help Delaware banking, insurance and other financial services, and engineering and construction companies win more business in the \$146 billion Mexican services market.
- NAFTA will open up Mexican markets to Delaware farmers and food processors by, for example, eliminating import licenses on corn, potatoes, and poultry, and eliminating tariffs (e.g. soybeans, 15 percent (seasonal); poultry, 10 percent) either immediately or over time.
- NAFTA contains special provisions to protect import-sensitive industries in Delaware. These include:
 - * Long transition periods of up to 15 years for the phase-out of certain U.S. tariffs.
 - * Rules of origin for automobiles, textiles, and apparel that ensure that non-NAFTA countries cannot use Mexico or Canada as an export platform into the U.S. In fact, these rules will benefit Delaware's auto parts and textiles sectors by providing a strong incentive for manufacturers in all three NAFTA countries to source more auto parts and textiles in North America, rather than overseas.
- Increased exports to Mexico because of NAFTA mean more high-paying jobs for Delaware.
 - * 98 percent of Delaware's exports to Mexico are manufacturing exports, which provide jobs paying 17 percent more on average than the average U.S. wage.
 - * This pattern is borne out in specific Delaware export industries: for example, the 1991 average hourly wage for production workers in transportation equipment was \$17.98; in chemicals, \$15.13; and in electronic equipment, \$13.30.
 - * NAFTA will lock in the 3,167 Delaware jobs already generated by trade with Mexico, and create new jobs that will offset any job losses by ten-to-one.

Florida and the NAFTA

**North American
Free Trade
Agreement**

- **Canada and Mexico are important export markets for Florida.**
 - * **Canada and Mexico are Florida's first- and seventh-largest export markets. Florida's exports to Canada and Mexico were worth \$2.3 billion in 1992, 156 percent greater than the 1987 level of \$900 million.**
 - * **Manufactured exports to Canada and Mexico support and estimated 62,819 jobs in Florida. Approximately 37,164 of these have been created since 1987 by growth in Florida's manufactured exports to Canada and Mexico.**
- **Florida's exports to Mexico are growing rapidly.**
 - * **Florida's merchandise exports to Mexico have increased by over 203 percent since 1987, rising from \$219 million to \$664 million. This was well over twice the growth rate of Florida's exports to the rest of the world (78 percent).**
- **Increased trade with Mexico since 1987 has strongly benefitted important Florida industries. Most sectors have seen dramatic increases in exports to Mexico, and 23 sectors have seen their exports to Mexico more than double since 1987. Examples:**
 - crops: up 27,961 percent to \$9.3 million.
 - printing & publishing: up 905 percent to \$41.0 million.
 - scientific & measuring instruments: up 584 percent to \$49.6 million.
 - food products: up 546 percent to \$19.3 million.
 - electric & electronic equipment: up 425 percent to \$74.3 million.
 - apparel: up 365 percent to \$8.7 million.
 - primary metals: up 360 percent to \$37.5 million.
 - paper products: up 346 percent to \$68.6 million.
- **NAFTA's reduction of trade barriers will greatly benefit Florida's leading export industries.**
 - * **For industrial machinery & computers (\$144.4 million in 1992 exports to Mexico), NAFTA will eliminate tariffs (e.g. 10-20% in computers), assure protection of intellectual property, and open up Mexican government procurement.**
 - * **For chemicals (\$76.5 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of 10-20 percent as well as import license requirements.**

**Exports.
Better Jobs.
Better Wages.**

- * For electric and electronic equipment (\$74.3 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of up to 20 percent, open up Mexican government procurement, eliminate nontariff barriers in technical standards, and increase intellectual property protection.
- * For paper products (\$68.6 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of 10-20 percent and remove nontariff barriers.
- * For transportation equipment (\$46.9 million in 1992 exports to Mexico), NAFTA will eliminate tariffs on U.S.-made auto parts and open up Mexican government procurement.
- * For food products (\$19.3 million in 1992 exports to Mexico), NAFTA will reduce tariffs of 10-20 percent and eliminate non-tariff barriers such as import licenses.
- NAFTA contains detailed provisions to eliminate barriers to trade in services, including liberalization of licensing requirements and other restrictions, that will help Florida banking, insurance and other financial services, telecommunications, and engineering and construction companies win more business in the \$146 billion Mexican services market.
- Some Florida sectors (sugar, orange juice, winter vegetables) fear the NAFTA will enable Mexican competitors to displace U.S. growers.
- * These fears are overstated because NAFTA contains special provisions to protect sensitive Florida agricultural products.
 - Sugar: increased access to the U.S. market for Mexican sugar is limited by a 15 year transition period and by the requirement that increased access during the transition period be tied to Mexico becoming a net surplus producer of sugar.
 - U.S. Department of Agriculture projections indicate that Mexico will not be a net surplus sugar producer in the foreseeable future.
 - Even if Mexico does export sugar, U.S. producers will not be affected because import quotas for third countries will be reduced commensurately with any increase in Mexican imports.
 - Orange Juice: increased access to the U.S. market is again limited by a 15 year transition period. Orange juice will have the slowest rate of tariff reduction of any product covered by NAFTA for the first 10 years.
 - The USDA has predicted that orange juice imports from Mexico will increase only slightly, while U.S. exports of fresh oranges to Mexico will increase.

- Any slight increase of imports from Mexico will be offset by higher U.S. orange juice exports to other countries; e.g., in Japan, U.S. exports increased 79 percent in the first six months of 1992.
- Winter Vegetables: Special seasonal safeguard measures and 10 and 15 year transition periods have been negotiated to ease the transition to free trade for winter fruits and vegetables.
- * Moreover, other Florida agricultural sectors are projected to gain from a NAFTA. NAFTA will open up Mexican markets to Florida farmers by, for example, eliminating import licenses on dairy products and potatoes, and eliminating tariffs (e.g. cattle and beef, 15-25 percent) either immediately or over time.
- * Overall, Florida agricultural exports to Mexico already have increased by over 4,000 percent between 1987 and 1992, and they will increase even more with NAFTA.
- * Agriculture accounts for only three percent of the Florida economy; manufacturing and services account for the other 97 percent. In light of the clear gains for manufacturing and services, it hardly makes sense for Floridians to oppose NAFTA because of agriculture, some sectors of which will benefit from NAFTA and other sectors of which will be significantly protected by NAFTA.
- The NAFTA will allow both federal and state governments to maintain and even strengthen environmental, safety, and health standards, including sanitary and phytosanitary requirements for agricultural products.
- Increased exports to Mexico because of NAFTA mean more high-paying jobs for Florida.
 - * 96 percent of Florida's exports to Mexico are manufacturing exports, which provide jobs paying 17 percent more on average than the average U.S. wage.
 - * This pattern is borne out in specific Florida export industries: for example, the 1991 average hourly wage for production workers in chemicals was \$13.42; in transportation equipment, \$11.11; in publishing, \$10.52; and in industrial machinery & computers, \$10.12.
 - * NAFTA will lock in the 21,267 Florida jobs already generated by trade with Mexico, and create new jobs that will offset any job losses by almost five-to-one. The NAFTA is expected to result in a net gain of 4,200 jobs for Florida.

Georgia and the NAFTA

North American
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- Canada and Mexico are key export markets for Georgia.
 - * Canada and Mexico are Georgia's first- and third-largest export markets. Georgia's exports to Canada and Mexico were worth \$2.1 billion in 1992, 200 percent greater than the 1987 level of \$0.7 billion.
 - * Manufactured exports to Canada and Mexico support an estimated 45,367 jobs in Georgia. Approximately 29,009 of these have been created since 1987 by growth in Georgia's manufactured exports to Canada and Mexico.
- Georgia's exports to Mexico are growing rapidly.
 - * Georgia's merchandise exports to Mexico have increased by 329 percent since 1987, rising from \$108 million to \$464 million. This was well over twice the growth rate of Georgia's exports to the rest of the world (121 percent).
- Increased trade with Mexico since 1987 has strongly benefitted important Georgia industries. Most sectors have seen dramatic increases in exports to Mexico, and 21 sectors have seen their exports to Mexico more than double since 1987. Examples:
 - transportation equipment: up 4,658 percent to \$40.9 million.
 - crops: up 4,121 percent to \$5.1 million.
 - apparel: up 1,831 percent to \$7.9 million.
 - textiles: up 1,334 percent to \$30.3 million.
 - fabricated metal products: up 1,146 percent to \$11.1 million.
- Reduction of trade barriers under the NAFTA will greatly benefit Georgia's leading export industries.
 - * For scientific and measuring instruments (\$58.5 million in 1992 exports to Mexico), NAFTA will eliminate Mexican import licenses and tariffs as high as 20 percent, as well as open up Mexican government procurement.
 - * For industrial machinery and computers (\$55.2 million in 1992 exports to Mexico), NAFTA will eliminate tariffs (e.g. 10-20 percent for computers), improve protection of intellectual property, and open up Mexican government procurement.
 - * For chemical products (\$53.2 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of 10-20 percent, eliminate non-tariff barriers such as import license requirements, open up Mexican government procurement, and improve protection of intellectual property.

Exports.
Better Jobs.
Better Wages.

- * For transportation equipment (\$40.9 million in 1992 exports to Mexico), NAFTA will open up Mexican government procurement and eliminate Mexican tariffs, quotas, and local content requirements (which require the use of Mexican instead of U.S. manufacturing components) on auto parts.
- * For primary metals (\$30.5 million in 1992 exports to Mexico), NAFTA will eliminate tariffs (which average 8.2% on a trade-weighted basis), open up Mexican government procurement, and expand the Mexican economy, increasing infrastructure growth and demand for steel.
- NAFTA contains detailed provisions to eliminate barriers to trade in services, including liberalization of licensing requirements and other restrictions, that will help Georgia banking, insurance and other financial services, telecommunications, and engineering and construction companies win more business in the \$146 billion Mexican services market.
- NAFTA will open up Mexican markets to Georgia farmers by, for example, eliminating import licenses on corn, eggs, and dairy products, and eliminating tariffs (e.g. peanuts, 20 percent; poultry, 10 percent, soybeans, 15 percent (seasonal); tobacco products, 15-20 percent; cattle and beef, 15-25 percent) either immediately or over time.
- The apparel and textiles sectors fear NAFTA will lead to a loss of jobs to Mexico.
 - * This fear is unjustified. The NAFTA provides safeguards which allow imposition of protection if domestic producers are seriously injured. Also, some reductions in U.S. tariffs will be phased in only over a ten year period.
 - * In addition, tough rules of origin will ensure that neither Mexico nor Canada will become a staging ground for exports of non-NAFTA countries to the U.S. In fact, these rules will benefit Georgia's textiles industry, as they provide a strong incentive for manufacturers in all three NAFTA countries to source more textiles in North America, rather than overseas.
- Increased exports to Mexico because of NAFTA mean more high-paying jobs for Georgia.
 - * 95 percent of Georgia's exports to Mexico are manufacturing exports, which provide jobs paying 17 percent more on average than the average U.S. wage.
 - * This pattern is borne out in specific Georgia export industries: for example, the 1991 average hourly wage for production workers in transportation equipment was \$14.01; in chemicals, \$12.08; in primary metals, \$10.76; and in industrial machinery, \$10.12.
 - * NAFTA will lock in the 10,599 Georgia jobs already generated by trade with Mexico, and create new jobs that will offset any job losses by more than three-to-one. The NAFTA is expected to result in a net gain of 1,700 jobs for Georgia.



Idaho and the NAFTA

North American Free Trade Agreement

- Canada and Mexico are important export markets for Idaho.
 - * Canada and Mexico are Idaho's second- and sixth-largest export markets. Idaho's exports to Canada and Mexico were worth \$218 million in 1992, 129 percent greater than the 1987 level of \$95 million.
 - * Manufactured exports to Canada and Mexico support an estimated 3,903 jobs in Idaho. Approximately 2,165 of these have been created since 1987 by growth in Idaho's manufactured exports to Canada and Mexico.
- Idaho's exports to Mexico are growing rapidly.
 - * Idaho's merchandise exports to Mexico have increased by 215 percent since 1987, rising from \$11 million to \$35 million. This greatly exceeded the growth rate of Idaho's exports to the rest of the world (120 percent).
- Increased trade with Mexico since 1987 has strongly benefitted important Idaho industries. Most sectors have seen dramatic increases in exports to Mexico, and 16 sectors have seen their exports to Mexico more than double since 1987. Examples:
 - crops: up 893 percent to \$3.9 million.
 - food products: up 509 percent to \$5.5 million.
 - transportation equipment: up 242 percent to \$2.7 million.
 - chemical products: up 215 percent to \$12.0 million.
 - industrial machinery & computers: up 146 percent to \$7.3 million.
- Reduction of trade barriers under the NAFTA will greatly benefit Idaho's leading export industries.
 - * For chemical products (\$12.0 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of 10-20 percent, eliminate non-tariff barriers such as import license requirements, open up Mexican government procurement, and improve protection of intellectual property.
 - * For industrial machinery and computers (\$7.3 million in 1992 exports to Mexico), NAFTA will eliminate tariffs (e.g. 10-20 percent for computers), improve protection of intellectual property, and open up Mexican government procurement.

Exports.
Better Jobs.
Better Wages.

- * For food products (\$5.5 million in 1992 exports to Mexico), NAFTA will reduce tariffs of 10-20 percent and eliminate non-tariff barriers such as import licenses.
- * For paper products (\$2.1 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of 10-20 percent and remove nontariff barriers.
- NAFTA contains detailed provisions to eliminate barriers to trade in services, including liberalization of licensing requirements and other restrictions, that will help Idaho banking, other financial services, and engineering and construction companies win more business in the \$146 billion Mexican services market.
- NAFTA will open up Mexican markets to Idaho farmers by, for example, eliminating import licenses on potatoes, corn, wheat, barley, and dairy products, and eliminating tariffs (e.g. cattle and beef, 15-25 percent; pears and apples, 20 percent; durum wheat, 10 percent; malt barley, 5 percent) either immediately or over time.
- * Idaho sugar beet growers fear that the NAFTA will enable Mexican competitors to displace U.S. growers. This criticism is not justified because NAFTA contains special provisions to protect the U.S. sugar industry. Increased access to the U.S. market for Mexican sugar is limited by a 15 year transition period and by the requirement that increased access during the transition period be tied to Mexico becoming a net surplus producer of sugar.
 - U.S. Department of Agriculture projections indicate that Mexico will not be a net surplus sugar producer in the foreseeable future.
 - Even if Mexico does export sugar, U.S. producers will not be affected because import quotas for third countries will be reduced commensurately with any increase in Mexican imports.
- * Most Idaho agricultural sectors will benefit from NAFTA, while the sugar beet sector will be significantly protected by NAFTA. Moreover, in light of the clear gains for manufacturing and services, it hardly makes sense for Idaho to oppose NAFTA because of one agricultural sector.
- Increased exports to Mexico because of NAFTA mean more high-paying jobs for Idaho.
 - * 89 percent of Idaho's exports to Mexico are manufacturing exports, which provide jobs paying 17 percent more on average than the average U.S. wage.
 - * NAFTA will lock in the 630 Idaho jobs already generated by trade with Mexico, and create new jobs that will offset any job losses by more than five-to-one.



Illinois and the NAFTA

North American
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Agreement

- Canada and Mexico are Illinois' most important export markets.
 - * Canada and Mexico are Illinois' first- and second-largest export markets. Illinois' exports to Canada and Mexico were worth \$6.6 billion in 1992, 120 percent greater than the 1987 level of \$3.0 billion.
 - * Manufactured exports to Canada and Mexico support an estimated 156,263 Illinois jobs. An estimated 84,889 of these have been created since 1987 by growth in Illinois' manufactured exports to Canada and Mexico.
- Illinois' exports to Mexico are growing rapidly.
 - * Illinois' merchandise exports to Mexico have increased by 385 percent since 1987, rising from \$278 million to \$1.3 billion. This was over four times the growth rate of Illinois' exports to the rest of the world (93 percent).
- Increased trade with Mexico since 1987 has strongly benefitted important Illinois industries. Most sectors have seen dramatic increases in exports to Mexico, and 22 sectors have seen their exports to Mexico more than double since 1987. Examples:
 - food products: up 2,080 percent to \$93.2 million.
 - fabricated metal products: up 1,133 percent to \$72.9 million.
 - primary metals: up 966 percent to \$109.1 million.
 - transportation equipment: up 638 percent to \$164.8 million.
 - industrial machinery & computers: up 345 percent to \$508.2 million.
 - chemical products: up 292 percent to \$88.9 million.
 - electric & electronic equipment: up 226 percent to \$137.9 million.
- Reduction of trade barriers under the NAFTA will greatly benefit Illinois' leading export industries.
 - * For industrial machinery and computers (\$508.2 million in 1992 exports to Mexico), NAFTA will eliminate tariffs (e.g. 10-20 percent for computers), improve protection of intellectual property, and open up Mexican government procurement.
 - * For transportation equipment (\$164.8 million in 1992 exports to Mexico), NAFTA will open up Mexican government procurement and eliminate Mexican tariffs, quotas, and local content requirements (which require the use of Mexican instead of U.S. manufacturing components) on auto parts.

Exports.
Better Jobs.
Better Wages.

- * For electric and electronic equipment (\$137.9 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of up to 20 percent, open up Mexican government procurement, eliminate nontariff barriers in technical standards, and increase intellectual property protection.
- * For chemical products and pharmaceuticals (\$88.9 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of 10-20 percent, eliminate non-tariff barriers such as import license requirements, open up Mexican government procurement, and improve protection of intellectual property.
- Improved access to Mexican markets under NAFTA will mean real exports that create real jobs at Illinois companies.
 - * Caterpillar of Peoria expects to benefit greatly from the NAFTA; it predicts that infrastructure projects will increase demand for its lift trucks, diesel engines, and gas turbine engines in Mexico. Caterpillar also foresees that increased commerce between the U.S. and Mexico will necessitate the sale of its equipment. In 1990, Caterpillar's exports to Mexico created work for about 900 U.S. employees as well as for 1,800 employees of its suppliers in Illinois, Indiana, and Pennsylvania.
 - * Navistar International of Chicago, one of the U.S.'s largest truck manufacturers, has been able to increase its sales in Mexico in recent years to offset a severe decline in U.S. sales. Navistar's exports to Mexico have increased from \$6 million in 1989 to \$100 million in 1992. Navistar expects the market to grow even more under NAFTA as trade barriers are reduced and the growing Mexican economy needs even more trucks.
 - * The auto and auto parts industries also will benefit from NAFTA. For example, Sun Electric Corporation of Crystal Lake, which manufactures computerized test and service equipment for the transportation industry, has increased its exports to Mexico, which has enabled it to retain employees that otherwise would have been lost in the U.S. recession. Overall, U.S. auto parts exports to Mexico have nearly tripled from \$2.4 billion in 1987 to \$6.5 billion in 1992.
- NAFTA contains detailed provisions to eliminate barriers to trade in services, including liberalization of licensing requirements and other restrictions, that will help Illinois banking, insurance and other financial services, construction & engineering, and telecommunications companies win more business in the \$146 billion Mexican services market.

- **NAFTA will open up Mexican markets to Illinois farmers by, for example, eliminating import licenses on corn, wheat, and dairy products, and eliminating tariffs (e.g. soybeans, 15 percent (seasonal); slaughter hogs (non-pedigree), 20 percent; cattle and beef, 15-25 percent; oats, 10 percent) either immediately or over time.**
- **NAFTA contains special provisions to protect import-sensitive industries in Illinois. These include:**
 - * **Long transition periods of up to 15 years for the phase-out of certain U.S. tariffs.**
 - * **Rules of origin for automobiles, textiles, and apparel that ensure that non-NAFTA countries cannot use Mexico or Canada as an export platform into the U.S. In fact, these rules will benefit Illinois' auto parts and textiles industries by providing a strong incentive for manufacturers in all three NAFTA countries to source more auto parts and textiles in North America, rather than overseas.**
- **Increased exports to Mexico because of NAFTA mean more high-paying jobs for Illinois.**
 - * **98 percent of Illinois' exports to Mexico are manufacturing exports, which provide jobs paying 17 percent more on average than the average U.S. wage.**
 - * **This pattern is borne out in specific Illinois export industries: for example, the 1991 average hourly wage for production workers in transportation equipment was \$13.76; in industrial machinery & computers, \$13.56; in primary metals, \$13.44; and in chemicals, \$12.79.**
 - * **NAFTA will lock in the 32,097 Illinois jobs already generated by trade with Mexico, and create new jobs that will offset any job losses by almost nine-to-one. The NAFTA is expected to result in a net gain of 4,100 jobs for Illinois.**

Indiana and the NAFTA

North American Free Trade Agreement

- **Canada and Mexico are key export markets for Indiana.**
 - * **Canada and Mexico are Indiana's first- and fourth-largest export markets. Indiana's exports to Canada and Mexico were worth \$3.3 billion in 1992, 74 percent greater than the 1988 level of \$1.9 billion.**
 - * **Manufactured exports to Canada and Mexico support an estimated 76,506 jobs in Indiana. Approximately 30,295 of these have been created since 1988 by growth in Indiana's manufactured exports to Canada and Mexico.**
- **Indiana's exports to Mexico are growing rapidly.**
 - * **Indiana's merchandise exports to Mexico have increased by 130 percent since 1988, rising from \$156 million to \$359 million. This was twice the growth rate of Indiana's exports to the rest of the world (66 percent).**
- **Increased trade with Mexico since 1988 has strongly benefitted important Indiana industries. Most sectors have seen dramatic increases in exports to Mexico, and 21 sectors have seen their exports to Mexico more than double since 1988. Examples:**
 - **furniture & fixtures: up 432 percent to \$3.2 million.**
 - **fabricated metal products: up 323 percent to \$8.0 million.**
 - **primary metals: up 262 percent to \$88.5 million.**
 - **food products: up 149 percent to \$4.9 million.**
 - **transportation equipment: up 121 percent to \$42.4 million.**
- **Reduction of trade barriers under the NAFTA will greatly benefit Indiana's leading export industries.**
 - * **For industrial machinery and computers (\$126.4 million in 1992 exports to Mexico), NAFTA will eliminate tariffs (e.g. 10-20 percent for computers), improve protection of intellectual property, and open up Mexican government procurement.**
 - * **For primary metals (\$88.5 million in 1992 exports to Mexico), NAFTA will eliminate tariffs (which average 8.2% on a trade-weighted basis), open up Mexican government procurement, and expand the Mexican economy, increasing infrastructure growth and demand for steel.**

Exports. Better Jobs. Better Wages.

- * For transportation equipment (\$42.4 million in 1992 exports to Mexico), NAFTA will open up Mexican government procurement and eliminate Mexican tariffs, quotas, and local content requirements (which require the use of Mexican instead of U.S. manufacturing components) on auto parts.
- * For chemical products (including agricultural chemicals) and pharmaceuticals (\$39.7 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of 10-20 percent, eliminate non-tariff barriers such as import license requirements, open up Mexican government procurement, and improve protection of intellectual property.
- * For electric and electronic equipment (\$15.3 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of up to 20 percent, open up Mexican government procurement, eliminate nontariff barriers in technical standards, and increase intellectual property protection.
- NAFTA will open up Mexican markets to Indiana farmers by, for example, eliminating import licenses on corn and wheat, and eliminating tariffs (e.g. slaughter hogs (non-pedigree) and pork, 20 percent; sorghum and soybeans, 15 percent (seasonal); cattle and beef, 15-25 percent; durum wheat, rye, and oats, 10 percent) either immediately or over time.
- NAFTA contains detailed provisions to eliminate barriers to trade in services, including liberalization of licensing requirements and other restrictions, that will help Indiana banking, insurance and other financial services, telecommunications, and engineering and construction companies win more business in the \$146 billion Mexican services market.
- Indiana's auto parts sector will benefit from the NAFTA's rules of origin for automobiles. These rules provide a strong incentive for manufacturers in all three NAFTA countries to source more parts and components in North America, rather than overseas.
- Commitments to clean up environmental hazards and improve environmental protection in Mexico and the border area will stimulate demand for Indiana pollution control equipment and services.
- Increased exports to Mexico because of NAFTA mean more high-paying jobs for Indiana.
 - * 97 percent of Indiana's exports to Mexico are manufacturing exports, which provide jobs paying 17 percent more on average than the average U.S. wage.
 - * This pattern is borne out in specific Indiana export industries: for example, the 1991 average hourly wage for production workers in chemicals was \$16.06; in primary metals, \$15.80; in transportation equipment, \$14.44; and in electric & electronic machinery, \$13.54.
 - * NAFTA will lock in the 8,358 Indiana jobs already generated by trade with Mexico, and create new jobs that will offset any job losses by almost four-to-one.

Iowa and the NAFTA

**North American
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Agreement**

- **Canada and Mexico are key export markets for Iowa.**
 - * **Canada and Mexico are Iowa's first- and third-largest export markets. Iowa's exports to Canada and Mexico were worth \$963 million in 1992.**
 - * **Manufactured exports to Canada and Mexico support an estimated 16,381 jobs in Iowa. Approximately 2,562 of these have been created since 1987 by growth in Iowa's manufactured exports to Canada and Mexico.**
- **Iowa's exports to Mexico are growing rapidly.**
 - * **Iowa's merchandise exports to Mexico have increased by 203 percent since 1987, rising from \$66 million to \$200 million. This was over four times the growth rate of Iowa's exports to the rest of the world (47 percent).**
- **Increased trade with Mexico since 1987 has strongly benefitted important Iowa industries. Most sectors have seen dramatic increases in exports to Mexico, and 20 sectors have seen their exports to Mexico more than double since 1987. Examples:**
 - **transportation equipment: up 1,532 percent to \$10.5 million.**
 - **chemical products: up 573 percent to \$12.6 million.**
 - **industrial machinery & computers: up 423 percent to \$43.7 million.**
 - **primary metals: up 412 percent to \$10.7 million.**
 - **fabricated metal products: up 286 percent to \$4.2 million.**
 - **livestock: up 138 percent to \$2.8 million.**
- **Reduction of trade barriers under the NAFTA will greatly benefit Iowa's leading export industries.**
 - * **For food products (\$69.4 million in 1992 exports to Mexico), NAFTA will reduce tariffs of 10-20 percent and eliminate non-tariff barriers such as import licenses.**
 - * **For industrial machinery and computers (\$43.7 million in 1992 exports to Mexico), NAFTA will eliminate tariffs (e.g. 10-20 percent for computers), improve protection of intellectual property, and open up Mexican government procurement.**
 - * **For chemical products (including agricultural chemicals) and pharmaceuticals, (\$12.6 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of 10-20 percent, eliminate non-tariff barriers such as import license requirements, open up Mexican government procurement, and improve protection of intellectual property.**

**Exports.
Better Jobs.
Better Wages.**

- * For primary metals (\$10.7 million in 1992 exports to Mexico), NAFTA will eliminate tariffs (which average 8.2% on a trade-weighted basis), open up Mexican government procurement, and expand the Mexican economy, increasing infrastructure growth and demand for steel.
- * For transportation equipment (\$10.5 million in 1992 exports to Mexico), NAFTA will open up Mexican government procurement and eliminate Mexican tariffs, quotas, and local content requirements (which require the use of Mexican instead of U.S. manufacturing components) on auto parts.
- * For electric and electronic equipment (\$10.1 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of up to 20 percent, open up Mexican government procurement, eliminate nontariff barriers in technical standards, and increase intellectual property protection.
- NAFTA will open up Mexican markets to Iowa farmers by, for example, eliminating import licenses on corn, wheat, and dairy products, and eliminating tariffs (e.g. pork and slaughter hogs (non-pedigree), 20 percent; cattle and beef, 15-25 percent; soybeans, 15 percent (seasonal); durum wheat and oats, 10 percent) either immediately or over time.
- NAFTA contains detailed provisions to eliminate barriers to trade in services, including liberalization of licensing requirements and other restrictions, that will help Iowa banking, insurance and other financial services, and telecommunications companies win more business in the \$146 billion Mexican services market.
- Iowa's auto parts sector will benefit from the NAFTA's rules of origin for automobiles. These rules provide a strong incentive for manufacturers in all three NAFTA countries to source more parts and components in North America, rather than overseas.
- Increased exports to Mexico because of NAFTA mean more high-paying jobs for Iowa.
 - * 87 percent of Iowa's exports to Mexico are manufacturing exports, which provide jobs paying 17 percent more on average than the average U.S. wage.
 - * This pattern is borne out in specific Iowa export industries: for example, the 1991 average hourly wage for production workers in industrial machinery & computers was \$15.20; in primary metals, \$13.37; in chemical products, \$13.50; in rubber & plastics, \$12.07; and in electronics, \$11.67.
 - * NAFTA will lock in the 3,123 Iowa jobs already generated by trade with Mexico, and create new jobs that will offset any job losses by more than five-to-one. The NAFTA is expected to result in a net gain of 870 jobs for Iowa.

Kansas and the NAFTA

North American Free Trade Agreement

- Canada and Mexico are key export markets for Kansas.
 - * Canada and Mexico are Kansas' first- and third-largest export markets. Kansas' exports to Canada and Mexico were worth \$977 million in 1992, 148 percent greater than the 1987 level of \$394 million.
 - * Manufactured exports to Canada and Mexico support an estimated 16,597 jobs in Kansas. Approximately 10,372 of these have been created since 1987 by growth in Kansas' manufactured exports to Canada and Mexico.
- Kansas' exports to Mexico are growing rapidly.
 - * Kansas' merchandise exports to Mexico have increased by 150 percent since 1987, rising from \$125 million to \$313 million. This was over twice the growth rate of Kansas' exports to the rest of the world (63 percent).
- Increased trade with Mexico since 1987 has strongly benefitted important Kansas industries. Most sectors have seen dramatic increases in exports to Mexico, and 20 sectors have seen their exports to Mexico more than double since 1987. Examples:
 - transportation equipment: up 658 percent to \$32.4 million.
 - rubber & plastic products: up 517 percent to \$2.3 million.
 - food products: up 364 percent to \$75.7 million.
 - industrial machinery & computers: up 282 percent to \$16.2 million.
 - chemical products: up 263 percent to \$5.3 million.
- Reduction of trade barriers under the NAFTA will greatly benefit Kansas' leading export industries.
 - * For food products (\$75.7 million in 1992 exports to Mexico), NAFTA will reduce tariffs of 10-20 percent and eliminate non-tariff barriers such as import licenses.
 - * For transportation equipment (\$32.4 million in 1992 exports to Mexico), NAFTA will open up Mexican government procurement and eliminate Mexican tariffs, quotas, and local content requirements (which require the use of Mexican instead of U.S. manufacturing components) on auto parts.

Exports. Better Jobs. Better Wages.

- * For electric and electronic equipment (\$17.6 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of up to 20 percent, open up Mexican government procurement, eliminate nontariff barriers in technical standards, and increase intellectual property protection.
- * For industrial machinery and computers (\$16.2 million in 1992 exports to Mexico), NAFTA will eliminate tariffs (e.g. 10-20 percent for computers), improve protection of intellectual property, and open up Mexican government procurement.
- * For chemical products (including agricultural chemicals) and pharmaceuticals, (\$5.3 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of 10-20 percent, eliminate non-tariff barriers such as import license requirements, open up Mexican government procurement, and improve protection of intellectual property.
- NAFTA will open up Mexican markets to Kansas farmers by, for example, eliminating import licenses on corn, wheat, and dairy products, and eliminating tariffs (e.g. slaughter hogs (non-pedigree) and pork, 20 percent; cattle and beef, 15-25 percent; soybeans and sorghum, 15 percent (seasonal); durum wheat, 10 percent) either immediately or over time.
- NAFTA contains detailed provisions to eliminate barriers to trade in services, including liberalization of licensing requirements and other restrictions, that will help Kansas banking, insurance and other financial services, telecommunications, and engineering and construction companies win more business in the \$146 billion Mexican services market.
- Commitments to clean up environmental hazards and improve environmental protection in Mexico and the border area will stimulate demand for Kansas pollution control equipment and services.
- Increased exports to Mexico because of NAFTA mean more high-paying jobs for Kansas.
 - * 52 percent of Kansas' exports to Mexico are manufacturing exports, which provide jobs paying 17 percent more on average than the average U.S. wage.
 - * This pattern is borne out in specific Kansas export industries: for example, the 1991 average hourly wage for production workers in transportation equipment was \$14.47.
 - * NAFTA will lock in the 3,408 Kansas jobs already generated by trade with Mexico, and create new jobs that will offset any job losses by more than eight-to-one. The NAFTA is expected to result in a net gain of over 960 jobs for Kansas.



Kentucky and the NAFTA

North American Free Trade Agreement

- Canada and Mexico are important export markets for Kentucky.
 - * Canada and Mexico are Kentucky's first- and fifth-largest export markets. Kentucky's exports to Canada and Mexico were worth \$1.3 billion in 1992, 94 percent greater than the 1987 level of \$680 million.
 - * Manufactured exports to Canada and Mexico support an estimated 21,911 jobs in Kentucky. Approximately 10,413 of these have been created since 1987 by growth in Kentucky's manufactured exports to Canada and Mexico.
- Kentucky's exports to Mexico are growing rapidly.
 - * Kentucky's merchandise exports to Mexico have increased by 357 percent since 1987, rising from \$43 million to \$198 million. This was five times the growth rate of Kentucky's exports to the rest of the world (72 percent).
- Increased trade with Mexico since 1987 has strongly benefitted important Kentucky industries. Most sectors have seen dramatic increases in exports to Mexico, and 20 sectors have seen their exports to Mexico more than double since 1987. Examples:
 - electric & electronic equipment: up 2,945 percent to \$49.3 million.
 - fabricated metal products: up 2,074 percent to \$7.1 million.
 - printing & publishing: up 1,684 percent to \$16.5 million.
 - food products: up 663 percent to \$4.9 million.
 - industrial machinery & computers: up 305 percent to \$56.1 million.
- Reduction of trade barriers under the NAFTA will greatly benefit Kentucky's leading export industries.
 - * For industrial machinery and computers (\$56.0 million in 1992 exports to Mexico), NAFTA will eliminate tariffs (e.g. 10-20 percent for computers), improve protection of intellectual property, and open up Mexican government procurement.
 - * For electric and electronic equipment (\$49.3 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of up to 20 percent, open up Mexican government procurement, eliminate nontariff barriers in technical standards, and increase intellectual property protection.

Exports. Better Jobs. Better Wages.

- * For chemical products (\$19.1 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of 10-20 percent, eliminate non-tariff barriers such as import license requirements, open up Mexican government procurement, and improve protection of intellectual property.
- * For primary metals (\$5.2 million in 1992 exports to Mexico), NAFTA will eliminate tariffs (which average 8.2% on a trade-weighted basis), open up Mexican government procurement, and expand the Mexican economy, increasing infrastructure growth and demand for steel.
- NAFTA contains detailed provisions to eliminate barriers to trade in services, including liberalization of licensing requirements and other restrictions, that will help Kentucky banking, insurance and other financial services, telecommunications, and engineering and construction companies win more business in the \$146 billion Mexican services market.
- NAFTA will open up Mexican markets to Kentucky farmers by, for example, eliminating import licenses on tobacco, corn, wheat, and dairy products, and eliminating tariffs (e.g. soybeans, 15 percent (seasonal); tobacco products, 15-20 percent; cattle and beef, 15-25 percent; durum wheat, 10 percent) either immediately or over time.
- NAFTA contains special provisions to protect import-sensitive industries in Kentucky. These include:
 - * Long transition periods of up to 15 years for the phase-out of certain U.S. tariffs.
 - * Rules of origin for automobiles, textiles, and apparel that ensure that non-NAFTA countries cannot use Mexico or Canada as an export platform into the U.S. In fact, these rules provide a strong incentive for manufacturers in all three NAFTA countries to source more auto parts and textiles in North America, rather than overseas.
- Increased exports to Mexico because of NAFTA mean more high-paying jobs for Kentucky.
 - * 96 percent of Kentucky's exports to Mexico are manufacturing exports, which provide jobs paying 17 percent more on average than the average U.S. wage.
 - * This pattern is borne out in specific Kentucky export industries: for example, the 1991 average hourly wage for production workers in chemical products was \$15.69; in primary metals, \$14.39; in electric & electronic equipment, \$13.09; and in industrial machinery & computers, \$11.46.
 - * NAFTA will lock in the 3,231 Kentucky jobs already generated by trade with Mexico, and create new jobs that will offset any job losses by more than three-to-one. The NAFTA is expected to result in a net gain of over 860 jobs for Kentucky.

Louisiana and the NAFTA

**North American
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Agreement**

- **Mexico and Canada are important export markets for Louisiana.**
 - * **Mexico and Canada are Louisiana's fourth- and seventh-largest export markets. Louisiana's exports to Canada and Mexico were worth \$1.3 billion in 1992, 63 percent greater than the 1987 level of \$0.8 billion.**
 - * **Manufactured exports to Mexico and Canada support an estimated 10,663 jobs in Louisiana. Approximately 3,027 of these have been created since 1987 by growth in Louisiana's manufactured exports to Mexico and Canada.**
- **Louisiana's exports to Mexico are growing rapidly.**
 - * **Louisiana's merchandise exports to Mexico have increased by 100 percent since 1987, rising from \$377 million to \$753 million. This was over four times the growth rate of Louisiana's exports to the rest of the world (23 percent).**
- **Increased trade with Mexico since 1987 has strongly benefitted important Louisiana industries. Most sectors have seen dramatic increases in exports to Mexico, and 17 sectors have seen their exports to Mexico more than double since 1987. Examples:**
 - **lumber & wood products: up 7,356 percent to \$4.4 million.**
 - **food products: up 666 percent to \$80.0 million.**
 - **paper products: up 230 percent to \$21.1 million.**
 - **refined petroleum products: up 210 percent to \$58.5 million.**
 - **industrial machinery & computers: up 166 percent to \$31.9 million.**
 - **crops: up 142 percent to \$397.4 million.**
- **Reduction of trade barriers under the NAFTA will greatly benefit Louisiana's leading export industries.**
 - * **For chemical products (\$104.2 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of 10-20 percent, eliminate non-tariff barriers such as import license requirements, open up Mexican government procurement, and improve protection of intellectual property.**
 - * **For food products (\$79.7 million in 1992 exports to Mexico), NAFTA will reduce tariffs of 10-20 percent and eliminate non-tariff barriers such as import licenses.**

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- * For industrial machinery and computers (\$31.9 million in 1992 exports to Mexico), NAFTA will eliminate tariffs (e.g. 10-20 percent for computers), improve protection of intellectual property, and open up Mexican government procurement.
- * For paper products (\$21.1 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of 10-20 percent and remove nontariff barriers.
- * For transportation equipment (\$5.4 million in 1992 exports to Mexico), NAFTA will open up Mexican government procurement and eliminate Mexican tariffs, quotas, and local content requirements (which require the use of Mexican instead of U.S. manufacturing components) on auto parts.
- For Louisiana companies involved in energy and related products, the NAFTA will create significant investment opportunities in petrochemicals, liberalize government procurement, and eliminate tariffs of 10-20 percent on oil and gas field equipment.
- NAFTA contains detailed provisions to eliminate barriers to trade in services, including liberalization of licensing requirements and other restrictions, that will help Louisiana banking, insurance and other financial services, telecommunications, and engineering and construction companies win more business in the \$146 billion Mexican services market.
- NAFTA will open up Mexican markets to Louisiana farmers by, for example, eliminating import licenses on corn, and eliminating tariffs (e.g. soybeans and sorghum, 15 percent (seasonal); cattle and beef, 15-25 percent; rice, 10-20 percent; cotton, 10 percent) either immediately or over time.
- * Louisiana sugar cane growers fear that the NAFTA will enable Mexican competitors to displace U.S. growers. This fear is not justified because NAFTA contains special provisions to protect the U.S. sugar industry. Increased access to the U.S. market for Mexican sugar is limited by a 15 year transition period and by the requirement that increased access during the transition period be tied to Mexico becoming a net surplus producer of sugar.
 - U.S. Department of Agriculture projections indicate that Mexico will not be a net surplus sugar producer in the foreseeable future.
 - Even if Mexico does export sugar, U.S. producers will not be affected because import quotas for third countries will be reduced commensurately with any increase in Mexican imports.

- Agriculture accounts for only two percent of the Louisiana economy. In light of the clear gains for manufacturing and services, it hardly makes sense for Louisiana to oppose NAFTA because of one agricultural sector. Moreover, most Louisiana agricultural sectors will benefit from NAFTA, while the sugar cane sector will be significantly protected by NAFTA.
- Increased exports to Mexico because of NAFTA mean more high-paying jobs for Louisiana.
 - * 46 percent of Louisiana's exports to Mexico are manufacturing exports, which provide jobs paying 17 percent more on average than the average U.S. wage.
 - * This pattern is borne out in specific Louisiana export industries: for example, the 1991 average hourly wage for production workers in petroleum & coal products was \$17.92; and in chemical products, \$16.82.
 - * NAFTA will lock in the 4,325 Louisiana jobs already generated by trade with Mexico, and create new jobs that will offset any job losses by more than eight-to-one. The NAFTA is expected to result in a net gain of over 1,000 jobs for Louisiana.



Maine and the NAFTA

North American Free Trade Agreement

- Canada and Mexico are important export markets for Maine.
 - * Canada and Mexico are Maine's first- and tenth-largest export markets. Maine's exports to Canada and Mexico were worth \$420 million in 1992, 69 percent greater than the 1987 level of \$248 million.
 - * Manufactured exports to Canada and Mexico support an estimated 7,653 jobs in Maine. Approximately 2,598 of these have been created since 1987 by growth in Maine's manufactured exports to Canada and Mexico.
- Maine's exports to Mexico are growing at a phenomenal pace.
 - * Maine's merchandise exports to Mexico have increased by 774 percent since 1987, rising from \$2.7 million to \$23.5 million. This was over 14 times the growth rate of Maine's exports to the rest of the world (54 percent).
- Increased trade with Mexico since 1987 has strongly benefitted important Maine industries. Most sectors have seen dramatic increases in exports to Mexico, and 17 sectors have seen their exports to Mexico more than double since 1987. Examples:
 - leather products: up 62,980 percent to \$10.0 million.
 - fabricated metal products: up 26,104 percent to \$4.5 million.
 - electric & electronic equipment: up 768 percent to \$1.4 million.
 - industrial machinery & computers: up 841 percent to \$970,000.
- Reduction of trade barriers under the NAFTA will greatly benefit Maine's leading export industries.
 - * For leather products (\$10.0 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of up to 20 percent.
 - * For electric and electronic equipment (\$1.4 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of up to 20 percent, open up Mexican government procurement, eliminate nontariff barriers in technical standards, and increase intellectual property protection.
 - * For paper products (\$1.1 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of 10-20 percent, remove nontariff barriers, and open up Mexican government procurement.

Exports. Better Jobs. Better Wages.

- * For industrial machinery and computers (\$970,000 in 1992 exports to Mexico), NAFTA will eliminate tariffs (e.g. 10-20 percent for computers), improve protection of intellectual property, and open up Mexican government procurement.
- * For lumber and wood products (\$47,000 in 1992 exports to Mexico), NAFTA will eliminate tariffs of 10-20 percent and remove non-tariff barriers such as import permits and user fees.
- NAFTA contains detailed provisions to eliminate barriers to trade in services, including liberalization of licensing requirements and other restrictions, that will help Maine banking, insurance and other financial services, telecommunications, and engineering and construction companies win more business in the \$146 billion Mexican services market.
- NAFTA will open up Mexican markets to Maine farmers by, for example, eliminating import licenses on eggs, dairy products, and potatoes, and eliminating tariffs (e.g. apples, 20 percent) either immediately or over time.
- NAFTA contains special provisions to protect import-sensitive industries in Maine. These include:
 - * Long transition periods of up to 15 years for the phase-out of certain U.S. tariffs.
 - * Rules of origin for leather products and lumber and wood products that ensure that non-NAFTA countries cannot use Mexico or Canada as an export platform into the U.S.
- Increased exports to Mexico because of NAFTA mean more high-paying jobs for Maine.
 - * 87 percent of Maine's exports to Mexico are manufacturing exports, which provide jobs paying 17 percent more on average than the average U.S. wage.
 - * This pattern is borne out in specific Maine export industries: for example, the 1991 average hourly wage for production workers in transportation equipment was \$12.55.
 - * NAFTA will lock in the 457 Maine jobs already generated by trade with Mexico, and create new jobs that will offset any job losses by almost five-to-one.

Maryland and the NAFTA

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- Canada and Mexico are important markets for Maryland.
 - * Canada is Maryland's largest export market. Maryland's exports to Canada and Mexico were worth \$864 million in 1992, 37 percent greater than the 1987 level of \$630 million.
 - * Manufactured exports to Canada and Mexico support an estimated 20,797 jobs in Maryland. Approximately 4,981 of these have been created since 1987 by growth in Maryland's manufactured exports to Canada and Mexico.
- Maryland's exports to Mexico are growing rapidly.
 - * Maryland's merchandise exports to Mexico have increased by 248 percent since 1987, rising from \$17 million in 1987 to \$59 million in 1992. This was almost twice the growth rate of Maryland's exports to the rest of the world (130 percent).
- Increased trade with Mexico since 1987 has strongly benefitted important Maryland industries. Most sectors have seen dramatic increases in exports to Mexico, and 18 sectors have seen their exports to Mexico more than double since 1987. Examples:
 - paper products: up 10,150 percent to \$1.6 million.
 - primary metals: up 1,338 percent to \$14.0 million.
 - transportation equipment: up 565 percent to \$3.9 million.
 - fabricated metal products: up 534 percent to \$1.6 million.
 - electric & electronic equipment: up 409 percent to \$7.3 million.
 - chemical products: up 364 percent to \$8.5 million.
- NAFTA's reduction of trade barriers will greatly benefit Maryland's leading export industries.
 - * For primary metals (\$14.0 million in 1992 exports to Mexico), the NAFTA will eliminate Mexico tariffs (which average 8.2 percent on a trade-weighted basis), open up Mexican government procurement, and expand the Mexican economy, increasing infrastructure growth and demand for steel.
 - * For industrial machinery and computers (\$8.7 million in 1992 exports to Mexico), the NAFTA will eliminate tariffs (e.g. 10-20% in computers), assure protection of intellectual property, and open up Mexican government procurement.

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- For chemical products (\$8.5 million in 1992 exports to Mexico), the NAFTA will eliminate tariffs of 10-20 percent, eliminate nontariff barriers such as import license requirements, and improve protection of intellectual property.
- For electric and electronic equipment (\$7.3 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of up to 20 percent, open up Mexican government procurement, eliminate nontariff barriers in technical standards, and increase intellectual property protection.
- For transportation equipment (\$3.9 million in 1992 exports to Mexico), NAFTA will open up Mexican government procurement and eliminate Mexican tariffs, quotas, and local content requirements (which require the use of Mexican instead of U.S. manufacturing components) on auto parts.
- NAFTA contains detailed provisions to eliminate barriers to trade in services, including liberalization of licensing requirements and other restrictions, that will aid Maryland banks, insurance companies, and construction and engineering companies win business in Mexico's \$146 billion services market.
- NAFTA will open up Mexican markets to Maryland farmers by, for example, eliminating import licenses on corn, poultry, and dairy products, and eliminating tariffs (e.g. soybeans, 15 percent (seasonal); poultry, 10 percent) either immediately or over time.
- Increased exports to Mexico because of NAFTA mean more high-paying jobs for Maryland.
 - 96 percent of Maryland's exports to Mexico are manufacturing exports, which provide jobs paying 17 percent more on average than the average U.S. wage.
 - This pattern is borne out in specific Maryland export industries: for example, the 1991 average hourly wage for Maryland production workers in chemical products was \$12.68; in primary metals, \$16.58; and in transportation equipment, \$15.84.
 - NAFTA will lock in the 1,468 Maryland jobs already generated by trade with Mexico, and create new jobs that will offset any job losses by five-to-one. The NAFTA is expected to result in a net gain of 1,700 jobs for Maryland.

Massachusetts and the NAFTA

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- **Canada and Mexico are important export markets for Massachusetts.**
 - * **Canada is Massachusetts' largest export market. Massachusetts' exports to Canada and Mexico were worth \$2.8 billion in 1992, 100 percent greater than the 1987 level of \$1.4 billion.**
 - * **Manufactured exports to Canada and Mexico support an estimated 60,150 jobs in Massachusetts. Approximately 29,566 of these have been created since 1987 by growth in Massachusetts' manufactured exports to Canada and Mexico.**
- **Massachusetts' exports to Mexico are growing rapidly.**
 - * **Massachusetts' merchandise exports to Mexico have increased by 164 percent since 1987, rising from \$100 million to \$264 million. This was four times the growth rate of Massachusetts' exports to the rest of the world (41 percent).**
- **Increased trade with Mexico since 1987 has strongly benefitted important Massachusetts industries. Most sectors have seen dramatic increases in exports to Mexico, and 23 sectors have seen their exports to Mexico more than double since 1987. Examples:**
 - food products: up 7,624 percent to \$9.0 million.
 - textile mill products: up 3,311 percent to \$13.4 million.
 - military equipment: up 1,107 percent to \$21.5 million.
 - fabricated metal products: up 614 percent to \$9.8 million.
 - printing & publishing: up 282 percent to \$3.1 million.
 - electric & electronic equipment: up 247 percent to \$33.1 million.
 - chemical products: up 242 percent to \$25.5 million.
- **NAFTA's reduction of trade barriers will greatly benefit Massachusetts' leading export industries.**
 - * **For industrial machinery and computers (\$68.1 million in 1992 exports to Mexico), the NAFTA will eliminate tariffs (e.g. 10-20% in computers), assure protection of intellectual property, and open up Mexican government procurement.**
 - * **For scientific and measuring instruments (\$37.2 million in 1992 exports to Mexico), the NAFTA will eliminate Mexican tariffs as high as 20 percent and import licenses, as well as open up Mexican government procurement.**

**Exports.
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- * For electric and electronic equipment (\$33.1 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of up to 20 percent, open up Mexican government procurement, eliminate nontariff barriers in technical standards, and increase intellectual property protection.
- * For chemical products (\$25.5 million in 1992 exports to Mexico), the NAFTA will eliminate tariffs of 10-20 percent, eliminate nontariff barriers such as import license requirements, and improve protection of intellectual property.
- NAFTA will open the \$6 billion Mexican telecommunications equipment and services market for Massachusetts, which is the second largest producer of communications equipment in the nation, employing 19,000 workers.
- NAFTA contains detailed provisions to liberalize licensing requirements and other restrictions on the provisions of services that will aid Massachusetts banks, insurance companies, and construction and engineering companies win business in Mexico's \$146 billion services market.
- Commitments to clean up environmental hazards and improve environmental protection in Mexico and the border area will stimulate demand for Massachusetts environmental businesses that already employ approximately 30,000 people.
- NAFTA will open up Mexican markets to Massachusetts farmers by, for example, eliminating import licenses on eggs and dairy products, and eliminating tariffs (e.g. apples, 20 percent) either immediately or over time.
- Increased exports to Mexico because of NAFTA mean more high-paying jobs for Massachusetts.
- * 92 percent of Massachusetts' exports to Mexico are manufacturing exports, which provide jobs paying 17 percent more on average than the average U.S. wage.
- * This pattern is borne out in specific Massachusetts export industries: for example, the 1991 average hourly wage for production workers in industrial machinery and computers was \$12.85; in fabricated products, \$12.48; in transportation equipment, \$14.69; in chemical products, \$13.32; and in printing and publishing, \$12.99.
- * NAFTA will lock in the 5,441 Massachusetts jobs already generated by trade with Mexico, and create new jobs that will offset any job losses by more than five-to-one. The NAFTA is expected to result in a net gain of 2,200 jobs for Massachusetts.

Michigan and the NAFTA

North American Free Trade Agreement

- Canada and Mexico are Michigan's main export markets.
 - * Canada and Mexico are Michigan's first- and second-largest export markets. Michigan's exports to Canada and Mexico were worth \$16.5 billion in 1992.
 - * Manufactured exports to Canada and Mexico support an estimated 254,825 Michigan jobs. An estimated 54,707 of these have been created since 1987 by growth in Michigan's manufactured exports to Canada and Mexico.
- Michigan's exports to Mexico are growing.
 - * Michigan's exports to Mexico have increased by 32 percent since 1987, rising from \$1.06 billion to \$1.42 billion. This exceeded the growth rate of Michigan's exports to the rest of the world (24 percent).
- Increased trade with Mexico since 1987 has strongly benefitted important Michigan industries. Most sectors have seen dramatic increases in exports to Mexico, and 14 sectors have seen their exports to Mexico more than double since 1987. Examples:
 - food products: up 3,719 percent to \$17.9 million.
 - textiles: up 2,975 percent to \$12.6 million.
 - furniture & fixtures: up 1,509 percent to \$32.6 million.
 - electric & electronic equipment: up 363 percent to \$94.1 million.
 - rubber & plastic products: up 235 percent to \$28.6 million.
 - primary metals: up 183 percent to \$48.8 million.
- Reduction of trade barriers under the NAFTA will greatly benefit Michigan's leading export industries.
 - * For transportation equipment (\$818.5 million in 1992 exports to Mexico), NAFTA will open up Mexican government procurement and eliminate Mexican tariffs, quotas, and local content requirements (which require the use of Mexican instead of U.S. manufacturing components) on auto parts.
 - * For industrial machinery and computers (\$226.5 million in 1992 exports to Mexico), NAFTA will eliminate tariffs (e.g. 10-20 percent for computers), improve protection of intellectual property, and open up Mexican government procurement.
 - * For electronic equipment (\$94.1 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of up to 20 percent, open up Mexican government procurement, eliminate nontariff barriers in technical standards, and increase intellectual property protection.

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- * For primary metals (\$48.8 million in 1992 exports to Mexico), NAFTA will eliminate tariffs (which average 8.2% on a trade-weighted basis), open up Mexican government procurement, and expand the Mexican economy, increasing infrastructure growth and demand for steel.
- * For rubber & plastic products (\$28.6 million in 1992 exports to Mexico), NAFTA will open up Mexican government procurement and eliminate tariffs of 10-20 percent.
- NAFTA will bring concrete benefits to Michigan companies and workers. For example:
 - * Besser Corporation of Alpena manufactures machines that produce concrete blocks. Although Besser already successfully exports to Mexico, NAFTA will boost sales by eliminating a 20 percent tariff on Besser's exports. In addition to eliminating tariffs, NAFTA will reduce Besser's shipping costs by streamlining border controls, obviating the need to stop and switch truck trailers on exports to Mexico. Besser states that it has not moved any jobs to Mexico because it is not cost effective currently and that NAFTA's tariff and transportation cost reductions will make moving to Mexico even less cost effective.
 - * Detroit Diesel of Detroit manufactures diesel engines. Between 1991 and 1992 alone, Detroit Diesel increased its sales to Mexico by over 80 percent to more than \$65 million. Employment directly related to Detroit Diesel's Mexican business has increased by 46 percent. In addition to increasing sales and expanding its Michigan work force through exports to Mexico, Detroit Diesel has made a considerable contribution to environmental protection in Mexico because a large proportion of its increased sales has been of low-emission diesel and alternative fuel engines to power Mexican buses.
 - * Ford Motor Company of Dearborn has had a presence in Mexico for many years, but it historically has been barred by Mexican law from shipping fully assembled cars from the United States. Ford immediately began shipping fully assembled new vehicles from the U.S. to Mexico after Mexico lifted some of its restrictions on importing automobiles in 1990. Within a year, Ford shipped more than 2,000 U.S.- manufactured vehicles to Mexico. "These vehicle shipments supported U.S. jobs that would not have been possible otherwise. If restrictions were reduced further, an even greater volume of vehicles could be shipped." In addition to Ford's particular gains, general U.S. exports of auto parts to Mexico have increased from \$2.4 billion in 1987 to \$6.5 billion in 1992.
- NAFTA contains detailed provisions to eliminate barriers to trade in services, including liberalization of licensing requirements and other restrictions, that will help Michigan banking, insurance and other financial services, construction & engineering, and telecommunications companies win more business in the \$146 billion Mexican services market.
- Some interests fear NAFTA will lead to a loss of jobs. This fear is overstated.
 - * Diversion of investment to Mexico is not as great a problem as some claim.
 - Manufacturers are not likely to divert production to Mexico because of cheap labor, because labor costs are only one of many factors in an investment decision. According to the U.S. Office of Technology Assessment, "direct labor accounts for perhaps 10 percent of costs in [auto] assembly plants, less for engines."

- A study by the Stern Group found that 70 percent of U.S. investment in Mexico was aimed at servicing the growing Mexican market, and that only 25 percent of the production of U.S. majority-owned firms in Mexico is exported to the U.S. The same study concluded that much U.S. investment in Mexico under a NAFTA will replace new investment in other developing countries rather than new investment in the U.S.
- NAFTA will remove currently strong incentives for auto manufacturers to invest in Mexico instead of the U.S.
 - NAFTA will eliminate Mexican requirements that U.S. auto companies assemble vehicles in Mexico and purchase many components from Mexican suppliers.
 - NAFTA will allow U.S. auto companies to aggregate North American production for purposes of Corporate Average Fuel Efficiency ("CAFE") requirements, eliminating an important incentive to produce large, high value-added, but less fuel efficient autos in Mexico.
- * The NAFTA contains special provisions to protect import-sensitive industries in Michigan. These include:
 - Long transition periods of up to 15 years for the phase-out of certain U.S. tariffs.
 - Rules of origin for autos that ensure that non-NAFTA countries cannot use Mexico or Canada as an export platform into the U.S. In fact, these rules provide a strong incentive for manufacturers in all three NAFTA countries to source more parts and components in North America, rather than overseas.
- * There will be strong programs to help those temporarily displaced by industry restructuring resulting from the NAFTA. President-elect Clinton, in his speech at North Carolina State University on Oct. 4, 1992, called for "trade adjustment assistance that includes training, health care benefits and income supports, and assistance to communities to create jobs."
- * Given all this, and considering the clear benefits the NAFTA would bring to most sectors of Michigan's economy, it would not make sense to oppose the NAFTA.
- Increased exports to Mexico because of NAFTA mean more high-paying jobs for Michigan.
 - * 99 percent of Michigan's exports to Mexico are manufacturing exports, which provide jobs paying 17 percent more on average than the average U.S. wage.
 - * This pattern is borne out in specific Michigan export industries: for example, the 1991 average hourly wage for production workers in transportation equipment was \$18.19; and in chemicals, \$14.88.
 - * NAFTA will lock in the 22,351 Michigan jobs already generated by trade with Mexico, and create new jobs that will offset any job losses by almost nine-to-one. The NAFTA is expected to result in a net gain of 3,000 jobs for Michigan.



Minnesota and the NAFTA

**North American
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- Canada and Mexico are important export markets for Minnesota.
 - * Canada and Mexico are Minnesota's first- and seventh-largest export markets. Minnesota's exports to Canada and Mexico were worth \$2 billion in 1992, 67 percent greater than the 1987 level of \$1.2 billion.
 - * Manufactured exports to Canada and Mexico support an estimated 34,719 jobs in Minnesota. Approximately 16,319 of these have been created since 1987 by growth in Minnesota's manufactured exports to Canada and Mexico.
- Minnesota's exports to Mexico are growing rapidly.
 - * Minnesota's merchandise exports to Mexico have increased by 191 percent since 1987, rising from \$90 million to \$261 million. This was well over twice the growth rate of Minnesota's exports to the rest of the world (71 percent).
- Increased trade with Mexico since 1987 has strongly benefitted important Minnesota industries. Most sectors have seen dramatic increases in exports to Mexico, and 22 sectors have seen their exports to Mexico more than double since 1987. Examples:
 - livestock: up 1,479 percent to \$1.5 million.
 - rubber & plastic products: up 597 percent to \$8.1 million.
 - printing & publishing: up 559 percent to \$1.8 million.
 - scientific & measuring instruments: up 404 percent to \$13.5 million.
 - paper products: up 370 percent to \$4.2 million.
 - electric & electronic equipment: up 344 percent to \$30.4 million.
 - food products: up 275 percent to \$39.7 million.
- Reduction of trade barriers under the NAFTA will greatly benefit Minnesota's leading export industries.
 - * For industrial machinery and computers (\$125.8 million in 1992 exports to Mexico), NAFTA will eliminate tariffs (e.g. 10-20 percent for computers), improve protection of intellectual property, and open up Mexican government procurement.
 - * For food products (\$39.7 million in 1992 exports to Mexico), NAFTA will reduce tariffs of 10-20 percent and eliminate non-tariff barriers such as import licenses.

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- * For electric and electronic equipment (\$30.4 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of up to 20 percent, open up Mexican government procurement, eliminate nontariff barriers in technical standards, and increase intellectual property protection.
- * For rubber and plastic products (\$8.1 million in 1992 exports to Mexico), NAFTA will open up Mexican government procurement, and eliminate tariffs of 10-20 percent.
- * For transportation equipment (\$4.7 million in 1992 exports to Mexico), NAFTA will open up Mexican government procurement and eliminate Mexican tariffs, quotas, and local content requirements (which require the use of Mexican instead of U.S. manufacturing components) on auto parts.
- * For chemical products and pharmaceuticals (\$4.5 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of 10-20 percent, eliminate non-tariff barriers such as import license requirements, open up Mexican government procurement, and improve protection of intellectual property.
- * For paper products (\$4.2 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of 10-20 percent and remove nontariff barriers.
- NAFTA contains detailed provisions to eliminate barriers to trade in services, including liberalization of licensing requirements and other restrictions, that will help Minnesota banking, insurance and other financial services, telecommunications, and engineering and construction companies win more business in the \$146 billion Mexican services market.
- NAFTA will open up Mexican markets to Minnesota farmers by, for example, eliminating import licenses on corn, wheat, barley, and dairy products, and eliminating tariffs (e.g. soybeans, 15 percent (seasonal); durum wheat, 10 percent; barley, 5 percent) either immediately or over time.
- Increased exports to Mexico because of NAFTA mean more high-paying jobs for Minnesota.
 - * 94 percent of Minnesota's exports to Mexico are manufacturing exports, which provide jobs paying 17 percent more on average than the average U.S. wage.
 - * This pattern is borne out in specific Minnesota export industries: for example, the 1991 average hourly wage for production workers in chemicals was \$12.76; in industrial machinery & computers, \$12.61; and in fabricated metal products, \$12.34.
 - * NAFTA will lock in the 4,780 Minnesota jobs already generated by trade with Mexico, and create new jobs that will offset any job losses by more than eight-to-one. The NAFTA is expected to result in a net gain of 1,800 jobs for Minnesota.



Mississippi and the NAFTA

North American Free Trade Agreement

- Canada and Mexico are important export markets for Mississippi.
 - * Canada and Mexico are Mississippi's first- and seventh-largest export markets. Mississippi's exports to Canada and Mexico were worth \$450 million in 1992, 60 percent greater than the 1987 level of \$281 million.
 - * Manufactured exports to Canada and Mexico support an estimated 8,349 jobs in Mississippi. Approximately 3,533 of these have been created since 1987 by growth in Mississippi's manufactured exports to Canada and Mexico.
- Mississippi's exports to Mexico are growing rapidly.
 - * Mississippi's merchandise exports to Mexico have increased by 96 percent since 1987, rising from \$53 million to \$103 million. This greatly exceeded the growth rate of Mississippi's exports to the rest of the world (65 percent).
- Increased trade with Mexico since 1987 has strongly benefitted important Mississippi industries. Most sectors have seen dramatic increases in exports to Mexico, and 17 sectors have seen their exports to Mexico more than double since 1987. Examples:
 - textiles: up 9,208 percent to \$17.2 million.
 - rubber & plastic products: up 4,650 percent to \$10.8 million.
 - transportation equipment: up 1,297 percent to \$1.4 million.
 - industrial machinery & computers: up 660 percent to \$5.6 million.
 - furniture & fixtures: up 209 percent to \$3.3 million.
- Reduction of trade barriers under the NAFTA will greatly benefit Mississippi's leading export industries.
 - * For electric and electronic equipment (\$22.6 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of up to 20 percent, open up Mexican government procurement, eliminate nontariff barriers in technical standards, and increase intellectual property protection.
 - * For lumber and wood products (\$12.0 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of 10-20 percent and eliminate non-tariff barriers such as import permits and user fees.
 - * For paper products (\$8.9 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of 10-20 percent and remove nontariff barriers.

Exports. Better Jobs. Better Wages.

- * For food products (\$2.0 million in 1992 exports to Mexico), NAFTA will reduce tariffs of 10-20 percent and eliminate non-tariff barriers such as import licenses.
- * For transportation equipment (\$1.4 million in 1992 exports to Mexico), NAFTA will open up Mexican government procurement and eliminate Mexican tariffs, quotas, and local content requirements (which require the use of Mexican instead of U.S. manufacturing components) on auto parts.
- * For apparel (\$1.3 million in 1992 exports to Mexico), NAFTA will phase out 95% of Mexican tariffs (1991 average: 20%) in six years.
- NAFTA will open up Mexican markets to Mississippi farmers by, for example, eliminating import licenses on poultry, and eliminating tariffs (e.g. soybeans, 15 percent (seasonal); rice, 10-20 percent; cattle and beef, 15-25 percent; cotton and poultry, 10 percent) either immediately or over time.
- NAFTA contains detailed provisions to eliminate barriers to trade in services, including liberalization of licensing requirements and other restrictions, that will help Mississippi banking, insurance and other financial services, telecommunications, and engineering and construction companies win more business in the \$146 billion Mexican services market.
- The apparel and auto parts sectors fear the NAFTA will lead to a loss of jobs to Mexico.
 - * This fear is unjustified. The NAFTA provides safeguards which allow imposition of protection if domestic producers are seriously injured. Also, some reductions in U.S. tariffs will only be phased in over 10 years.
 - * In addition, tough rules of origin will ensure that neither Mexico nor Canada will become a staging ground for exports of non-NAFTA countries to the U.S. In fact, these rules will benefit Mississippi's auto parts and textiles industries because they provide a strong incentive for manufacturers in all three NAFTA countries to source auto parts and textiles in North America, rather than overseas.
- Increased exports to Mexico because of NAFTA mean more high-paying jobs for Mississippi.
 - * 96 percent of Mississippi's exports to Mexico are manufacturing exports, which provide jobs paying 17 percent more on average than the average U.S. wage.
 - * This pattern is borne out in specific Mississippi export industries: for example, the 1991 average hourly wage for production workers in chemicals was \$11.79; in transportation equipment, \$10.58; and in printing & publishing, \$10.39.
 - * NAFTA will lock in the 1,902 Mississippi jobs already generated by trade with Mexico, and create new jobs that will offset any job losses by more than two-to-one.



Missouri and the NAFTA

North American Free Trade Agreement

- Canada and Mexico are Missouri's main export markets.
 - * Canada and Mexico are Missouri's first- and second-largest export markets. Missouri's exports to Canada and Mexico were worth \$2.2 billion in 1992, 47 percent greater than the 1987 level of \$1.5 billion.
 - * Manufactured exports to Canada and Mexico support an estimated 32,457 jobs in Missouri. Approximately 10,057 of these have been created since 1987 by growth in Missouri's manufactured exports to Canada and Mexico.
- Missouri's exports to Mexico are growing rapidly.
 - * Missouri's merchandise exports to Mexico have increased by 70 percent since 1987, rising from \$199 million to \$339 million. This was over double the growth rate of Missouri's exports to the rest of the world (32 percent).
- Increased trade with Mexico since 1987 has strongly benefitted important Missouri industries. Most sectors have seen dramatic increases in exports to Mexico, and 13 sectors have seen their exports to Mexico more than double since 1987. Examples:
 - scientific & measuring instruments: up 257 percent to \$5.0 million.
 - primary metals: up 249 percent to \$15.2 million.
 - stone, clay, & glass products: up 232 percent to \$2.6 million.
 - industrial machinery & computers: up 210 percent to \$35.0 million.
 - fabricated metal products: up 192 percent to \$14.4 million.
 - chemical products: up 135 percent to \$27.4 million.
- Reduction of trade barriers under the NAFTA will greatly benefit Missouri's leading export industries.
 - * For food products (\$61.4 million in 1992 exports to Mexico), NAFTA will reduce tariffs of 10-20 percent and eliminate non-tariff barriers such as import licenses.
 - * For electric and electronic equipment (\$42.5 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of up to 20 percent, open up Mexican government procurement, eliminate nontariff barriers in technical standards, and increase intellectual property protection.
 - * For industrial machinery and computers (\$35.0 million in 1992 exports to Mexico), NAFTA will eliminate tariffs (e.g. 10-20 percent for computers), improve protection of intellectual property, and open up Mexican government procurement.

Exports. Better Jobs. Better Wages.

- * For chemical and petrochemical products (\$27.4 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of 10-20 percent, eliminate non-tariff barriers such as import license requirements, open up Mexican government procurement, and improve protection of intellectual property.
- * For transportation equipment (\$17.2 million in 1992 exports to Mexico), NAFTA will open up Mexican government procurement and eliminate Mexican tariffs, quotas, and local content requirements (which require the use of Mexican instead of U.S. manufacturing components) on auto parts.
- NAFTA contains detailed provisions to eliminate barriers to trade in services, including liberalization of licensing requirements and other restrictions, that will help Missouri banking, insurance and other financial services, and health service companies win more business in the \$146 billion Mexican services market.
- NAFTA will open up Mexican markets to Missouri farmers by, for example, eliminating import licenses on wheat, corn, and dairy products, and eliminating tariffs (e.g. cattle and beef, 15-25 percent; soybeans, 15 percent (seasonal); durum wheat, cotton, and pork, 10 percent) either immediately or over time.
- Increased exports to Mexico because of NAFTA mean more high-paying jobs for Missouri.
 - * 73 percent of Missouri's exports to Mexico are manufacturing exports, which provide jobs paying 17 percent more on average than the average U.S. wage.
 - * This pattern is borne out in specific Missouri export industries: for example, the 1991 average hourly wage for production workers in transportation equipment was \$16.72; in chemicals, \$13.18; in primary metal industries, \$12.36; and in fabricated metal products, \$11.74.
 - * NAFTA will lock in the 3,965 Missouri jobs already generated by trade with Mexico, and create new jobs that will offset any job losses by almost six-to-one. The NAFTA is expected to result in a net gain of 1,600 jobs for Missouri.



Montana and the NAFTA

North American Free Trade Agreement

- Canada and Mexico are important export markets for Montana.
 - * Canada and Mexico are Montana's first- and eleventh-largest export markets. Montana's exports to Canada and Mexico were worth \$159 million in 1992, 73 percent greater than the 1987 level of \$92 million.
 - * Manufactured exports to Canada and Mexico support an estimated 4,124 jobs in Montana. Approximately 1,959 of these have been created since 1987 by growth in Montana's manufactured exports to Canada and Mexico.
- Montana's exports to Mexico are growing rapidly.
 - * Montana's merchandise exports to Mexico have increased by 230 percent since 1987, rising from \$1.2 million to \$4.0 million. This vastly exceeded the growth rate of Montana's exports to the rest of the world (2 percent).
- Increased trade with Mexico since 1987 has strongly benefitted important Montana industries. Most sectors have seen dramatic increases in exports to Mexico, and 16 sectors have seen their exports to Mexico more than double since 1987. Examples:
 - electric & electronic equipment: up 1,166 percent to \$112,000.
 - crops: up 994 percent to \$2.1 million.
 - industrial machinery & computers: up 476 percent to \$123,000.
 - refined petroleum products: up from \$0 to \$153,000.
- Reduction of trade barriers under the NAFTA will greatly benefit Montana's leading export industries.
 - * For paper products (\$129,000 in 1992 exports to Mexico), NAFTA will eliminate tariffs of 10-20 percent, remove nontariff barriers, and open up Mexican government procurement.
 - * For industrial machinery and computers (\$123,000 in 1992 exports to Mexico), NAFTA will eliminate tariffs (e.g. 10-20 percent for computers), improve protection of intellectual property, and open up Mexican government procurement.
 - * For electric and electronic equipment (\$112,000 in 1992 exports to Mexico), NAFTA will eliminate tariffs of up to 20 percent, open up Mexican government procurement, eliminate nontariff barriers in technical standards, and increase intellectual property protection.

Exports.
Better Jobs.
Better Wages.

- * For food products (\$88,000 in 1992 exports to Mexico), NAFTA will reduce tariffs of 10-20 percent and eliminate non-tariff barriers such as import licenses.
- NAFTA will open up Mexican markets to Montana farmers by, for example, eliminating import licenses on wheat, and eliminating tariffs (e.g. cattle and beef, 15-25 percent; oats and durum wheat, 10 percent; barley, 5 percent) either immediately or over time.
- NAFTA contains detailed provisions to eliminate barriers to trade in services, including liberalization of licensing requirements and other restrictions, that will help Montana banks and engineering and construction companies win more business in the \$146 billion Mexican services market.
- Commitments to clean up environmental hazards and improve environmental protection in Mexico and the border area will stimulate demand for Montana pollution control equipment and services.
- Montana sugar beet growers fear the NAFTA will enable Mexican competitors to displace U.S. growers. This fear is not justified because NAFTA contains special provisions to protect the U.S. sugar industry. Increased access to the U.S. market for Mexican sugar is limited by a 15 year transition period and by the requirement that increased access during the transition period be tied to Mexico becoming a net surplus producer of sugar.
 - * U.S. Department of Agriculture projections indicate that Mexico will not be a net surplus sugar producer in the foreseeable future.
 - * Even if Mexico does export sugar, U.S. producers will not be affected because import quotas for third countries will be reduced commensurately with any increase in Mexican imports.
 - * Most Montana agricultural sectors will benefit from NAFTA, while the sugar beet sector will be significantly protected by NAFTA. In light of this, as well as the clear gains for manufacturing and services, it hardly makes sense for Montana to oppose NAFTA because of one agricultural sector.
- Increased exports to Mexico because of NAFTA mean more high-paying jobs for Montana.
 - * The NAFTA, by opening the Mexican market, will create more jobs in Montana's manufacturing exports sectors. These jobs pay 17 percent more on average than the average U.S. wage.
 - * NAFTA will lock in the Montana jobs already generated by trade with Mexico, and create new jobs that will offset any job losses by twelve-to-one.

Nebraska and the NAFTA

North American Free Trade Agreement

- Canada and Mexico are key export markets for Nebraska.
 - * Canada and Mexico are Nebraska's second- and third-largest export markets. Nebraska's exports to Canada and Mexico were worth \$405 million in 1992, 59 percent greater than the 1987 level of \$254 million.
 - * Manufactured exports to Canada and Mexico support an estimated 9,406 jobs in Nebraska. Approximately 3,250 of these have been created since 1987 by growth in Nebraska's manufactured exports to Canada and Mexico.
- Nebraska's exports to Mexico are growing rapidly.
 - * Nebraska's merchandise exports to Mexico have increased by 125 percent since 1987, rising from \$45 million to \$100 million. This greatly exceeded the growth rate of Nebraska's exports to the rest of the world (80 percent):
- Increased trade with Mexico since 1987 has strongly benefitted important Nebraska industries. Most sectors have seen dramatic increases in exports to Mexico, and 17 sectors have seen their exports to Mexico more than double since 1987. Examples:
 - fabricated metal products: up 826 percent to \$2.1 million.
 - industrial machinery & computers: up 481 percent to \$5.7 million.
 - livestock: up 348 percent to \$4.3 million.
 - food products: up 149 percent to \$38.3 million.
- Reduction of trade barriers under the NAFTA will greatly benefit Nebraska's leading export industries.
 - * For food products (\$38.3 million in 1992 exports to Mexico), NAFTA will reduce tariffs of 10-20 percent and eliminate non-tariff barriers such as import licenses.
 - * For industrial machinery and computers (\$5.7 million in 1992 exports to Mexico), NAFTA will eliminate tariffs (e.g. 10-20 percent for computers), improve protection of intellectual property, and open up Mexican government procurement.
 - * For chemical products and pharmaceuticals (\$1.7 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of 10-20 percent, eliminate non-tariff barriers such as import license requirements, open up Mexican government procurement, and improve protection of intellectual property.

Exports.
Better Jobs.
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- * For rubber and plastic products (\$1.7 million in 1992 exports to Mexico), NAFTA will open up Mexican government procurement, and eliminate tariffs of 10-20 percent.
- * For electric and electronic equipment (\$1.6 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of up to 20 percent, open up Mexican government procurement, eliminate nontariff barriers in technical standards, and increase intellectual property protection.
- * For transportation equipment (\$1.4 million in 1992 exports to Mexico), NAFTA will open up Mexican government procurement and eliminate Mexican tariffs, quotas, and local content requirements (which require the use of Mexican instead of U.S. manufacturing components) on auto parts.
- NAFTA will open up Mexican markets to Nebraska farmers by, for example, eliminating import licenses on corn, wheat, dairy products, and potatoes, and eliminating tariffs (e.g. cattle and beef, 15-25 percent; soybeans and sorghum, 15 percent (seasonal); oats and durum wheat, 10 percent) either immediately or over time.
- NAFTA contains detailed provisions to eliminate barriers to trade in services, including liberalization of licensing requirements and other restrictions, that will help Nebraska banking, insurance and other financial services, telecommunications, and engineering and construction companies win more business in the \$146 billion Mexican services market.
- Commitments to clean up environmental hazards and improve environmental protection in Mexico and the border area will stimulate demand for Nebraska pollution control equipment and services.
- Increased exports to Mexico because of NAFTA mean more high-paying jobs for Nebraska.
- * 57 percent of Nebraska's exports to Mexico are manufacturing exports, which provide jobs paying 17 percent more on average than the average U.S. wage.
- * This pattern is borne out in specific Nebraska export industries: for example, the 1991 average hourly wage for production workers in chemicals was \$12.90; in industrial machinery & computers, \$11.34; and in electric & electronic equipment, \$11.31.
- * NAFTA will lock in the 1,530 Nebraska jobs already generated by trade with Mexico, and create new jobs that will offset any job losses by more than seven-to-one.

Nevada and the NAFTA

North American Free Trade Agreement

- Canada and Mexico are key export markets for Nevada.
 - * Canada and Mexico are Nevada's first- and third-largest export markets. Nevada's exports to Canada and Mexico were worth \$167 million in 1992, 117 percent greater than the 1987 level of \$77 million.
 - * Manufactured exports to Canada and Mexico support an estimated 7,160 jobs in Nevada. Approximately 3,599 of these have been created since 1987 by growth in Nevada's manufactured exports to Canada and Mexico.
- Nevada's exports to Mexico are growing at a phenomenal pace.
 - * Nevada's merchandise exports to Mexico have increased by 1,638 percent since 1987, rising from \$3 million to \$47 million. This vastly exceeded the growth rate of Nevada's exports to the rest of the world (33 percent).
- Increased trade with Mexico since 1987 has strongly benefitted important Nevada industries. Most sectors have seen dramatic increases in exports to Mexico, and 19 sectors have seen their exports to Mexico more than double since 1987. Examples:
 - transportation equipment: up 75,233 percent to \$30.1 million.
 - electric & electronic equipment: up 1,459 percent to \$1.2 million.
 - rubber & plastic products: up 1,331 percent to \$1.2 million.
 - chemical products: up 1,046 percent to \$3.8 million.
 - industrial machinery & computers: up 306 percent to \$1.5 million.
- Reduction of trade barriers under the NAFTA will greatly benefit Nevada's leading export industries.
 - * For transportation equipment (\$30.1 million in 1992 exports to Mexico), NAFTA will open up Mexican government procurement and eliminate Mexican tariffs, quotas, and local content requirements (which require the use of Mexican instead of U.S. manufacturing components) on auto parts.
 - * For chemical products (including petrochemicals) (\$3.8 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of 10-20 percent, eliminate non-tariff barriers such as import license requirements, open up Mexican government procurement, and improve protection of intellectual property.
 - * For apparel (\$2.8 million in 1992 exports to Mexico), NAFTA will phase out 95% of Mexican tariffs (1991 average: 20%) in six years.

Exports. Better Jobs. Better Wages.

- * For industrial machinery and computers (\$1.5 million in 1992 exports to Mexico), NAFTA will eliminate tariffs (e.g. 10-20 percent for computers), improve protection of intellectual property, and open up Mexican government procurement.
- * For scientific and measuring instruments (\$536,000 in 1992 exports to Mexico), NAFTA will eliminate Mexican import licenses and tariffs as high as 20 percent, as well as open up Mexican government procurement.
- NAFTA contains detailed provisions to eliminate barriers to trade in services, including liberalization of licensing requirements and other restrictions, that will help Nevada banking, insurance and other financial services, and engineering and construction companies win more business in the \$146 billion Mexican services market.
- NAFTA will open up Mexican markets to Nevada farmers by, for example, eliminating import licenses on barley, wheat, potatoes, and dairy products, and eliminating tariffs (e.g. cattle and beef, 15-25 percent; slaughter hogs (non-pedigree), 20 percent; durum wheat, 10 percent; barley, 5 percent) either immediately or over time.
- Commitments to clean up environmental hazards and improve environmental protection in Mexico and the border area will stimulate demand for Nevada pollution control equipment and services.
- The apparel sector fears the NAFTA will lead to a loss of jobs to Mexico.
 - * This fear is unjustified. The NAFTA provides safeguards which allow imposition of protection if domestic producers are seriously injured. Also, some reductions in U.S. tariffs will only be phased in over a ten year period.
 - * In addition, a tough rule of origin will ensure that neither Mexico nor Canada will become a staging ground for exports of non-NAFTA countries to the U.S.
- Increased exports to Mexico because of NAFTA mean more high-paying jobs for Nevada.
 - * 92 percent of Nevada's exports to Mexico are manufacturing exports, which provide jobs paying 17 percent more on average than the average U.S. wage.
 - * NAFTA will lock in the 2,049 Nevada jobs already generated by trade with Mexico, and create new jobs that will offset any job losses by ten-to-one.



New Hampshire and the NAFTA

**North American
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Agreement**

- **Canada and Mexico are important export markets for New Hampshire.**
 - * **Canada and Mexico are New Hampshire's first- and ninth-largest export markets. New Hampshire's exports to Canada and Mexico were worth \$338 million in 1992, 53 percent greater than the 1987 level of \$221 million.**
 - * **Manufactured exports to Canada and Mexico support an estimated 7,001 jobs in New Hampshire. Approximately 2,216 of these have been created since 1987 by growth in New Hampshire's manufactured exports to Canada and Mexico.**
- **New Hampshire's exports to Mexico are growing rapidly.**
 - * **New Hampshire's merchandise exports to Mexico have increased by 243 percent since 1987, rising from \$9 million to \$34 million. This was fifteen times the growth rate of New Hampshire's exports to the rest of the world (16 percent)**
- **Increased trade with Mexico since 1987 has strongly benefitted important New Hampshire industries. Most sectors have seen dramatic increases in exports to Mexico, and 17 sectors have seen their exports to Mexico more than double since 1987. Examples:**
 - **transportation equipment: up 75,902 percent to \$1.8 million.**
 - **stone, clay & glass products: up 1,594 percent to \$2.8 million.**
 - **fabricated metal products: up 1,388 percent to \$809,000.**
 - **industrial machinery & computers: up 365 percent to \$16.2 million.**
 - **rubber & plastic products: up 197 percent to \$850,000.**
 - **scientific & measuring instruments: up 150 percent to \$2.4 million.**
- **Reduction of trade barriers under the NAFTA will greatly benefit New Hampshire's leading export industries.**
 - * **For industrial machinery and computers (\$16.2 million in 1992 exports to Mexico), NAFTA will eliminate tariffs (e.g. 10-20 percent for computers), improve protection of intellectual property, and open up Mexican government procurement.**
 - * **For chemical products (including petrochemicals) (\$4.1 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of 10-20 percent, eliminate non-tariff barriers such as import license requirements, open up Mexican government procurement, and improve protection of intellectual property.**

**Exports.
Better Jobs.
Better Wages.**

- * For scientific and measuring instruments (\$2.4 million in 1992 exports to Mexico), NAFTA will eliminate Mexican import licenses and tariffs as high as 20 percent, as well as open up Mexican government procurement.
- * For transportation equipment (\$1.8 million in 1992 exports to Mexico), NAFTA will open up Mexican government procurement and eliminate Mexican tariffs, quotas, and local content requirements (which require the use of Mexican instead of U.S. manufacturing components) on auto parts.
- * For electric and electronic equipment (\$987,000 in 1992 exports to Mexico), NAFTA will eliminate tariffs of up to 20 percent, open up Mexican government procurement, eliminate nontariff barriers in technical standards, and increase intellectual property protection.
- NAFTA contains detailed provisions to eliminate barriers to trade in services, including liberalization of licensing requirements and other restrictions, that will help New Hampshire banking, insurance and other financial services, telecommunications, and engineering and construction companies win more business in the \$146 billion Mexican services market.
- NAFTA will open up Mexican markets to New Hampshire farmers by, for example, eliminating import licenses on dairy products, and eliminating tariffs (e.g. apples, 20 percent; beef and cattle, 15-25 percent) either immediately or over time.
- Commitments to clean up environmental hazards and improve environmental protection in Mexico and the border area will stimulate demand for New Hampshire pollution control equipment and services.
- New Hampshire's auto parts industry will benefit from NAFTA's rules of origin for autos, which ensure that non-NAFTA countries cannot use Mexico or Canada as an export platform into the U.S. These rules provide a strong incentive for manufacturers in all three NAFTA countries to source more parts and components in North America, rather than overseas.
- Increased exports to Mexico because of NAFTA mean more high-paying jobs for New Hampshire.
 - * 99 percent of New Hampshire's exports to Mexico are manufacturing exports, which provide jobs paying 17 percent more on average than the average U.S. wage.
 - * This pattern is borne out in specific New Hampshire export industries: for example, the 1991 average hourly wage for production workers in scientific & measuring instruments was \$13.96; in printing & publishing, \$11.65; and in industrial machinery & computers, \$10.94.
 - * NAFTA will lock in the 736 New Hampshire jobs already generated by trade with Mexico, and create new jobs that will offset any job losses by more than five-to-one.



New Jersey and the NAFTA

North American
Free Trade
Agreement

- Canada and Mexico are important export markets for New Jersey.
 - * Canada and Mexico are New Jersey's first- and sixth-largest export markets. New Jersey's exports to Canada and Mexico were worth \$3.0 billion in 1992, 131 percent greater than the 1987 level of \$1.3 billion.
 - * Manufactured exports to Canada and Mexico support an estimated 99,570 jobs in New Jersey. Approximately 55,446 of these have been created since 1987 by growth in New Jersey's manufactured exports to Canada and Mexico.
- New Jersey's exports to Mexico are growing rapidly.
 - * New Jersey's merchandise exports to Mexico have increased by 156 percent since 1987, rising from \$189 million to \$483 million. This was over twice the growth rate of New Jersey's exports to the rest of the world (61 percent).
- Increased trade with Mexico since 1987 has strongly benefitted important New Jersey industries. Most sectors have seen dramatic increases in exports to Mexico, and 22 sectors have seen their exports to Mexico more than double since 1987. Examples:
 - apparel: up 2,626 percent to \$17.5 million.
 - food products: up 1,833 percent to \$18.3 million
 - primary metals: up 291 percent to \$36.5 million.
 - rubber & plastic products: up 243 percent to \$19.1 million.
 - fabricated metal products: up 189 percent to \$13.9 million.
 - electric & electronic equipment: up 159 percent to \$69.2 million.
- Reduction of trade barriers under the NAFTA will benefit leading New Jersey export industries.
 - * For chemical products and pharmaceuticals (\$157.5 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of 10-20 percent, eliminate non-tariff barriers such as import license requirements, open up Mexican government procurement, and improve protection of intellectual property rights.
 - * For electric and electronic equipment (\$69.2 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of up to 20 percent, open up Mexican government procurement, eliminate nontariff barriers in the form of technical standards, and increase intellectual property protection.

Exports.
Better Jobs.
Better Wages.

- * For industrial machinery and computers (\$62.2 million in 1992 exports to Mexico), NAFTA will eliminate tariffs, improve protection of intellectual property, and open up Mexican government procurement.
- * For primary metals (\$36.5 million in 1992 exports to Mexico), NAFTA will eliminate tariffs (which average 8.2% on a trade-weighted basis), open up Mexican government procurement, and expand the Mexican economy, increasing infrastructure growth and demand for steel.
- NAFTA contains detailed provisions to eliminate barriers to trade in services, including liberalization of licensing requirements and other restrictions, that will aid New Jersey financial services and insurance, telecommunications, and construction and engineering companies win more business in the \$146 billion Mexican services market.
- Commitments to clean up environmental hazards and improve environmental protection in Mexico and the border area will stimulate demand for New Jersey pollution control equipment and services.
- NAFTA will open up Mexican markets to New Jersey farmers by, for example, eliminating import licenses on corn, eggs, and dairy products, and eliminating tariffs (e.g. soybeans, 15 percent (seasonal)) either immediately or over time.
- The apparel sector fears the NAFTA will lead to loss of jobs to Mexico.
 - * This fear is unjustified. The NAFTA provides safeguards which allow imposition of protection if domestic producers are seriously injured. Also, some reductions in U.S. tariffs will only be phased in over a ten year period.
 - * In addition, a tough rule of origin will ensure that neither Mexico nor Canada will become a staging ground for exports of non-NAFTA countries to the U.S.
- Increased exports to Mexico because of NAFTA mean more high-paying jobs for New Jersey.
 - * 98 percent of New Jersey's exports to Mexico are manufacturing exports, which provide jobs paying 17 percent more on average than the average U.S. wage.
 - * This pattern is borne out in specific New Jersey export industries: for example, the 1991 average hourly wage for production workers in petroleum and coal products was \$21.46; in transportation equipment, \$14.88; in chemicals and allied products, \$14.39; in printing and publishing, \$13.43; and in industrial machinery and computers, \$12.92.
 - * NAFTA will lock in the 16,695 New Jersey jobs already generated by trade with Mexico, and create new jobs that will offset any job losses by almost five-to-one. The NAFTA is expected to result in a net gain of 2,360 jobs for New Jersey.

New Mexico and the NAFTA

North American Free Trade Agreement

- Canada and Mexico are important export markets for New Mexico.
 - * Canada and Mexico are New Mexico's third- and fourth-largest export markets. New Mexico's exports to Canada and Mexico were worth \$72 million in 1992, 131 percent greater than the 1987 level of \$31 million.
 - * Manufactured exports to Canada and Mexico support an estimated 2,602 jobs in New Mexico. Approximately 1,346 of these have been created since 1987 by growth in New Mexico's manufactured exports to Canada and Mexico.
- New Mexico's exports to Mexico are growing rapidly.
 - * New Mexico's merchandise exports to Mexico have increased by 248 percent since 1987, rising from \$9.1 million to \$31.7 million. This was over twice the growth rate of New Mexico's exports to the rest of the world (119 percent).
- Increased trade with Mexico since 1987 has strongly benefitted important New Mexico industries. Most sectors have seen dramatic increases in exports to Mexico, and 23 sectors have seen their exports to Mexico more than double since 1987. Examples:
 - lumber & wood products: up 64,548 percent to \$3.2 million.
 - printing & publishing: up 4,285 percent to \$1.9 million.
 - food products: up 3,823 percent to \$1.7 million.
 - electric & electronic equipment: up 2,001 percent to \$2.1 million.
 - chemical products: up 214 percent to \$12.2 million.
- Reduction of trade barriers under the NAFTA will greatly benefit New Mexico's leading export industries.
 - * For chemical and petrochemical products (\$12.2 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of 10-20 percent, eliminate non-tariff barriers such as import license requirements, open up Mexican government procurement, and improve protection of intellectual property.
 - * For lumber and wood products (\$3.2 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of 10-20 percent, and eliminate non-tariff barriers such as import permits.
 - * For industrial machinery and computers (\$2.6 million in 1992 exports to Mexico), NAFTA will eliminate tariffs (e.g. 10-20 percent for computers), improve protection of intellectual property, and open up Mexican government procurement.

Exports. Better Jobs. Better Wages.

- * For food products (\$1.7 million in 1992 exports to Mexico), NAFTA will reduce tariffs of 10-20 percent and eliminate non-tariff barriers such as import licenses.
- * For transportation equipment (\$306,000 in 1992 exports to Mexico), NAFTA will open up Mexican government procurement and eliminate Mexican tariffs, quotas, and local content requirements (which require the use of Mexican instead of U.S. manufacturing components) on auto parts.
- NAFTA contains detailed provisions to eliminate barriers to trade in services, including liberalization of licensing requirements and other restrictions, that will help New Mexico banking, insurance and other financial services, telecommunications, and engineering and construction companies win more business in the \$146 billion Mexican services market.
- For New Mexico companies involved in energy and related products, the NAFTA will create significant investment opportunities, liberalize government procurement, and eliminate tariffs of 10-20 percent on oil and gas field equipment.
- NAFTA will open up Mexican markets to New Mexico farmers by, for example, eliminating import licenses on corn and wheat, and eliminating tariffs (e.g. cattle and beef, 15-25 percent; sorghum, 15 percent (seasonal); cotton and durum wheat, 10 percent) either immediately or over time.
- Environmentalists may criticize the NAFTA for not paying enough attention to the environment.
 - * This criticism is unjustified. The environment continues to be a major concern of all the governments involved. Mexico and the U.S. are committing substantial resources to border cleanup and infrastructure. In addition, NAFTA and the resulting economic development will lead to stricter environmental standards and enforcement in Mexico.
 - * In fact, increased demand for pollution control equipment and services, with substantial commitments from the Mexican and U.S. governments, will stimulate demand for New Mexico pollution control equipment and services.
- Increased exports to Mexico because of NAFTA mean more high-paying jobs for New Mexico.
 - * 87 percent of New Mexico's exports to Mexico are manufacturing exports, which provide jobs paying 17 percent more on average than the average U.S. wage.
 - * NAFTA will lock in the 1,249 New Mexico jobs already generated by trade with Mexico, and create new jobs that will offset any job losses by more than six-to-one.



New York and the NAFTA

**North American
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Agreement**

- Canada and Mexico are important export markets for New York.
 - * Canada and Mexico are New York's first- and ninth-largest export markets. New York's exports to Canada and Mexico were worth \$7.8 billion in 1992, 72 percent greater than the 1987 level of \$4.6 billion.
 - * Manufactured exports to Canada and Mexico support an estimated 180,879 jobs in New York. Approximately 67,740 of these have been created since 1987 by growth in New York's manufactured exports to Canada and Mexico.
- New York's exports to Mexico are growing rapidly.
 - * New York's merchandise exports to Mexico have increased by 82 percent since 1987, rising from \$512 million to \$934 million. This greatly exceeded the growth rate of New York's exports to the rest of the world (47 percent).
- Increased trade with Mexico since 1987 has strongly benefitted important New York industries. Most sectors have seen dramatic increases in exports to Mexico, and 18 sectors have seen their exports to Mexico more than double since 1987. Examples:
 - apparel: up 1,186 percent to \$19.7 million.
 - textiles: up 547 percent to \$26.6 million.
 - food products: up 400 percent to \$62.4 million.
 - primary metals: up 367 percent to \$162.2 million.
 - printing & publishing: up 189 percent to \$6.3 million.
- Reduction of trade barriers under the NAFTA will greatly benefit New York's leading export industries.
 - * For industrial machinery and computers (\$143.9 million in 1992 exports to Mexico), NAFTA will eliminate tariffs (e.g. 10-20 percent for computers), improve protection of intellectual property, and open up Mexican government procurement.
 - * For scientific and measuring instruments (\$121.5 million in 1992 exports to Mexico), NAFTA will eliminate Mexican import licenses and tariffs as high as 20 percent, as well as open up Mexican government procurement.
 - * For electric and electronic equipment (\$104.5 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of up to 20 percent, open up Mexican government procurement, eliminate nontariff barriers in technical standards, and increase intellectual property protection.

**Exports.
Better Jobs.
Better Wages.**

- * For chemical products and pharmaceuticals (\$84.4 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of 10-20 percent, eliminate non-tariff barriers such as import license requirements, open up Mexican government procurement, and improve protection of intellectual property.
- * For transportation equipment (\$26.0 million in 1992 exports to Mexico), NAFTA will open up Mexican government procurement and eliminate Mexican tariffs, quotas, and local content requirements (which require the use of Mexican instead of U.S. manufacturing components) on auto parts.
- NAFTA contains detailed provisions to eliminate barriers to trade in services, including liberalization of licensing requirements and other restrictions, that will aid New York financial services and insurance, telecommunications, and construction and engineering companies win more business in the \$146 billion Mexican services market.
- NAFTA will open up Mexican markets to New York farmers by, for example, eliminating import licenses on corn and dairy products, and eliminating tariffs (e.g. apples, 20 percent; cattle and beef, 15-25 percent; cheeses, 20 percent) either immediately or over time.
- Commitments to clean up environmental hazards and improve environmental protection in Mexico and the border area will stimulate demand for New York pollution control equipment and services.
- The apparel and textiles sectors fear the NAFTA will lead to a loss of jobs to Mexico.
 - * This fear is unjustified. The NAFTA provides safeguards which allow imposition of protection if domestic producers are seriously injured. Also, some reductions in U.S. tariffs will only be phased in over a ten year period.
 - * In addition, a tough rule of origin will ensure that neither Mexico nor Canada will become a staging ground for exports of non-NAFTA countries to the U.S. In fact, these rules will benefit New York's textiles sector by providing a strong incentive for manufacturers in all three NAFTA countries to source more textiles in North America, rather than overseas.
- Increased exports to Mexico because of NAFTA mean more high-paying jobs for New York.
 - * 98 percent of New York's exports to Mexico are manufacturing exports, which provide jobs paying 17 percent more on average than the average U.S. wage.
 - * This pattern is borne out in specific New York export industries: for example, the 1991 average hourly wage for production workers in transportation equipment was \$16.28; in scientific & measuring instruments, \$13.89; in chemicals, \$12.73, and in industrial machinery & computers, \$11.79.
 - * NAFTA will lock in the 22,895 New York jobs already generated by trade with Mexico, and create new jobs that will offset any job losses by almost seven-to-one. The NAFTA is expected to result in a net gain of 6,800 jobs for New York.

North Carolina and the NAFTA

North American Free Trade Agreement

- **Canada and Mexico are important export markets for North Carolina.**
 - * **Canada and Mexico are North Carolina's first- and seventh-largest export markets. North Carolina's exports to Canada and Mexico were worth \$2.8 billion in 1992, 133 percent greater than the 1987 level of \$1.2 billion.**
 - * **Manufactured exports to Canada and Mexico support an estimated 58,464 jobs in North Carolina. Approximately 36,313 of these have been created since 1987 by growth in North Carolina's manufactured exports to Canada and Mexico.**
- **North Carolina's exports to Mexico are growing rapidly.**
 - * **North Carolina's merchandise exports to Mexico have increased by 365 percent since 1987, rising from \$94 million to \$440 million. This was over three times the growth rate of North Carolina's exports to the rest of the world (98 percent).**
- **Increased trade with Mexico since 1987 has strongly benefitted important North Carolina industries. Most sectors have seen dramatic increases in exports to Mexico, and 22 sectors have seen their exports to Mexico more than double since 1987. Examples:**
 - **furniture & fixtures: up 6,813 percent to \$4.8 million.**
 - **transportation equipment: up 1,359 percent to \$16.8 million.**
 - **textiles: up 946 percent to \$32.6 million.**
 - **food products: up 808 percent to \$5.7 million.**
 - **apparel: up 524 percent to \$47.4 million.**
 - **electric & electronic equipment: up 419 percent to \$35.5 million.**
 - **industrial machinery & computers: up 351 percent to \$109.9 million.**
- **Reduction of trade barriers under the NAFTA will greatly benefit North Carolina's leading export industries.**
 - * **For industrial machinery and computers (\$109.9 million in 1992 exports to Mexico), NAFTA will eliminate tariffs (e.g. 10-20 percent for computers), improve protection of intellectual property, and open up Mexican government procurement.**
 - * **For chemical products and pharmaceuticals (\$89.3 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of 10-20 percent, eliminate non-tariff barriers such as import license requirements, open up Mexican government procurement, and improve protection of intellectual property.**

Exports. Better Jobs. Better Wages.

- * For electric and electronic equipment (\$35.5 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of up to 20 percent, open up Mexican government procurement, eliminate nontariff barriers in technical standards, and increase intellectual property protection.
- * For transportation equipment (\$16.8 million in 1992 exports to Mexico), NAFTA will open up Mexican government procurement and eliminate Mexican tariffs, quotas, and local content requirements (which require the use of Mexican instead of U.S. manufacturing components) on auto parts.
- * For food products (\$5.7 million in 1992 exports to Mexico), NAFTA will reduce tariffs of 10-20 percent and eliminate non-tariff barriers such as import licenses.
- NAFTA contains detailed provisions to eliminate barriers to trade in services, including liberalization of licensing requirements and other restrictions, that will help North Carolina banking, insurance and other financial services, telecommunications, and engineering and construction companies win more business in the \$146 billion Mexican services market.
- NAFTA will open up Mexican markets to North Carolina farmers by, for example, eliminating import licenses on corn, poultry, and tobacco, and eliminating tariffs (e.g. soybeans, 15 percent (seasonal); tobacco products, 15-20 percent; poultry and cotton, 10 percent) either immediately or over time.
- NAFTA contains special provisions to protect import-sensitive industries in North Carolina. These include:
 - * Long transition periods of up to 15 years for the phase-out of certain U.S. tariffs.
 - * Rules of origin for textiles and apparel that ensure that non-NAFTA countries cannot use Mexico or Canada as an export platform into the U.S. In fact, these rules of origin will increase demand for North Carolina textiles and cotton by providing a strong incentive for all three NAFTA countries to source more textiles and fiber in North America
- Increased exports to Mexico because of NAFTA mean more high-paying jobs for North Carolina.
 - * 98 percent of North Carolina's exports to Mexico are manufacturing exports, which provide jobs paying 17 percent more on average than the average U.S. wage.
 - * This pattern is borne out in specific North Carolina export industries: for example, the 1991 average hourly wage for production workers in chemicals was \$12.39; in transportation equipment, \$10.89; and in industrial machinery & computers, \$10.65.
 - * NAFTA will lock in the 9,286 North Carolina jobs already generated by trade with Mexico, and create new jobs that will offset any job losses by two-to-one. The NAFTA is expected to result in a net gain of 1,300 jobs for North Carolina.



Ohio and the NAFTA

North American
Free Trade
Agreement

- Canada and Mexico are important export markets for Ohio.
 - * Canada and Mexico are Ohio's first- and fifth-largest export markets. Ohio's exports to Canada and Mexico were worth \$8.3 billion in 1992, 98 percent greater than the 1987 level of \$4.2 billion.
 - * Manufactured exports to Canada and Mexico support an estimated 138,017 jobs in Ohio. Approximately 69,006 of these have been created since 1987 by growth in Ohio's manufactured exports to Canada and Mexico.
- Ohio's exports to Mexico are growing rapidly.
 - * Ohio's merchandise exports to Mexico have increased by 189 percent since 1987, rising from \$245 million to \$708 million. This was more than double the growth rate of Ohio's exports to the rest of the world (80 percent).
- Increased trade with Mexico since 1987 has strongly benefitted important Ohio industries. Most sectors have seen dramatic increases in exports to Mexico, and 25 sectors have seen their exports to Mexico more than double since 1987. Examples:
 - paper products: up 1,622 percent to \$29.8 million.
 - rubber & plastic products: up 412 percent to \$69.5 million.
 - industrial machinery & computers: up 186 percent to \$197.0 million.
 - primary metals: up 181 percent to \$34.5 million.
 - fabricated metal products: up 181 percent to \$34.2 million.
 - transportation equipment: up 124 percent to \$13.5 million.
- Reduction of trade barriers under the NAFTA will greatly benefit Ohio's leading export industries.
 - * For industrial machinery and computers (\$197.0 million in 1992 exports to Mexico), NAFTA will eliminate tariffs (e.g. 10-20 percent for computers), improve protection of intellectual property, and open up Mexican government procurement.
 - * For chemical products and pharmaceuticals (\$130.2 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of 10-20 percent, eliminate non-tariff barriers such as import license requirements, open up Mexican government procurement, and improve protection of intellectual property.

Exports.
Better Jobs.
Better Wages.

- * For rubber and plastic products (\$69.5 million in 1992 exports to Mexico), NAFTA will open up Mexican government procurement, and eliminate tariffs of 10-20 percent. Following the reduction of Mexican tariffs on rubber and plastic products from 40 to 20 percent in 1987, U.S. exports of these goods to Mexico increased 125 percent, from \$495 million in 1987 to \$1.1 billion in 1991. Elimination of tariffs will lead to a further increase.
 - * For electric and electronic equipment (\$53.2 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of up to 20 percent, open up Mexican government procurement, eliminate nontariff barriers in technical standards, and increase intellectual property protection.
 - * For transportation equipment (\$45.5 million in 1992 exports to Mexico), NAFTA will open up Mexican government procurement and eliminate Mexican tariffs, quotas, and local content requirements (which require the use of Mexican instead of U.S. manufacturing components) on auto parts.
- These trade barrier reductions will bring tangible benefits to Ohio companies by increasing exports and allowing the creation of more jobs.
- * Hobart Brothers Company in Troy manufactures welding, power conversion, aircraft supply, and battery charging products in Ohio, New Hampshire, and Florida. NAFTA will allow increased revenues in the next three years of \$7-10 million from exports to Mexico, leading to a 20-25 percent increase in manufacturing and sales jobs.
 - * Goodyear Tire & Rubber Company of Akron reports that its trade surplus with Mexico for 1991 was \$59 million. Goodyear credits its vast exports to Mexico as contributing greatly to employee stabilization in the U.S. With the passage of NAFTA, Goodyear foresees a further rise in sales to Mexico, where the market for consumer goods is expected to grow very rapidly.
 - * Detroit Diesel produces diesel engines in Oakwood. Between 1991 and 1992 alone, Detroit Diesel increased its sales to Mexico by over 80 percent to more than \$65 million. Employment directly related to Detroit Diesel's Mexican business has increased by 46 percent. Over one quarter of the seven percent overall increase in jobs at Detroit Diesel in the past two years is due to business with Mexico. Detroit Diesel states that NAFTA will further enhance its ability to increase sales.
- NAFTA contains detailed provisions to eliminate barriers to trade in services, including liberalization of licensing requirements and other restrictions, that will help Ohio banking, insurance and other financial services, and engineering and construction companies win more business in the \$146 billion Mexican services market.

- **NAFTA will open up Mexican markets to Ohio farmers by, for example, eliminating import licenses on corn, wheat, and dairy products, and eliminating tariffs (e.g. soybeans, 15 percent (seasonal); oats, 10 percent) either immediately or over time.**
- **NAFTA contains special provisions to protect import-sensitive industries in Ohio. These include:**
 - * **Long transition periods of up to 15 years for the phase-out of certain U.S. tariffs.**
 - * **Rules of origin for automobiles and auto parts that ensure that non-NAFTA countries cannot use Mexico or Canada as an export platform into the U.S. In fact, these rules will benefit Ohio's auto parts industry by providing a strong incentive for manufacturers in all three NAFTA countries to source more auto parts and components in North America, rather than overseas.**
- **Increased exports to Mexico because of NAFTA mean more high-paying jobs for Ohio.**
 - * **98 percent of Ohio's exports to Mexico are manufacturing exports, which provide jobs paying 17 percent more on average than the average U.S. wage.**
 - * **This pattern is borne out in specific Ohio export industries: for example, the 1991 average hourly wage for production workers in transportation equipment was \$17.33; and in chemicals, \$14.12.**
 - * **NAFTA will lock in the 12,520 Ohio jobs already generated by trade with Mexico, and create new jobs that will offset any job losses by more than six-to-one. The NAFTA is expected to result in a net gain of 3,700 jobs for Ohio.**

Oklahoma and the NAFTA

North American •
Free Trade
Agreement

Canada and Mexico are key export markets for Oklahoma.

- * Canada and Mexico are Oklahoma's first- and fourth-largest export markets. Oklahoma's exports to Canada and Mexico were worth \$797 million in 1992, 144 percent greater than the 1987 level of \$327 million.
- * Manufactured exports to Canada and Mexico support an estimated 20,378 jobs in Oklahoma. Approximately 11,843 of these have been created since 1987 by growth in Oklahoma's manufactured exports to Canada and Mexico.

- Oklahoma's exports to Mexico are growing rapidly.

- * Oklahoma's merchandise exports to Mexico have increased by 186 percent since 1987, rising from \$44 million to \$127 million. This greatly exceeded the growth rate of Oklahoma's exports to the rest of the world (106 percent).

- Increased trade with Mexico since 1987 has strongly benefitted important Oklahoma industries. Most sectors have seen dramatic increases in exports to Mexico, and 13 sectors have seen their exports to Mexico more than double since 1987. Examples:

- primary metals: up 3,404 percent to \$25.5 million.
- transportation equipment: up 1,445 percent to \$10.3 million.
- electric & electronic equipment: up 1,027 percent to \$23.6 million.
- stone, clay, & glass products: up 314 percent to \$6.1 million.

- Reduction of trade barriers under the NAFTA will greatly benefit Oklahoma's leading export industries.

- * For primary metals (\$25.5 million in 1992 exports to Mexico), NAFTA will eliminate tariffs (which average 8.2% on a trade-weighted basis), open up Mexican government procurement, and expand the Mexican economy, increasing infrastructure growth and demand for steel.
- * For electric and electronic equipment (\$23.6 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of up to 20 percent, open up Mexican government procurement, eliminate nontariff barriers in technical standards, and increase intellectual property protection.
- * For industrial machinery and computers (\$15.1 million in 1992 exports to Mexico), NAFTA will eliminate tariffs (e.g. 10-20 percent for computers), improve protection of intellectual property, and open up Mexican government procurement.

Exports.
Better Jobs.
Better Wages.

- * For rubber and plastic products (\$11.1 million in 1992 exports to Mexico), NAFTA will open up Mexican government procurement, and eliminate tariffs of 10-20 percent.
- * For transportation equipment (\$10.3 million in 1992 exports to Mexico), NAFTA will open up Mexican government procurement and eliminate Mexican tariffs, quotas, and local content requirements (which require the use of Mexican instead of U.S. manufacturing components) on auto parts.
- NAFTA will open up Mexican markets to Oklahoma farmers by, for example, eliminating import licenses on corn, wheat, and poultry, and eliminating tariffs (e.g. cattle and beef, 15-25 percent; soybeans and sorghum, 15 percent (seasonal); durum wheat, rye, and oats, 10 percent) either immediately or over time.
- For Oklahoma companies involved in energy and related products, the NAFTA will create significant investment opportunities in petrochemicals, liberalize government procurement, and eliminate tariffs of 10-20 percent on oil and gas field equipment.
- NAFTA contains detailed provisions to eliminate barriers to trade in services, including liberalization of licensing requirements and other restrictions, that will help Oklahoma banking, insurance and other financial services, telecommunications, and engineering and construction companies win more business in the \$146 billion Mexican services market.
- Commitments to clean up environmental hazards and improve environmental protection in Mexico and the border area will stimulate demand for Oklahoma pollution control equipment and services.
- Increased exports to Mexico because of NAFTA mean more high-paying jobs for Oklahoma.
 - * 94 percent of Oklahoma's exports to Mexico are manufacturing exports, which provide jobs paying 17 percent more on average than the average U.S. wage.
 - * This pattern is borne out in specific Oklahoma export industries: for example, the 1991 average hourly wage for production workers in transportation equipment was \$15.52; and in industrial machinery & computers, \$11.31.
 - * NAFTA will lock in the 3,210 Oklahoma jobs already generated by trade with Mexico, and create new jobs that will offset any job losses by more than six-to-one. The NAFTA is expected to result in a net gain of 860 jobs for Oklahoma.



Oregon and the NAFTA

**North American
Free Trade
Agreement**

- Canada and Mexico are important export markets for Oregon.
 - * Canada is Oregon's second-largest export market. Oregon's exports to Canada and Mexico were worth \$1.8 billion in 1992, 259 percent greater than the 1987 level of \$502 million.
 - * Manufactured exports to Canada and Mexico support an estimated 20,479 jobs in Oregon. Approximately 8,709 of these have been created since 1987 by growth in Oregon's manufactured exports to Canada and Mexico.
- Oregon's exports to Mexico are growing rapidly.
 - * Oregon's merchandise exports to Mexico have increased by 452 percent since 1987, rising from \$19 million to \$107 million. This was more than five times the growth rate of Oregon's exports to the rest of the world (82 percent).
- Increased trade with Mexico since 1987 has strongly benefitted important Oregon industries. Most sectors have seen dramatic increases in exports to Mexico, and 18 sectors have seen their exports to Mexico more than double since 1987. Examples:
 - transportation equipment: up 15,308 percent to \$53.0 million.
 - lumber & wood products: up 1,458 percent to \$6.4 million.
 - crops: up 881 percent to \$4.8 million.
 - fabricated metal products: up 561 percent to \$1.5 million.
 - scientific & measuring instruments: up 412 percent to \$5.8 million.
- Reduction of trade barriers under the NAFTA will greatly benefit Oregon's leading export industries.
 - * For transportation equipment (\$53.0 million in 1992 exports to Mexico), NAFTA will open up Mexican government procurement and eliminate Mexican tariffs, quotas, and local content requirements (which require the use of Mexican instead of U.S. manufacturing components) on auto parts.
 - * For industrial machinery and computers (\$19.3 million in 1992 exports to Mexico), NAFTA will eliminate tariffs (e.g. 10-20 percent for computers), improve protection of intellectual property, and open up Mexican government procurement.

**Exports.
Better Jobs.
Better Wages.**

- * For lumber and wood products (\$6.4 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of 10-20 percent and remove non-tariff barriers such as import permits and user fees.
- * For scientific and measuring instruments (\$5.8 million in 1992 exports to Mexico), NAFTA will eliminate Mexican import licenses and tariffs as high as 20 percent, as well as open up Mexican government procurement.
- * For food products (\$1.8 million in 1992 exports to Mexico), NAFTA will reduce tariffs of 10-20 percent and eliminate non-tariff barriers such as import licenses.
- * For primary metals (\$1.5 million in 1992 exports to Mexico), NAFTA will eliminate tariffs (which average 8.2% on a trade-weighted basis), open up Mexican government procurement, and expand the Mexican economy, increasing infrastructure growth and demand for steel.
- NAFTA will open up Mexican markets to Oregon farmers by, for example, eliminating import licenses on potatoes, wheat, and dairy products, and eliminating tariffs (e.g. apples and pears, 20 percent; cattle and beef, 15-25 percent) either immediately or over time.
- NAFTA contains detailed provisions to eliminate barriers to trade in services, including liberalization of licensing requirements and other restrictions, that will help Oregon banking, insurance and other financial services, telecommunications, and engineering and construction companies win more business in the \$146 billion Mexican services market.
- Commitments to clean up environmental hazards and improve environmental protection in Mexico and the border area will stimulate demand for Oregon pollution control equipment and services.
- Increased exports to Mexico because of NAFTA mean more high-paying jobs for Oregon.
 - * 94 percent of Oregon's exports to Mexico are manufacturing exports, which provide jobs paying 17 percent more on average than the average U.S. wage.
 - * This pattern is borne out in specific Oregon export industries: for example, the 1991 average hourly wage for production workers in printing & publishing was \$13.08.
 - * NAFTA will lock in the 2,524 Oregon jobs already generated by trade with Mexico, and create new jobs that will offset any job losses by more than six-to-one. The NAFTA is expected to result in a net gain of 900 jobs for Oregon.

Pennsylvania and the NAFTA

**North American
Free Trade
Agreement**

- **Canada and Mexico are key export markets for Pennsylvania.**
 - * **Canada and Mexico are Pennsylvania's first- and third-largest export markets. Pennsylvania's exports to Canada and Mexico were \$4.3 billion in 1992, 115 percent greater than the 1987 level of \$2 billion.**
 - * **Manufactured exports to Canada and Mexico support an estimated 126,181 Pennsylvania jobs. Approximately 65,952 of these have been created since 1987 by growth in Pennsylvania's exports to Canada and Mexico.**
- **Pennsylvania's exports to Mexico are growing rapidly.**
 - * **Pennsylvania's merchandise exports to Mexico have increased by 310 percent since 1987, rising from \$181 million to \$742 million. This was over three times as great as the growth rate of Pennsylvania's exports to the rest of the world (90 percent).**
- **Increased trade with Mexico since 1987 has strongly benefitted important Pennsylvania industries. Most sectors have seen dramatic increases in exports to Mexico, and 23 sectors have seen their exports more than double since 1987. Examples:**
 - apparel: up 2,148 percent to \$3.5 million.
 - food products: up 1,266 percent to \$31.7 million.
 - textiles: up 1,229 percent to \$11.4 million.
 - primary metals: up 893 percent to \$188.5 million.
 - refined petroleum products: up 558 percent to \$27.5 million
 - electric & electronic equipment: up 547 percent to \$119.3 million.
 - fabricated metal products: up 446 percent to \$23.9 million.
 - transportation equipment: up 227 percent to \$21.9 million.
- **NAFTA's reduction of trade barriers will greatly benefit Pennsylvania's leading export industries.**

**Exports.
Better Jobs.
Better Wages.**

- * **For primary metals (\$188.5 million in 1992 exports to Mexico), NAFTA will eliminate Mexico tariffs averaging 8.2 percent, open up the Mexican government procurement sector (which comprises a substantial share of the Mexican steel market), and expand demand for U.S. steel by expanding the Mexican economy.**
- * **For chemical products and pharmaceuticals (\$119.3 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of 10-20 percent, eliminate nontariff barriers such as import license requirements, open up Mexican government procurement, and improve protection of intellectual property.**

- * For electric & electronic equipment (\$108.8 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of up to 20 percent, open up Mexican government procurement, eliminate nontariff barriers in technical standards, and increase intellectual property protection.
- * For industrial machinery and computers (\$103.1 million in 1992 exports to Mexico), NAFTA will eliminate tariffs (e.g. 10-20% in computers), improve protection of intellectual property, and open up Mexican government procurement.
- * For food products (\$31.7 million in 1992 exports to Mexico), NAFTA will eliminate Mexican tariffs and import licenses.
- NAFTA contains detailed provisions to eliminate barriers to trade in services, including liberalization of licensing requirements and other restrictions, that will help Pennsylvania banks, insurance, and other service companies win business in Mexico's \$146 billion services market.
- NAFTA will open up Mexican markets to Pennsylvania farmers by, for example, eliminating import licenses on dairy products and potatoes, and eliminating tariffs (e.g. beef and cattle, 15-25 percent; apples, 20 percent; oats, 10 percent) either immediately or over time.
- Commitments to clean up environmental hazards and improve environmental protection in Mexico and the border area will stimulate demand for Pennsylvania pollution control equipment and services.
- Increased exports to Mexico because of NAFTA mean more high-paying jobs for Pennsylvania.
 - * 99 percent of Pennsylvania's exports to Mexico are manufacturing exports, which provide jobs paying 17 percent more on average than the average U.S. wage.
 - * This pattern is borne out in specific Pennsylvania export industries: for example, the 1991 average hourly wage for production workers in primary metals industries was \$13.68; in industrial machinery and computers, \$12.51; and in chemical products, \$13.58.
 - * NAFTA will lock in the 22,693 Pennsylvania jobs already generated by trade with Mexico, and create new jobs that will offset any job losses by almost six-to-one. The NAFTA is expected to result in a net gain of 3,000 jobs for Pennsylvania.

Rhode Island and the NAFTA

North American
Free Trade
Agreement

- Canada and Mexico are important export markets for Rhode Island.
 - * Canada and Mexico are Rhode Island's first- and seventh-largest export markets. Rhode Island's exports to Canada and Mexico were worth \$334 million in 1992, 172 percent greater than the 1987 level of \$123 million.
 - * Manufactured exports to Canada and Mexico support an estimated 9,760 jobs in Rhode Island. Approximately 5,546 of these have been created since 1987 by growth in Rhode Island's manufactured exports to Canada and Mexico.
- Rhode Island's exports to Mexico are growing rapidly.
 - * Rhode Island's merchandise exports to Mexico have increased by 182 percent since 1987, rising from \$15 million to \$41 million. This was almost double the growth rate of Rhode Island's exports to the rest of the world (95 percent).
- Increased trade with Mexico since 1987 has strongly benefitted important Rhode Island industries. Most sectors have seen dramatic increases in exports to Mexico, and 18 sectors have seen their exports to Mexico more than double since 1987. Examples:
 - textiles: up 3,729 percent to \$465,000.
 - printing & publishing: up 2,751 percent to \$716,000.
 - scientific & measuring instruments: up 1,113 percent to \$1.2 million.
 - fabricated metal products: up 436 percent to \$959,000.
 - primary metals: up 244 percent to \$5.4 million.
 - chemical products: up 200 percent to \$4.3 million.
 - electric & electronic equipment: up 171 percent to \$5.4 million.
- Reduction of trade barriers under the NAFTA will greatly benefit Rhode Island's leading export industries.
 - * For industrial machinery and computers (\$13.0 million in 1992 exports to Mexico), NAFTA will eliminate tariffs (e.g. 10-20 percent for computers), improve protection of intellectual property, and open up Mexican government procurement.
 - * For electric and electronic equipment (\$5.4 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of up to 20 percent, open up Mexican government procurement, eliminate nontariff barriers in technical standards, and increase intellectual property protection.

Exports.
Better Jobs.
Better Wages.

- For primary metals (\$5.4 million in 1992 exports to Mexico), NAFTA will eliminate tariffs (which average 8.2% on a trade-weighted basis), open up Mexican government procurement, and expand the Mexican economy, increasing infrastructure growth and demand for steel.
- For chemical products (\$4.2 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of 10-20 percent, eliminate non-tariff barriers such as import license requirements, open up Mexican government procurement, and improve protection of intellectual property.
- For scientific and measuring instruments (\$1.2 million in 1992 exports to Mexico), NAFTA will eliminate Mexican import licenses and tariffs as high as 20 percent, as well as open up Mexican government procurement.
- NAFTA contains detailed provisions to eliminate barriers to trade in services, including liberalization of licensing requirements and other restrictions, that will help Rhode Island banking, insurance and other financial services, telecommunications, and engineering and construction companies win more business in the \$146 billion Mexican services market.
- NAFTA will open up Mexican markets to Rhode Island farmers by, for example, eliminating import licenses on eggs, dairy products, and potatoes, and eliminating tariffs (e.g. apples, 20 percent) either immediately or over time.
- Commitments to clean up environmental hazards and improve environmental protection in Mexico and the border area will stimulate demand for Rhode Island pollution control equipment and services.
- Increased exports to Mexico because of NAFTA mean more high-paying jobs for Rhode Island.
 - Over 94 percent of Rhode Island's exports to Mexico are manufacturing exports, which provide jobs paying 17 percent more on average than the average U.S. wage.
 - This pattern is borne out in specific Rhode Island export industries: for example, the 1991 average hourly wage for production workers in printing & publishing was \$12.78; in transportation equipment, \$12.49; in industrial machinery & computers, \$11.79; and in primary metals, \$10.25.
 - NAFTA will lock in the 1,360 Rhode Island jobs already generated by trade with Mexico, and create new jobs that will offset any job losses by more than seven-to-one. The NAFTA is expected to result in a net gain of 650 jobs for Rhode Island.

South Carolina and the NAFTA

**North American
Free Trade
Agreement**

- **Canada and Mexico are important export markets for South Carolina.**
 - * **Canada and Mexico are South Carolina's first- and eleventh-largest export markets. South Carolina's exports to Canada and Mexico were worth \$1.1 billion in 1992, 126 percent greater than the 1987 level of \$487 million.**
 - * **Manufactured exports to Canada and Mexico support an estimated 20,449 jobs in South Carolina. Approximately 11,007 of these have been created since 1987 by growth in South Carolina's manufactured exports to Canada and Mexico.**
- **South Carolina's exports to Mexico are growing rapidly.**
 - * **South Carolina's merchandise exports to Mexico have increased by 295 percent since 1987, rising from \$32 million to \$128 million. This was over twice the growth rate of South Carolina's exports to the rest of the world (108 percent).**
- **Increased trade with Mexico since 1987 has strongly benefitted important South Carolina industries. Most sectors have seen dramatic increases in exports to Mexico, and 18 sectors have seen their exports to Mexico more than double since 1987. Examples:**
 - **fabricated metal products: up 1,222 percent to \$3.9 million.**
 - **paper products: up 844 percent to \$19.1 million.**
 - **transportation equipment: up 713 percent to \$4.9 million.**
 - **electric & electronic equipment: up 476 percent to \$4.6 million.**
 - **textiles: up 471 percent to \$10.1 million.**
- **Reduction of trade barriers under the NAFTA will greatly benefit South Carolina's leading export industries.**
 - * **For rubber and plastic products (\$29.0 million in 1992 exports to Mexico), NAFTA will open up Mexican government procurement, and eliminate tariffs of 10-20 percent.**
 - * **For chemical products and pharmaceuticals (\$21.7 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of 10-20 percent, eliminate non-tariff barriers such as import license requirements, open up Mexican government procurement, and improve protection of intellectual property.**
 - * **For industrial machinery and computers (\$21.1 million in 1992 exports to Mexico), NAFTA will eliminate tariffs (e.g. 10-20 percent for computers), improve protection of intellectual property, and open up Mexican government procurement.**

**Exports.
Better Jobs.
Better Wages.**

- * For paper products (\$19.1 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of 10-20 percent, remove nontariff barriers, and open up Mexican government procurement.
- * For textiles (\$10.1 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of 10-15 percent.
- NAFTA contains detailed provisions to eliminate barriers to trade in services, including liberalization of licensing requirements and other restrictions, that will help South Carolina insurance, financial services, and engineering and construction companies win more business in the \$146 billion Mexican services market.
- NAFTA will open up Mexican markets to South Carolina farmers by, for example, eliminating import licenses on tobacco, corn, poultry, and dairy products, and eliminating tariffs (e.g. tobacco products, 15-20 percent; cattle and beef, 15-25 percent; soybeans, 15 percent (seasonal); cotton and poultry, 10 percent) either immediately or over time.
- The apparel and textile sectors fear NAFTA will lead to a loss of jobs to Mexico.
 - * This fear is unjustified. The NAFTA provides safeguards which allow imposition of protection if domestic producers are seriously injured. Also, some reductions in U.S. tariffs will be phased in only over a ten year period.
 - * In addition, a tough rule of origin will ensure that neither Mexico nor Canada will become a staging ground for exports of non-NAFTA countries to the U.S. In fact, this rule of origin will boost demand for South Carolina cotton and textiles by providing a strong incentive for all three NAFTA countries to source more textiles and fiber in North America, rather than overseas.
- Increased exports to Mexico because of NAFTA mean more high-paying jobs for South Carolina.
 - * 99 percent of South Carolina's exports to Mexico are manufacturing exports, which provide jobs paying 17 percent more on average than the average U.S. wage.
 - * This pattern is borne out in specific South Carolina export industries: for example, the 1991 average hourly wage for production workers in chemicals was \$12.07; and in industrial machinery & computers, \$9.89.
 - * NAFTA will lock in the 2,540 South Carolina jobs already generated by trade with Mexico, and create new jobs that will offset any job losses by more than two-to-one. The NAFTA is expected to result in a net gain of 680 jobs for South Carolina.



South Dakota and the NAFTA

**North American
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- **Canada and Mexico are important export markets for South Dakota.**
 - * **Canada and Mexico are South Dakota's first- and fifth-largest export markets. South Dakota's exports to Canada and Mexico were worth \$122 million in 1992, 221 percent greater than the 1987 level of \$38 million.**
 - * **Manufactured exports to Canada and Mexico support an estimated 3,578 jobs in South Dakota. Approximately 2,419 of these have been created since 1987 by growth in South Dakota's manufactured exports to Canada and Mexico.**
- **South Dakota's exports to Mexico are growing.**
 - * **South Dakota's merchandise exports to Mexico have increased by 40 percent since 1987, rising from \$5.4 million to \$7.5 million.**
- **Increased trade with Mexico since 1987 has benefitted important South Dakota industries, and 8 sectors have seen their exports to Mexico more than double since 1987. Examples:**
 - **transportation equipment: up 27,414 percent to \$1.4 million.**
 - **fabricated metal products: up 26,512 percent to \$426,000.**
 - **industrial machinery & computers: up 189 percent to \$1.7 million.**
 - **livestock: up from \$0.0 million to \$399,000.**
- **Reduction of trade barriers under the NAFTA will greatly benefit South Dakota's leading export industries.**
 - * **For food products (\$2.5 million in 1992 exports to Mexico), NAFTA will reduce tariffs of 10-20 percent and eliminate non-tariff barriers such as import licenses.**
 - * **For industrial machinery and computers (\$1.7 million in 1992 exports to Mexico), NAFTA will eliminate tariffs (e.g. 10-20 percent for computers), improve protection of intellectual property, and open up Mexican government procurement.**
 - * **For transportation equipment (\$1.4 million in 1992 exports to Mexico), NAFTA will open up Mexican government procurement and eliminate Mexican tariffs, quotas, and local content requirements (which require the use of Mexican instead of U.S. manufacturing components) on auto parts.**

**Exports.
Better Jobs.
Better Wages.**

- * For electric and electronic equipment (\$272,000 in 1992 exports to Mexico), NAFTA will eliminate tariffs of up to 20 percent, open up Mexican government procurement, eliminate nontariff barriers in technical standards, and increase intellectual property protection.
- NAFTA will open up Mexican markets to South Dakota farmers by, for example, eliminating import licenses on corn and wheat, and eliminating tariffs (e.g. cattle, 15 percent; beef, 20-25 percent; slaughter hogs (non-pedigree) and pork, 20 percent; sorghum and soybeans, 15 percent (seasonal); oats, 10 percent) either immediately or over time.
- NAFTA contains detailed provisions to eliminate barriers to trade in services, including liberalization of licensing requirements and other restrictions, that will help South Dakota banking, insurance and other financial services, telecommunications, and engineering and construction companies win more business in the \$146 billion Mexican services market.
- Commitments to clean up environmental hazards and improve environmental protection in Mexico and the border area will stimulate demand for South Dakota pollution control equipment and services.
- South Dakota's textiles businesses will benefit from NAFTA's tough rules of origin for textiles and apparel, which ensure that non-NAFTA countries cannot use Mexico or Canada as an export platform into the U.S. These rules provide a strong incentive for manufacturers in all three NAFTA countries to source more textiles in North America, rather than overseas.
- Increased exports to Mexico because of NAFTA mean more high-paying jobs for South Dakota.
 - * 94 percent of South Dakota's exports to Mexico are manufacturing exports, which provide jobs paying 17 percent more on average than the average U.S. wage.
 - * NAFTA will lock in the South Dakota jobs already generated by trade with Mexico, and create new jobs that will offset any job losses by more than nine-to-one.



Tennessee and the NAFTA

North American
Free Trade
Agreement

- Canada and Mexico are Tennessee's most important export markets.
 - * Canada and Mexico are Tennessee's first- and second-largest export markets. Tennessee's exports to Canada and Mexico were worth \$2.2 billion in 1992, 175 percent greater than the 1987 level of \$ 0.8 billion.
 - * Manufactured exports to Canada and Mexico support an estimated 44,309 jobs in Tennessee. Approximately 28,267 of these have been created since 1987 by growth in Tennessee's manufactured exports to Canada and Mexico.
- Tennessee's exports to Mexico are growing rapidly.
 - * Tennessee's merchandise exports to Mexico have increased by 310 percent since 1987, rising from \$100 million to \$414 million. This was more than twice the growth rate of Tennessee's exports to the rest of the world (124 percent).
- Increased trade with Mexico since 1987 has strongly benefitted important Tennessee industries. Most sectors have seen dramatic increases in exports to Mexico, and 20 sectors have seen their exports to Mexico more than double since 1987. Examples:
 - transportation equipment: up 1,430 percent to \$75.2 million.
 - paper products: up 951 percent to \$49.3 million.
 - food products: up 606 percent to \$33.0 million.
 - fabricated metal products: up 399 percent to \$14.8 million.
 - industrial machinery & computers: up 358 percent to \$44.3 million.
 - crops: up 194 percent to 53.4 million.
- Reduction of trade barriers under the NAFTA will greatly benefit Tennessee's leading export industries.
 - * For transportation equipment (\$75.2 million in 1992 exports to Mexico), NAFTA will open up Mexican government procurement and eliminate Mexican tariffs, quotas, and local content requirements (which require the use of Mexican instead of U.S. manufacturing components) on auto parts.
 - * For paper products (\$49.3 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of 10-20 percent, remove nontariff barriers, and open up Mexican government procurement.

Exports.
Better Jobs.
Better Wages.

- * For industrial machinery and computers (\$44.3 million in 1992 exports to Mexico), NAFTA will eliminate tariffs (e.g. 10-20 percent for computers), improve protection of intellectual property, and open up Mexican government procurement.
- * For food products (\$33.0 million in 1992 exports to Mexico), NAFTA will reduce tariffs of 10-20 percent and eliminate non-tariff barriers such as import licenses.
- * For chemical products (including agricultural chemicals) (\$28.1 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of 10-20 percent, eliminate non-tariff barriers such as import license requirements, open up Mexican government procurement, and improve protection of intellectual property.
- NAFTA contains detailed provisions to eliminate barriers to trade in services, including liberalization of licensing requirements and other restrictions, that will help Tennessee banking, insurance and other financial services, telecommunications, and engineering and construction companies win more business in the \$146 billion Mexican services market.
- NAFTA will open up Mexican markets to Tennessee farmers by, for example, eliminating import licenses on dairy products and tobacco, and eliminating tariffs (e.g. cattle and beef, 15-25 percent; soybeans, 15 percent (seasonal); tobacco products, 15-20 percent) either immediately or over time.
- Commitments to clean up environmental hazards and improve environmental protection in Mexico and the border area will stimulate demand for Tennessee pollution control equipment and services.
- Tennessee's auto parts industry will benefit from the NAFTA's rules of origin for automobiles. These rules provide a strong incentive for manufacturers in all three NAFTA countries to source more parts and components in North America, rather than overseas.
- Increased exports to Mexico because of NAFTA mean more high-paying jobs for Tennessee.
 - * 84 percent of Tennessee's exports to Mexico are manufacturing exports, which provide jobs paying 17 percent more on average than the average U.S. wage.
 - * This pattern is borne out in specific Tennessee export industries: for example, the 1991 average hourly wage for production workers in chemicals was \$13.02; in primary metal industries, \$12.02; in rubber & plastic products, \$10.79; and in fabricated metal products, \$10.74.
 - * NAFTA will lock in the 7,259 Tennessee jobs already generated by trade with Mexico, and create new jobs that will offset any job losses by more than three-to-one. The NAFTA is expected to result in a net gain of 1,560 jobs for Tennessee.



Texas and the NAFTA

**North American
Free Trade
Agreement**

- Mexico and Canada are Texas' main export markets.
 - * Mexico and Canada are Texas' first- and second-largest export markets. Texas' exports to Mexico and Canada were worth \$22 billion in 1992, 156 percent greater than the 1987 level of \$8.6 billion.
 - * Exports to Canada and Mexico support an estimated 389,556 Texas jobs. An estimated 238,803 of these have been created since 1987 by growth in Texas' manufactured exports to Canada and Mexico.
- Texas' exports to Mexico are growing rapidly.
 - * Texas' merchandise exports to Mexico have increased by 191 percent since 1987, rising from \$6.5 billion to \$18.8 billion. This was almost three times the growth rate of Texas's exports to the rest of the world (65 percent).
- Increased trade with Mexico since 1987 has strongly benefitted important Texas industries. Most sectors have seen dramatic increases in exports to Mexico, and twenty-three sectors have seen their exports to Mexico more than double since 1987. Examples:
 - furniture & fixtures: up 630 percent to \$474.9 million.
 - primary metals: up 622 percent to \$1.5 billion.
 - transportation equipment: up 459 percent to \$2.7 billion.
 - food products: up 360 percent to \$860.3 million.
 - scientific & measuring instruments: up 317 percent to \$611.5 million.
 - livestock: up 278 percent to \$97.5 million.
 - apparel: up 274 percent to \$513.7 million.
 - fabricated metal products: up 257 percent to \$1.0 billion.
- Reduction of trade barriers under the NAFTA will greatly benefit Texas's leading export industries.
 - * For electric and electronic equipment (\$4.1 billion in 1992 exports to Mexico), NAFTA will eliminate tariffs of up to 20 percent, open up Mexican government procurement, eliminate nontariff barriers in technical standards, and increase intellectual property protection.
 - * For transportation equipment (\$2.7 billion in 1992 exports to Mexico), NAFTA will open up Mexican government procurement and eliminate Mexican tariffs, quotas, and local content requirements (which require the use of Mexican instead of U.S. manufacturing components) on auto parts.

**Exports.
Better Jobs.
Better Wages.**

- * For industrial machinery and computers (\$2.0 billion in 1992 exports to Mexico), NAFTA will eliminate tariffs (e.g. 10-20 percent for computers), improve protection of intellectual property, and open up Mexican government procurement.
- * For primary metals (\$1.5 billion in 1991 exports to Mexico), NAFTA will eliminate tariffs (which average 8.2% on a trade-weighted basis), open up Mexican government procurement, and expand the Mexican economy, increasing infrastructure growth and demand for steel.
- * For chemical products and pharmaceuticals (\$1.0 billion in 1992 exports to Mexico), NAFTA will eliminate tariffs of 10-20 percent, eliminate non-tariff barriers such as import license requirements, open up Mexican government procurement, and improve protection of intellectual property.
- For Texas companies involved in energy and related products, the NAFTA will create significant investment opportunities in petrochemicals, liberalize government procurement, and eliminate tariffs of 10-20 percent on oil and gas field equipment.
- NAFTA contains detailed provisions to eliminate barriers to trade in services, including liberalization of licensing requirements and other restrictions, that will help Texas financial services and insurance, telecommunications, construction and engineering, and wholesale and distribution companies win more business in the \$146 billion Mexican services market.
- Some agricultural interests fear that with the NAFTA, Mexican producers will displace U.S. growers. This fear is unjustified.
 - * Current U.S. tariffs on many Mexican agricultural products are already extremely low. Their elimination will not have much of an effect on the U.S. market.
 - * The NAFTA contains special provisions to protect sensitive agricultural products. For example, special seasonal safeguards and 10 to 15 year transition periods are included to ease the transition to free trade for winter fruits and vegetables.
 - * Overall, Texas' agricultural exports to Mexico already have increased by 216 percent since 1987, and they will increase even more with NAFTA. NAFTA will open up Mexican markets to Texas farmers by, for example, eliminating import licenses on dairy products and poultry, and eliminating tariffs (e.g. cattle and beef, 15-25 percent; sorghum, 15 percent (seasonal); cotton, 10 percent) either immediately or over time.
 - * Agriculture accounts for only two percent of the Texas economy. In light of the clear gains for manufacturing and services, it hardly makes sense for Texans to oppose NAFTA because of agriculture, some sectors of which will benefit from NAFTA and other sectors of which will be significantly protected by NAFTA.

- Environmentalists may criticize the NAFTA for not paying enough attention to the environment. This criticism is unjustified.
 - * The environment continues to be a major concern of all the governments involved. Mexico and the U.S. have a comprehensive plan for border cleanup and infrastructure, and are committing substantial resources for this project.
 - Mexico has committed to spend \$460 million over the next three years on border cleanup, and \$160 million in 1992 alone on environmental infrastructure projects in the border region.
 - The U.S. spent \$138 million in 1992 on border pollution cleanup, and will spend a similar amount in 1993.
 - Both countries have increasingly engaged in joint environmental enforcement. Infrastructure plans include new sewage treatment facilities and 10 to 12 new international bridges.
 - * NAFTA and the resulting economic development will lead to stricter environmental standards and enforcement in Mexico.
 - * In fact, commitments to clean up environmental hazards and improve environmental protection in Mexico and the border area will stimulate demand for Texas pollution control equipment and services.
 - * Texas' interest in protecting the health and safety of its citizens will not be impaired by the NAFTA. The NAFTA will allow state governments to maintain and even strengthen environmental, safety, and health standards, including sanitary and phytosanitary requirements for agricultural products.
- Increased exports to Mexico because of NAFTA mean more high-paying jobs for Texas.
 - * 93 percent of Texas's exports to Mexico are manufacturing exports, which provide jobs paying 17 percent more on average than the average U.S. wage.
 - * This pattern is borne out in specific Texas export industries: for example, the 1991 average hourly wage for production workers in transportation equipment was \$14.32; in electric & electronic equipment, \$11.25; in primary metals, \$11.51; and in chemicals, \$16.87.
 - * NAFTA will lock in the 327,075 Texas jobs already generated by trade with Mexico, and create new jobs that will offset any job losses by almost six-to-one. The NAFTA is expected to result in a net gain of 6,800 jobs for Texas.



Utah and the NAFTA

**North American
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- **Canada and Mexico are important export markets for Utah.**
 - * **Canada is Utah's fourth-largest export market. Utah's exports to Canada and Mexico were worth \$388 million in 1992, 63 percent greater than the 1987 level of \$238 million.**
 - * **Manufactured exports to Canada and Mexico support an estimated 11,721 jobs in Utah. Approximately 3,977 of these have been created since 1987 by growth in Alabama's manufactured exports to Canada and Mexico.**
- **Increased trade with Mexico since 1987 has benefitted important Utah industries. Many sectors have seen dramatic increases in exports to Mexico, and 14 sectors have seen their exports to Mexico more than double since 1987. Examples:**
 - food products: up 3,188 percent to \$4.9 million.
 - scientific & measuring instruments: up 2,054 percent to \$6.9 million.
 - primary metals: up 687 percent to \$3.1 million.
 - chemical products: up 383 percent to \$999,000.
 - fabricated metal products: up 128 percent to \$857,000.
- **Reduction of trade barriers under the NAFTA will greatly benefit Utah's leading export industries.**
 - * **For scientific and measuring instruments (\$6.9 million in 1992 exports to Mexico), NAFTA will eliminate Mexican import licenses and tariffs as high as 20 percent, as well as open up Mexican government procurement.**
 - * **For food products (\$4.9 million in 1992 exports to Mexico), NAFTA will reduce tariffs of 10-20 percent and eliminate non-tariff barriers such as import licenses.**
 - * **For industrial machinery and computers (\$3.4 million in 1992 exports to Mexico), NAFTA will eliminate tariffs (e.g. 10-20 percent for computers), improve protection of intellectual property, and open up Mexican government procurement.**
 - * **For primary metals (\$3.1 million in 1992 exports to Mexico), NAFTA will eliminate tariffs (which average 8.2% on a trade-weighted basis), open up Mexican government procurement, and expand the Mexican economy, increasing infrastructure growth and demand for steel.**

**Exports.
Better Jobs.
Better Wages.**

- * For electric and electronic equipment (\$1.3 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of up to 20 percent, open up Mexican government procurement, eliminate nontariff barriers in technical standards, and increase intellectual property protection.
- * For chemical products and pharmaceuticals (\$1.0 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of 10-20 percent, eliminate non-tariff barriers such as import license requirements, open up Mexican government procurement, and improve protection of intellectual property.
- NAFTA contains detailed provisions to eliminate barriers to trade in services, including liberalization of licensing requirements and other restrictions, that will help Utah banking, insurance and other financial services, telecommunications, and engineering and construction companies win more business in the \$146 billion Mexican services market.
- NAFTA will open up Mexican markets to Utah farmers by, for example, eliminating import licenses on corn, wheat, barley, potatoes, and dairy products, and eliminating tariffs (e.g. cattle and beef, 15-25 percent; apples, 20 percent; barley, 5 percent) either immediately or over time.
- Commitments to clean up environmental hazards and improve environmental protection in Mexico and the border area will stimulate demand for Utah pollution control equipment and services.
- Utah's auto parts industry will benefit from NAFTA's rules of origin for automobiles. These rules, which guarantee that non-NAFTA countries cannot use Mexico or Canada as an export platform into the U.S., will provide a strong incentive for manufacturers in all three NAFTA countries to source more auto parts and components in North America.
- Increased exports to Mexico because of NAFTA mean more high-paying jobs for Utah.
 - * 96 percent of Utah's exports to Mexico are manufacturing exports, which provide jobs paying 17 percent more on average than the average U.S. wage.
 - * This pattern is borne out in specific Utah export industries: for example, the 1991 average hourly wage for production workers in transportation equipment was \$13.62; and in primary metals, \$13.59.
 - * NAFTA will lock in the 841 Utah jobs already generated by trade with Mexico, and create new jobs that will offset any job losses by more than six-to-one. The NAFTA is expected to result in a net gain of 680 jobs for Utah.

Vermont and the NAFTA

**North American
Free Trade
Agreement**

- **Canada and Mexico are important export markets for Vermont.**
 - * **Canada and Mexico are Vermont's first- and sixth-largest export markets. Vermont's exports to Canada and Mexico were worth \$2.4 billion in 1992, 500 percent greater than the 1987 level of \$0.4 billion.**
 - * **Manufactured exports to Canada and Mexico support an estimated 58,206 jobs in Vermont. Approximately 48,496 of these have been created since 1987 by growth in Vermont's manufactured exports to Canada and Mexico.**
- **Vermont's exports to Mexico are growing at a phenomenal pace.**
 - * **Vermont's merchandise exports to Mexico have increased by 723 percent since 1987, rising from \$2.6 million to \$21 million. This was well over twice the growth rate of Vermont's exports to the rest of the world (284 percent).**
- **Increased trade with Mexico since 1987 has strongly benefitted important Vermont industries. Most sectors have seen dramatic increases in exports to Mexico, and 19 sectors have seen their exports to Mexico more than double since 1987. Examples:**
 - **electric & electronic equipment: up 2,515 percent to \$8.2 million.**
 - **primary metals: up 1,011 percent to \$1.0 million.**
 - **paper products: up 692 percent to \$4.4 million.**
 - **chemical products: up 684 percent to \$1.3 million.**
 - **industrial machinery & computers: up 303 percent to \$1.2 million.**
- **Reduction of trade barriers under the NAFTA will greatly benefit Vermont's leading export industries.**
 - * **For electric and electronic equipment (\$8.2 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of up to 20 percent, open up Mexican government procurement, eliminate nontariff barriers in technical standards, and increase intellectual property protection.**
 - * **For paper products (\$4.4 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of 10-20 percent, remove nontariff barriers, and open up Mexican government procurement.**

**Exports.
Better Jobs.
Better Wages.**

- * For chemical products and pharmaceuticals (\$1.3 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of 10-20 percent, eliminate non-tariff barriers such as import license requirements, open up Mexican government procurement, and improve protection of intellectual property.
 - * For industrial machinery and computers (\$1.2 million in 1992 exports to Mexico), NAFTA will eliminate tariffs (e.g. 10-20 percent for computers), improve protection of intellectual property, and open up Mexican government procurement.
 - * For food products (\$1.0 million in 1992 exports to Mexico), NAFTA will reduce tariffs of 10-20 percent and eliminate non-tariff barriers such as import licenses.
 - * For primary metals (\$1.0 million in 1992 exports to Mexico), NAFTA will eliminate tariffs (which average 8.2% on a trade-weighted basis), open up Mexican government procurement, and expand the Mexican economy, increasing infrastructure growth and demand for steel.
- NAFTA will open up Mexican markets to Vermont farmers by, for example, eliminating import licenses on corn and dairy products, and eliminating tariffs (e.g. apples, 20 percent; beef, 20-25 percent; cattle, 15 percent) either immediately or over time.
 - NAFTA contains detailed provisions to eliminate barriers to trade in services, including liberalization of licensing requirements and other restrictions, that will help Vermont banking, insurance and other financial services, and engineering and construction companies win more business in the \$146 billion Mexican services market.
 - Increased exports to Mexico because of NAFTA mean more high-paying jobs for Vermont.
 - * 94 percent of Vermont's exports to Mexico are manufacturing exports, which provide jobs paying 17 percent more on average than the average U.S. wage.
 - * This pattern is borne out in specific Vermont export industries: for example, the 1991 average hourly wage for production workers in electric & electronic equipment was \$12.88; and in industrial machinery & computers, \$11.43.
 - * NAFTA will lock in the 494 Vermont jobs already generated by trade with Mexico, and create new jobs that will offset any job losses by more than two-to-one.



Virginia and the NAFTA

**North American
Free Trade
Agreement**

- **Canada and Mexico are important export markets for Virginia.**
 - * **Canada is Virginia's largest export market. Virginia's exports to Canada and Mexico were worth \$1.1 billion in 1992, 76 percent greater than the 1987 level of \$623 million.**
 - * **Manufactured exports to Canada and Mexico support an estimated 21,185 jobs in Virginia. Approximately 8,681 of these have been created since 1987 by growth in Virginia's manufactured exports to Canada and Mexico.**
- **Virginia's exports to Mexico are growing rapidly.**
 - * **Virginia's merchandise exports to Mexico have increased by 286 percent since 1987, rising from \$41 million to \$158 million. This was five times the growth rate of Virginia's exports to the rest of the world (57 percent).**
- **Increased trade with Mexico since 1987 has strongly benefitted important Virginia industries. Most sectors have seen dramatic increases in exports to Mexico, and 19 sectors have seen their exports to Mexico more than double since 1987. Examples:**
 - **paper products: up 5,296 percent to \$6.1 million.**
 - **transportation equipment: up 2,494 percent to \$41.7 million.**
 - **food products: up 1,113 percent to \$13.9 million.**
 - **textiles: up 771 percent to \$2.8 million.**
 - **industrial machinery & computers: up 349 percent to \$28.7 million.**
 - **primary metals: up 228 percent to \$12.5 million.**
- **Reduction of trade barriers under the NAFTA will greatly benefit Virginia's leading export industries.**
 - * **For transportation equipment (\$41.7 million in 1992 exports to Mexico), NAFTA will open up Mexican government procurement and eliminate Mexican tariffs, quotas, and local content requirements (which require the use of Mexican instead of U.S. manufacturing components) on auto parts.**
 - * **For industrial machinery and computers (\$28.7 million in 1992 exports to Mexico), NAFTA will eliminate tariffs (e.g. 10-20 percent for computers), improve protection of intellectual property, and open up Mexican government procurement.**

**Exports.
Better Jobs.
Better Wages.**

- * For chemical products and pharmaceuticals (\$21.2 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of 10-20 percent, eliminate non-tariff barriers such as import license requirements, open up Mexican government procurement, and improve protection of intellectual property.
- * For food products (\$13.9 million in 1992 exports to Mexico), NAFTA will reduce tariffs of 10-20 percent and eliminate non-tariff barriers such as import licenses.
- * For primary metals (\$12.5 million in 1992 exports to Mexico), NAFTA will eliminate tariffs (which average 8.2% on a trade-weighted basis), open up Mexican government procurement, and expand the Mexican economy, increasing infrastructure growth and demand for steel.
- * For electric and electronic equipment (\$8.0 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of up to 20 percent, open up Mexican government procurement, eliminate nontariff barriers in technical standards, and increase intellectual property protection.
- NAFTA contains detailed provisions to eliminate barriers to trade in services, including liberalization of licensing requirements and other restrictions, that will help Virginia insurance, financial services, and engineering and construction companies win more business in the \$146 billion Mexican services market.
- NAFTA will open up Mexican markets to Virginia farmers by, for example, eliminating import licenses on tobacco, poultry, and dairy products, and eliminating tariffs (e.g. tobacco products, 15-20 percent; cattle and beef, 15-25 percent; soybeans, 15 percent (seasonal); poultry, 10 percent) either immediately or over time.
- Commitments to clean up environmental hazards and improve environmental protection in Mexico and the border area will stimulate demand for Virginia pollution control equipment and services.
- Increased exports to Mexico because of NAFTA mean more high-paying jobs for Virginia.
 - * 98 percent of Virginia's exports to Mexico are manufacturing exports, which provide jobs paying 17 percent more on average than the average U.S. wage.
 - * This pattern is borne out in specific Virginia export industries: for example, the 1991 average hourly wage for production workers in chemicals was \$13.88; in publishing, \$11.30; in fabricated metals, \$10.99; and in primary metals, \$10.86
 - * NAFTA will lock in the 3,254 Virginia jobs already generated by trade with Mexico, and create new jobs that will offset any job losses by more than four-to-one. The NAFTA is expected to result in a net gain of 1,600 jobs for Virginia.



Washington and the NAFTA

North American
Free Trade
Agreement

- Canada and Mexico are important export markets for Washington.
 - * Canada is Washington's fourth-largest export market. Washington's exports to Canada and Mexico were worth \$2.6 billion in 1992, 100 percent greater than the 1987 level of \$1.3 billion.
 - * Manufactured exports to Canada and Mexico support an estimated 22,443 jobs in Washington. Approximately 10,824 of these have been created since 1987 by growth in Washington's manufactured exports to Canada and Mexico.
- Washington's exports to Mexico are growing rapidly.
 - * Washington's merchandise exports to Mexico have increased by 578 percent since 1987, rising from \$83 million to \$565 million. This was over four times the growth rate of Washington's exports to the rest of the world (132 percent).
- Increased trade with Mexico since 1987 has strongly benefitted important Washington industries. Most sectors have seen dramatic increases in exports to Mexico, and 23 sectors have seen their exports to Mexico more than double since 1987. Examples:
 - crops: up 1,781 percent to \$24.0 million.
 - electric & electronic equipment: up 804 percent to \$15.9 million.
 - transportation equipment: up 739 percent to \$422.0 million.
 - scientific & measuring instruments: up 431 percent to \$5.8 million.
 - industrial machinery & computers: up 424 percent to \$12.9 million.
 - paper products: up 295 percent to \$37.2 million.
- Reduction of trade barriers under the NAFTA will greatly benefit Washington's leading export industries.
 - * For transportation equipment (\$422.0 million in 1992 exports to Mexico), NAFTA will open up Mexican government procurement and eliminate Mexican tariffs, quotas, and local content requirements (which require the use of Mexican instead of U.S. manufacturing components) on auto parts.
 - * For paper products (\$37.2 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of 10-20 percent and remove nontariff barriers.

Exports.
Better Jobs.
Better Wages.

- * For electric and electronic equipment (\$15.9 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of up to 20 percent, open up Mexican government procurement, eliminate nontariff barriers in technical standards, and increase intellectual property protection.
- * For food products (\$14.3 million in 1992 exports to Mexico), NAFTA will reduce tariffs of 10-20 percent and eliminate non-tariff barriers such as import licenses.
- * For industrial machinery and computers (\$12.9 million in 1992 exports to Mexico), NAFTA will eliminate tariffs (e.g. 10-20 percent for computers), improve protection of intellectual property, and open up Mexican government procurement.
- NAFTA requires Canada and Mexico to make major improvements in their protection of intellectual property rights, which will greatly benefit Washington software and pharmaceutical companies.
- NAFTA contains detailed provisions to eliminate barriers to trade in services, including liberalization of licensing requirements and other restrictions, that will help Washington health service, telecommunications, construction & engineering, and insurance and financial service companies win more business in the \$146 billion Mexican services market.
- NAFTA will open up Mexican markets to Washington farmers by, for example, eliminating import licenses on wheat, potatoes, and dairy products, and eliminating tariffs (e.g. apples & pears, 20 percent; cattle and beef, 15-25 percent; durum wheat, 10 percent) either immediately or over time.
- Increased exports to Mexico because of NAFTA mean more high-paying jobs for Washington.
 - * 95 percent of Washington's exports to Mexico are manufacturing exports, which provide jobs paying 17 percent more on average than the average U.S. wage.
 - * This pattern is borne out in specific Washington export industries: for example, the 1991 average hourly wage for production workers in transportation equipment was \$15.92, and in chemicals, \$15.38.
 - * NAFTA will lock in the 5,388 Washington jobs already generated by trade with Mexico, and create new jobs that will offset any job losses by six-to-one.

West Virginia and the NAFTA

North American Free Trade Agreement

- Canada and Mexico are important export markets for West Virginia.
 - * Canada and Mexico are West Virginia's first- and twelfth-largest export markets. West Virginia's exports to Canada and Mexico were worth \$305 million in 1992.
 - * Manufactured exports to Canada and Mexico support an estimated 5,363 jobs in West Virginia.
- West Virginia's exports to Mexico are growing rapidly.
 - * West Virginia's merchandise exports to Mexico have increased by 158 percent since 1988, rising from \$19 million to \$49 million. This was over 4 times the growth rate of West Virginia's exports to the rest of the world (37 percent).
- Increased trade with Mexico since 1988 has strongly benefitted important West Virginia industries. Many sectors have seen dramatic increases in exports to Mexico, and 9 sectors have seen their exports to Mexico more than double since 1988. Examples of this increase in exports:
 - primary metals: up 724 percent to \$14.2 million.
 - industrial machinery & computers: up 305 percent to \$1.0 million.
 - rubber & plastic products: up 252 percent to \$1.1 million.
 - fabricated metal products: up 233 percent to \$1.2 million.
 - transportation equipment: up 223 percent to \$494,000.
- Reduction of trade barriers under the NAFTA will greatly benefit West Virginia's leading export industries.
 - * For chemical products (\$28.8 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of 10-20 percent, eliminate non-tariff barriers such as import license requirements, open up Mexican government procurement, and improve protection of intellectual property.
 - * For primary metals (\$14.2 million in 1992 exports to Mexico), NAFTA will eliminate tariffs (which average 8.2% on a trade-weighted basis), open up Mexican government procurement, and expand the Mexican economy, increasing infrastructure growth and demand for steel.

Exports.
Better Jobs.
Better Wages.

- * For rubber and plastic products (\$1.1 million in 1992 exports to Mexico), NAFTA will open up Mexican government procurement, and eliminate tariffs of 10-20 percent.
- * For industrial machinery and computers (\$1.0 million in 1992 exports to Mexico), NAFTA will eliminate tariffs (e.g. 10-20 percent for computers), improve protection of intellectual property, and open up Mexican government procurement.
- * For transportation equipment (\$494,000 in 1992 exports to Mexico), NAFTA will open up Mexican government procurement and eliminate Mexican tariffs, quotas, and local content requirements (which require the use of Mexican instead of U.S. manufacturing components) on auto parts.
- NAFTA will open up Mexican markets to West Virginia farmers by, for example, eliminating import licenses on poultry, eggs, dairy products, corn, wheat, and tobacco, and eliminating tariffs (e.g. cattle and beef, 15-25 percent; poultry, 10 percent; apples, 20 percent; tobacco products, 15-20 percent; oats and durum wheat, 10 percent) either immediately or over time.
- NAFTA contains detailed provisions to eliminate barriers to trade in services, including liberalization of licensing requirements and other restrictions, that will help West Virginia banks and engineering and construction companies win more business in the \$146 billion Mexican services market.
- Increased exports to Mexico because of NAFTA mean more high-paying jobs for West Virginia.
 - * 99 percent of West Virginia's exports to Mexico are manufacturing exports, which provide jobs paying 17 percent more on average than the average U.S. wage.
 - * This pattern is borne out in specific West Virginia export industries: for example, the 1991 average hourly wage for production workers in chemical products was \$16.12; in primary metal industries, \$14.84; and in industrial machinery & computers, \$12.03
 - * NAFTA will lock in the 998 West Virginia jobs already generated by trade with Mexico, and create new jobs that will offset any job losses by more than five-to-one. The NAFTA is expected to result in a net gain of over 330 jobs for West Virginia.

Wisconsin and the NAFTA

North American Free Trade Agreement

- Canada and Mexico are important export markets for Wisconsin.
 - * Canada and Mexico are Wisconsin's first- and seventh-largest export markets. Wisconsin's exports to Canada and Mexico were worth \$2.3 billion in 1992, 53 percent greater than the 1987 level of \$1.5 billion.
 - * Manufactured exports to Canada and Mexico support an estimated 54,873 jobs in Wisconsin. Approximately 19,399 of these have been created since 1987 by growth in Wisconsin's manufactured exports to Canada and Mexico.
- Wisconsin's exports to Mexico are growing rapidly.
 - * Wisconsin's merchandise exports to Mexico have increased by 223 percent since 1987, rising from \$77 million to \$250 million. This was three times the growth rate of Wisconsin's exports to the rest of the world (73 percent).
- Increased trade with Mexico since 1987 has strongly benefitted important Wisconsin industries. Most sectors have seen dramatic increases in exports to Mexico, and 20 sectors have seen their exports to Mexico more than double since 1987. Examples:
 - paper products: up 1,631 percent to \$13.7 million.
 - scientific & measuring instruments: up 1,009 percent to \$23.0 million.
 - fabricated metal products: up 1,002 percent to \$13.5 million.
 - livestock: up 611 percent to \$7.0 million.
 - electric & electronic equipment: up 338 percent to \$19.5 million.
 - industrial machinery & computers: up 166 percent to \$106.0 million.
 - food products: up 165 percent to \$21.7 million.
- Reduction of trade barriers under the NAFTA will greatly benefit Wisconsin's leading export industries.
 - * For industrial machinery and computers (\$106.0 million in 1992 exports to Mexico), NAFTA will eliminate tariffs (e.g. 10-20 percent for computers), improve protection of intellectual property, and open up Mexican government procurement.
 - * For scientific and measuring instruments (\$23.0 million in 1992 exports to Mexico), NAFTA will eliminate Mexican import licenses and tariffs as high as 20 percent, as well as open up Mexican government procurement.
 - * For food products (\$21.7 million in 1992 exports to Mexico), NAFTA will reduce tariffs of 10-20 percent and eliminate non-tariff barriers such as import licenses.

Exports. Better Jobs. Better Wages.

- * For electric and electronic equipment (\$19.5 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of up to 20 percent, open up Mexican government procurement, eliminate nontariff barriers in technical standards, and increase intellectual property protection.
- * For paper products (\$13.7 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of 10-20 percent, remove nontariff barriers, and open up Mexican government procurement.
- * For transportation equipment (\$8.0 million in 1992 exports to Mexico), NAFTA will open up Mexican government procurement and eliminate Mexican tariffs, quotas, and local content requirements (which require the use of Mexican instead of U.S. manufacturing components) on auto parts.
- NAFTA will open up Mexican markets to Wisconsin farmers by, for example, eliminating import licenses on dairy products, corn, dry beans, and potatoes, and eliminating tariffs (e.g. evaporated milk and cheeses, 20 percent; slaughter hogs (non-pedigree) and pork, 20 percent; cattle and beef, 15-25 percent) either immediately or over time.
- NAFTA contains detailed provisions to eliminate barriers to trade in services, including liberalization of licensing requirements and other restrictions, that will help Wisconsin banking, insurance and other financial services, telecommunications, and engineering and construction companies win more business in the \$146 billion Mexican services market.
- Wisconsin's auto parts industry will benefit from NAFTA's rules of origin for autos, which ensure that non-NAFTA countries cannot use Mexico or Canada as an export platform into the U.S. These rules provide a strong incentive for manufacturers in all three NAFTA countries to source more parts and components in North America, rather than overseas.
- Increased exports to Mexico because of NAFTA mean more high-paying jobs for Wisconsin.
 - * 95 percent of Wisconsin's exports to Mexico are manufacturing exports, which provide jobs paying 17 percent more on average than the average U.S. wage.
 - * This pattern is borne out in specific Wisconsin export industries: for example, the 1991 average hourly wage for production workers in transportation equipment was \$15.14; in industrial machinery & computers, \$12.08; and in scientific & measuring equipment, \$11.98.
 - * NAFTA will lock in the 5,913 Wisconsin jobs already generated by trade with Mexico, and create new jobs that will offset any job losses by almost six-to-one. The NAFTA is expected to result in a net gain of 1,600 jobs for Wisconsin.



Alabama and the NAFTA

**North American
Free Trade
Agreement**

- **Canada and Mexico are key export markets for Alabama.**
 - * **Canada and Mexico are Alabama's first- and third-largest export markets. Alabama's exports to Canada and Mexico were worth \$978 million in 1992, 84 percent greater than the 1987 level of \$531 million.**
 - * **Manufactured exports to Canada and Mexico support an estimated 26,523 jobs in Alabama. Approximately 12,139 of these have been created since 1987 by growth in Alabama's manufactured exports to Canada and Mexico.**
- **Alabama's exports to Mexico are growing rapidly.**
 - * **Alabama's merchandise exports to Mexico have increased by 230 percent since 1987, rising from \$80 million to \$264 million. This was almost four times the growth rate of Alabama's exports to the rest of the world (61 percent).**
- **Increased trade with Mexico since 1987 has strongly benefitted important Alabama industries. Most sectors have seen dramatic increases in exports to Mexico, and 15 sectors have seen their exports to Mexico more than double since 1987. Examples:**
 - apparel: up 20,434 percent to \$23.4 million.
 - transportation equipment: up 9,462 percent to \$74.5 million.
 - electric & electronic equipment: up 1,749 percent to \$48.1 million.
 - textiles: up 1,552 percent to \$3.5 million.
 - rubber & plastic products: up 1,024 percent to \$4.2 million.
- **Reduction of trade barriers under the NAFTA will greatly benefit Alabama's leading export industries.**
 - * **For transportation equipment (\$74.5 million in 1992 exports to Mexico), NAFTA will open up Mexican government procurement and eliminate Mexican tariffs, quotas, and local content requirements (which require the use of Mexican instead of U.S. manufacturing components) on auto parts.**
 - * **For electric and electronic equipment (\$48.1 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of up to 20 percent, open up Mexican government procurement, eliminate nontariff barriers in technical standards, and increase intellectual property protection.**

**Exports.
Better Jobs.
Better Wages.**

- * For primary metals (\$31.9 million in 1992 exports to Mexico), NAFTA will eliminate tariffs (which average 8.2% on a trade-weighted basis), open up Mexican government procurement, and expand the Mexican economy, increasing infrastructure growth and demand for steel.
- * For chemical products (including petrochemicals) (\$20.8 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of 10-20 percent, eliminate non-tariff barriers such as import license requirements, open up Mexican government procurement, and improve protection of intellectual property.
- * For paper products (\$17.2 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of 10-20 percent, remove nontariff barriers, and open up Mexican government procurement.
- NAFTA contains detailed provisions to eliminate barriers to trade in services, including liberalization of licensing requirements and other restrictions, that will help Alabama banking, insurance and other financial services, telecommunications, and engineering and construction companies win more business in the \$146 billion Mexican services market.
- NAFTA will open up Mexican markets to Alabama farmers by, for example, eliminating import licenses on eggs, poultry, and dairy products, and eliminating tariffs (e.g. cattle and beef, 15-25 percent; soybeans, 15 percent (seasonal); cotton, 10 percent; poultry, 10 percent) either immediately or over time.
- Alabama's textile and apparel sectors fear NAFTA will lead to a loss of jobs to Mexico.
 - * This fear is unjustified. The NAFTA provides safeguards which allow imposition of protection if domestic producers are seriously injured. Also, some reductions in U.S. tariffs will be phased in only over a ten year period.
 - * In addition, tough rules of origin will ensure that neither Mexico nor Canada will become a staging ground for exports of non-NAFTA countries to the U.S. In fact, these rules will benefit Alabama's textiles sector by providing a strong incentive for manufacturers in all three NAFTA countries to source more textiles in North America, rather than overseas.
- Increased exports to Mexico because of NAFTA mean more high-paying jobs for Alabama.
 - * 98 percent of Alabama's exports to Mexico are manufacturing exports, which provide jobs paying 17 percent more on average than the average U.S. wage.
 - * This pattern is borne out in specific Alabama export industries: for example, the 1991 average hourly wage for production workers in chemicals was \$14.94; in transportation equipment, \$13.81; and in industrial machinery & computers, \$10.32.
 - * NAFTA will lock in the 7,233 Alabama jobs already generated by trade with Mexico, and create new jobs that will offset any job losses by over two-to-one. The NAFTA is expected to result in a net gain of 670 jobs for Alabama.

Alaska and the NAFTA

North American Free Trade Agreement

- Canada and Mexico are important export markets for Alaska.
 - * Canada is Alaska's largest export market. Alaska's exports to Canada and Mexico were worth \$197 million in 1992, 166 percent greater than the 1987 level of \$74 million.
 - * Manufactured exports to Canada and Mexico support an estimated 617 jobs in Alaska. Approximately 339 of these have been created since 1987 by growth in Alaska's manufactured exports to Canada and Mexico.
- Alaska's exports to Mexico are growing.
 - * Alaska's merchandise exports to Mexico have increased by 14 percent since 1987, rising from \$5.3 million to \$6.0 million.
- Increased trade with Mexico since 1987 has strongly benefitted important Alaska industries. Most sectors have seen dramatic increases in exports to Mexico, and 19 sectors have seen their exports to Mexico more than double since 1987. Examples:
 - industrial machinery & computers: up 2,980 percent to \$827,000.
 - transportation equipment: up 2,815 percent to \$400,000.
 - fabricated metal products: up 814 percent to \$112,000.
 - food products: up 536 percent to \$494,000.
 - rubber & plastic products: up 505 percent to \$302,000 .
- Reduction of trade barriers under the NAFTA will greatly benefit Alaska's leading export industries.
 - * For chemical products (including petrochemicals) (\$1.3 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of 10-20 percent, eliminate non-tariff barriers such as import license requirements, open up Mexican government procurement, and improve protection of intellectual property.
 - * For industrial machinery and computers (\$827,000 in 1992 exports to Mexico), NAFTA will eliminate tariffs (e.g. 10-20 percent for computers), improve protection of intellectual property, and open up Mexican government procurement.
 - * For food products (\$494,000 in 1992 exports to Mexico), NAFTA will reduce tariffs of 10-20 percent and eliminate non-tariff barriers such as import licenses.

Exports. Better Jobs. Better Wages.

- * For transportation equipment (\$400,000 in 1992 exports to Mexico), NAFTA will open up Mexican government procurement and eliminate Mexican tariffs, quotas, and local content requirements (which require the use of Mexican instead of U.S. manufacturing components) on auto parts.
- * For rubber and plastic products (\$302,000 in 1992 exports to Mexico), NAFTA will open up Mexican government procurement, and eliminate tariffs of 10-20 percent.
- * For electric and electronic equipment (\$69,000 in 1992 exports to Mexico), NAFTA will eliminate tariffs of up to 20 percent, open up Mexican government procurement, eliminate nontariff barriers in technical standards, and increase intellectual property protection.
- For Alaska companies involved in energy and related products, the NAFTA will create significant investment opportunities in petrochemicals, liberalize government procurement, and eliminate tariffs of 10-20 percent on oil and gas field equipment.
- Commitments to clean up environmental hazards and improve environmental protection in Mexico and the border area will stimulate demand for Alaska pollution control equipment and services.
- NAFTA contains detailed provisions to eliminate barriers to trade in services, including liberalization of licensing requirements and other restrictions, that will help Alaska banking, telecommunications, and engineering and construction companies win more business in the \$146 billion Mexican services market.
- NAFTA will open up Mexican markets to Alaska farmers by, for example, eliminating import licenses on potatoes, barley, and dairy products, and eliminating tariffs (e.g. cattle, 15 percent; beef, 20-25 percent; barley, 5 percent) either immediately or over time.
- Increased exports to Mexico because of NAFTA mean more high-paying jobs for Alaska.
 - * 81 percent of Alaska's exports to Mexico are manufacturing exports, which provide jobs paying 17 percent more on average than the average U.S. wage.
 - * The NAFTA will lock in the Alaska jobs already generated by trade with Mexico as well as create new jobs. The NAFTA is expected to result in a net gain of 200 jobs for Alaska.

USA NAFTA

Arizona and the NAFTA

North American Free Trade Agreement

- Mexico and Canada are key export markets for Arizona.
 - * Mexico and Canada are Arizona's first- and fourth-largest export markets. Arizona's exports to Mexico and Canada were worth \$2.4 billion in 1992, 150 percent greater than the 1987 level of \$0.96 billion.
 - * Manufactured exports to Mexico and Canada support an estimated 63,604 jobs in Arizona. Approximately 37,632 of these have been created since 1987 by growth in Arizona's manufactured exports to Mexico and Canada.
- Arizona's exports to Mexico are growing rapidly.
 - * Arizona's merchandise exports to Mexico have increased by 186 percent since 1987, rising from \$645 million to \$1.8 billion. This greatly exceeded the growth rate of Arizona's exports to the rest of the world (102 percent).
- Increased trade with Mexico since 1987 has strongly benefitted important Arizona industries. Most sectors have seen dramatic increases in exports to Mexico, and 24 sectors have seen their exports to Mexico more than double since 1987. Examples:
 - fabricated metal products: up 2,803 percent to \$190.1 million.
 - food products: up 2,786 percent to \$63.3 million.
 - livestock: up 874 percent to \$40.1 million.
 - scientific & measuring equipment: up 742 percent to \$41.4 million.
 - transportation equipment: up 543 percent to \$343.9 million.
 - rubber & plastic products: up 481 percent to \$157.2 million.
 - apparel: up 241 percent to \$119.0 million.
- Reduction of trade barriers under the NAFTA will greatly benefit Arizona's leading export industries.
 - * For electric and electronic equipment (\$351.3 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of up to 20 percent, open up Mexican government procurement, eliminate nontariff barriers in technical standards, and increase intellectual property protection.
 - * For transportation equipment (\$343.9 million in 1992 exports to Mexico), NAFTA will open up Mexican government procurement and eliminate Mexican tariffs, quotas, and local content requirements (which require the use of Mexican instead of U.S. manufacturing components) on auto parts.

Exports. Better Jobs. Better Wages.

- * For industrial machinery and computers (\$205.4 million in 1992 exports to Mexico), NAFTA will eliminate tariffs (e.g. 10-20 percent for computers), improve protection of intellectual property, and open up Mexican government procurement.
- * For apparel (\$118.1 million in 1992 exports to Mexico), NAFTA will phase out 95% of Mexican tariffs (1991 average for apparel: 20%) in six years.
- * For primary metals (\$71.5 million in 1992 exports to Mexico), NAFTA will eliminate tariffs (which average 8.2% on a trade-weighted basis), open up Mexican government procurement, and expand the Mexican economy, increasing infrastructure growth and demand for steel.
- * For food products (\$63.3 million in 1992 exports to Mexico), NAFTA will reduce tariffs of 10-20 percent and eliminate non-tariff barriers such as import licenses.
- NAFTA contains detailed provisions to eliminate barriers to trade in services, including liberalization of licensing requirements and other restrictions, that will help Arizona banking, insurance and other financial services, telecommunications, and engineering and construction companies win more business in the \$146 billion Mexican services market.
- NAFTA will open up Mexican markets to Arizona farmers by, for example, eliminating import licenses on corn, wheat, barley, and dairy products, and eliminating tariffs (e.g. cattle and beef, 15-25 percent; cotton and durum wheat, 10 percent; sorghum, 15 percent (seasonal); barley, 5 percent) either immediately or over time.
- Environmentalists may criticize the NAFTA for not paying enough attention to the environment. This criticism is unjustified.
- * The environment continues to be a major concern of all the governments involved. Mexico and the U.S. have a comprehensive plan for border cleanup and infrastructure, and are committing substantial resources for this project.
 - Mexico has committed to spend \$460 million over the next three years on border cleanup, and \$160 million in 1992 alone on environmental infrastructure projects in the border region.
 - The U.S. spent \$138 million in 1992 on border pollution cleanup, and will spend a similar amount in 1993.

- Both countries have increasingly engaged in joint environmental enforcement. Infrastructure plans include new sewage treatment facilities and 10 to 12 new international bridges.
- * NAFTA and the resulting economic development will lead to stricter environmental standards and enforcement in Mexico.
- * In fact, commitments to clean up environmental hazards and improve environmental protection in Mexico and the border area will stimulate demand for Arizona pollution control equipment and services.
- NAFTA contains special provisions to protect import-sensitive industries in Arizona. These include:
 - * Long transition periods of up to 15 years for the phase-out of certain U.S. tariffs.
 - * Rules of origin for automobiles, textiles, and apparel that ensure that non-NAFTA countries cannot use Mexico or Canada as an export platform into the U.S. In fact, these rules will benefit Arizona's auto parts and textiles industries by providing a strong incentive for manufacturers in all three NAFTA countries to source more auto parts and textiles in North America, rather than overseas.
- Increased exports to Mexico because of NAFTA mean more high-paying jobs for Arizona.
 - * 95 percent of Arizona's exports to Mexico are manufacturing exports, which provide jobs paying 17 percent more on average than the average U.S. wage.
 - * NAFTA will lock in the 50,479 Arizona jobs already generated by trade with Mexico, and create new jobs that will offset any job losses by more than three-to-one. The NAFTA is expected to result in a net gain of over 1,000 jobs for Arizona.



Arkansas and the NAFTA

North American
Free Trade
Agreement

- Canada and Mexico are key export markets for Arkansas.
 - * Canada and Mexico are Arkansas' first- and third-largest export markets. Arkansas's exports to Canada and Mexico were worth \$540 million in 1992, 130 percent greater than the 1987 level of \$235 million.
 - * Manufactured exports to Canada and Mexico support an estimated 12,851 jobs in Arkansas. Approximately 7,031 of these have been created since 1987 by growth in Arkansas' manufactured exports to Canada and Mexico.
- Arkansas' exports to Mexico are growing rapidly.
 - * Arkansas' merchandise exports to Mexico have increased by 214 percent since 1987, rising from \$38 million to \$118 million. This was almost twice the growth rate of Arkansas' exports to the rest of the world (117 percent).
- Increased trade with Mexico since 1987 has strongly benefitted important Arkansas industries. Most sectors have seen dramatic increases in exports to Mexico, and 17 sectors have seen their exports to Mexico more than double since 1987. Examples:
 - lumber & wood products: up 5,336 percent to \$1.4 million.
 - crops: up 3,497 percent to \$14.7 million.
 - transportation equipment: up 3,272 percent to \$41.0 million.
 - food products: up 1,867 percent to \$18.0 million.
 - primary metals: up 735 percent to \$5.9 million.
- Reduction of trade barriers under the NAFTA will greatly benefit Arkansas' leading export industries.
 - * For transportation equipment (\$40.1 million in 1992 exports to Mexico), NAFTA will open up Mexican government procurement and eliminate Mexican tariffs, quotas, and local content requirements (which require the use of Mexican instead of U.S. manufacturing components) on auto parts.
 - * For food products (\$17.1 million in 1992 exports to Mexico), NAFTA will reduce tariffs of 10-20 percent and eliminate non-tariff barriers such as import licenses.

Exports.
Better Jobs.
Better Wages.

- * For chemical products (\$9.2 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of 10-20 percent, eliminate non-tariff barriers such as import license requirements, open up Mexican government procurement, and improve protection of intellectual property.
- * For industrial machinery and computers (\$6.8 million in 1992 exports to Mexico), NAFTA will eliminate tariffs (e.g. 10-20 percent for computers), improve protection of intellectual property, and open up Mexican government procurement.
- * For primary metals (\$5.9 million in 1992 exports to Mexico), NAFTA will eliminate tariffs (which average 8.2% on a trade-weighted basis), open up Mexican government procurement, and expand the Mexican economy, increasing infrastructure growth and demand for steel.
- * For paper products (\$4.7 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of 10-20 percent and remove nontariff barriers.
- NAFTA will open up Mexican markets to Arkansas farmers by, for example, eliminating import licenses on corn, wheat, and poultry, and eliminating tariffs (e.g. cattle and beef, 15-25 percent; apples, 20 percent; soybeans, 15 percent (seasonal); rice, 10-20 percent; durum wheat, cotton, and poultry, 10 percent) either immediately or over time.
- NAFTA contains detailed provisions to eliminate barriers to trade in services, including liberalization of licensing requirements and other restrictions, that will help Arkansas insurance, other financial services, and telecommunications companies win more business in the \$146 billion Mexican services market.
- Increased exports to Mexico because of NAFTA mean more high-paying jobs for Arkansas.
 - * 83 percent of Arkansas' exports to Mexico are manufacturing exports, which provide jobs paying 17 percent more on average than the average U.S. wage.
 - * This pattern is borne out in specific Arkansas export industries: for example, the 1991 average hourly wage for production workers in chemicals was \$13.96; in petroleum & coal products, \$11.30; and in rubber products, \$9.93.
 - * NAFTA will lock in the 2,547 Arkansas jobs already generated by trade with Mexico, and create new jobs that will offset any job losses by three-to-one. The NAFTA is expected to result in a net gain of 550 jobs for Arkansas.

California and the NAFTA

**North American
Free Trade
Agreement**

- **Canada and Mexico are key export markets for California.**
 - * **Canada and Mexico are California's second- and third-largest export markets. California's exports to Canada and Mexico were worth \$13.9 billion in 1992, 144 percent greater than the 1987 level of \$5.7 billion.**
 - * **Manufactured exports to Canada and Mexico support an estimated 302,158 jobs in California. Approximately 179,448 of these have been created since 1987 by growth in California's manufactured exports to Canada and Mexico.**
- **California's exports to Mexico have been growing rapidly.**
 - * **California's merchandise exports to Mexico have increased from \$2.3 billion to \$6.6 billion since 1987, an increase of 190 percent. This was twice the growth rate of California's exports to the rest of the world (95 percent).**
- **Increased trade with Mexico since 1987 has strongly benefitted important California industries, and 27 sectors have seen their exports to Mexico more than double since 1987. Examples:**
 - apparel: up 548 percent to \$189 million.
 - food products: up 489 percent to \$315 million.
 - transportation equipment: up 382 percent to \$390 million.
 - textile mill products: up 361 percent to \$63 million.
 - electric & electronic equipment: up 248 percent to \$1.5 billion.
 - chemical products: up 244 percent to \$312 million.
 - industrial machinery & computers: up 169 percent to \$1.0 billion.
- **Reduction of trade barriers under the NAFTA will benefit leading California industries.**
 - * **For electric and electronic equipment (\$1.5 billion in 1992 exports to Mexico), the NAFTA will open up Mexican government procurement, eliminate tariffs (currently as high as 20 percent), eliminate nontariff barriers in technical standards, and increase intellectual property protection.**
 - * **For industrial machinery and computers (\$1.0 billion in 1992 exports to Mexico), the NAFTA will eliminate tariffs (e.g. 10-20% in computers), increase protection of intellectual property, and open up Mexican government procurement.**

**Exports.
Better Jobs.
Better Wages.**

- * For transportation equipment (\$390 million in 1992 exports to Mexico), the NAFTA will open up Mexican government procurement and eliminate Mexican tariffs, quotas, and local content requirements (which require the use of Mexican instead of U.S. manufacturing components) on auto parts.
- * For primary metals (\$340 million in 1992 exports to Mexico), NAFTA will eliminate tariffs (which average 8.2% on a trade-weighted basis), open up Mexican government procurement, and expand the Mexican economy, increasing infrastructure growth and demand for steel.
- For California companies involved in petroleum and related products, the NAFTA will open up the Mexican market to investment, liberalize government procurement, and eliminate tariffs of 10-20 percent on oil and gas field equipment.
- NAFTA contains detailed provisions to eliminate barriers to trade in services, including liberalization of licensing requirements and other restrictions, that will aid California banking, insurance and other financial service companies, health services companies, and professionals win more business in Mexico's \$146 billion services market.
- Some agricultural interests fear that with the NAFTA, Mexican producers will displace U.S. growers with cheaper Mexican produce. This fear is unjustified.
- * Current U.S. tariffs on many Mexican agricultural products are already extremely low. Their elimination will not have much of an effect on the U.S. market.
- * The NAFTA contains special provisions to protect sensitive agricultural products. For example, special seasonal safeguards and 10 to 15 year transition periods are included to ease the transition to free trade for winter fruits and vegetables.
- * Moreover, NAFTA will open Mexican markets to California farmers by, for example, eliminating import licenses on dairy products, potatoes, and grapes, and eliminating tariffs (e.g. cotton, 10 percent; almonds, 15-20 percent; beef and cattle, 15-25 percent) either immediately or over time. Overall, California's agricultural exports to Mexico have already increased 206 percent since 1987, and will increase further with the NAFTA.

- **Environmentalists may criticize the NAFTA for not paying enough attention to the environment.**
 - * **This criticism is unjustified. The environment continues to be a major concern of all the governments involved. Mexico and the U.S. are committing substantial resources to border cleanup and infrastructure. In addition, NAFTA and the resulting economic development will lead to stricter environmental standards and enforcement in Mexico.**
 - * **In fact, increased demand for pollution control equipment and services, with substantial commitments from the Mexican and U.S. governments, will benefit California companies in the pollution control field.**
 - * **California's interest in protecting the health and safety of its citizens will not be impaired by the NAFTA. The NAFTA will allow state governments to maintain and even strengthen environmental, safety, and health standards, including sanitary and phytosanitary requirements for agricultural products.**
- **Increased exports to Mexico because of NAFTA mean more high-paying jobs for California.**
 - * **97 percent of California's exports to Mexico are manufacturing exports, which provide jobs paying 17 percent more on average than the average U.S. wage.**
 - * **This pattern is borne out in specific California export industries: for example, the 1991 average hourly wage for production workers in transportation equipment was \$15.25; in industrial machinery and computers, \$13.02; and in instruments and related products, \$13.55.**
 - * **NAFTA will lock in the 150,764 California jobs already generated by trade with Mexico, and create new jobs that will offset any job losses by more than four-to-one. The NAFTA is expected to result in a net gain of 9,600 jobs for California.**



Colorado and the NAFTA

North American Free Trade Agreement

- Canada and Mexico are important export markets for Colorado.
 - * Canada and Mexico are Colorado's second- and sixth-largest export markets. Colorado's exports to Canada and Mexico were worth \$672 million in 1992, 120 percent greater than the 1987 level of \$306 million.
 - * Manufactured exports to Canada and Mexico support an estimated 16,477 jobs in Colorado. Approximately 8,864 of these have been created since 1987 by growth in Colorado's manufactured exports to Canada and Mexico.
- Colorado's exports to Mexico are growing.
 - * Colorado's merchandise exports to Mexico have increased by 118 percent since 1987, rising from \$69 million to \$151 million. This greatly exceeded the growth rate of Colorado's exports to the rest of the world (72 percent).
- Increased trade with Mexico since 1987 has strongly benefitted important Colorado industries. Most sectors have seen dramatic increases in exports to Mexico, and 12 sectors have seen their exports to Mexico more than double since 1987. Some examples of this increase in exports:
 - printing & publishing: up 10,808 percent to \$20.3 million.
 - transportation equipment: up 636 percent to \$3.5 million.
 - primary metals: up 302 percent to \$1.2 million.
 - scientific & measuring instruments: up 227 percent to \$20.8 million.
 - food products: up 119 percent to \$29.4 million.
- Reduction of trade barriers under the NAFTA will greatly benefit Colorado's leading export industries.
 - * For scientific and measuring instruments (\$20.8 million in 1992 exports to Mexico), the NAFTA will eliminate Mexican tariffs as high as 20 percent and import licenses, as well as open up Mexican government procurement.
 - * For industrial machinery and computers (\$19.3 million in 1992 exports to Mexico), NAFTA will eliminate tariffs (e.g. 10-20 percent for computers), improve protection of intellectual property, and open up Mexican government procurement.

Exports. Better Jobs. Better Wages.

- * For chemical and pharmaceutical products (\$17.2 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of 10-20 percent, eliminate non-tariff barriers such as import license requirements, open up Mexican government procurement, and improve protection of intellectual property.
- * For electric and electronic equipment (\$10.6 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of up to 20 percent, open up Mexican government procurement, eliminate nontariff barriers in technical standards, and increase intellectual property protection.
- NAFTA contains detailed provisions to eliminate barriers to trade in services, including liberalization of licensing requirements and other restrictions, that will help Colorado banking, insurance and other financial services, and engineering and construction companies win more business in the \$146 billion Mexican services market.
- NAFTA will open up Mexican markets to Colorado's farmers by, for example, eliminating import licenses on wheat, corn, and dairy products, and eliminating tariffs (e.g. cattle and beef, 15-25 percent; durum wheat and pork, 10 percent) either immediately or over time.
- Colorado sugar beet growers fear the NAFTA will enable Mexican competitors to displace U.S. growers. This fear is not justified because NAFTA contains special provisions to protect the U.S. sugar industry. Increased access to the U.S. market for Mexican sugar is limited by a 15 year transition period and by the requirement that increased access during the transition period be tied to Mexico becoming a net surplus producer of sugar.
 - U.S. Department of Agriculture projections indicate that Mexico will not be a net surplus sugar producer in the foreseeable future.
 - Even if Mexico does export sugar, U.S. producers will not be affected because import quotas for third countries will be reduced commensurately with any increase in Mexican imports.
- * Agriculture accounts for only three percent of the Colorado economy. In light of the clear gains for manufacturing and services, it hardly makes sense for Coloradans to oppose NAFTA because of one agricultural sector. Moreover, most Colorado agricultural sectors will benefit from NAFTA, while the sugar beet sector will be significantly protected by NAFTA.
- Increased exports to Mexico because of NAFTA mean more high-paying jobs for Colorado.
 - * 96 percent of Colorado's exports to Mexico are manufacturing exports, which provide jobs paying 17 percent more on average than the average U.S. wage.
 - * NAFTA will lock in the 3,750 Colorado jobs already generated by trade with Mexico, and create new jobs that will offset any job losses by more than eight-to-one. The NAFTA is expected to result in a net gain of over 1,500 jobs for Colorado.

Connecticut and the NAFTA

**North American
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- **Canada and Mexico are important export markets for Connecticut.**
 - * **Canada and Mexico are Connecticut's first- and seventh-largest export markets. Connecticut's exports to Canada and Mexico were worth \$1.6 billion in 1992, 86 percent greater than the 1987 level of \$0.86 billion.**
 - * **Manufactured exports to Canada and Mexico support an estimated 30,073 jobs in Connecticut. Approximately 14,079 of these have been created since 1987 by growth in Connecticut's manufactured exports to Canada and Mexico.**
- **Connecticut's exports to Mexico are growing rapidly.**
 - * **Connecticut's merchandise exports to Mexico have increased by 143 percent since 1987, rising from \$115 million to \$280 million. This was over twice the growth rate of Connecticut's exports to the rest of the world (70 percent).**
- **Increased trade with Mexico since 1987 has strongly benefitted important Connecticut industries. Most sectors have seen dramatic increases in exports to Mexico, and 17 sectors have seen their exports to Mexico more than double since 1987. Examples:**
 - **fabricated metal products: up 600 percent to \$8.4 million.**
 - **refined petroleum products: up 299 percent to \$2.0 million.**
 - **paper products: up 269 percent to \$26.7 million.**
 - **electric & electronic equipment: up 239 percent to \$38.9 million.**
 - **transportation equipment: up 210 percent to \$21.2 million.**
 - **scientific & measuring instruments: up 158 percent to \$16.4 million.**
- **Reduction of trade barriers under the NAFTA will greatly benefit Connecticut's leading export industries.**
 - * **For chemical products and pharmaceuticals (\$87.2 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of 10-20 percent, eliminate non-tariff barriers such as import license requirements, open up Mexican government procurement, and improve protection of intellectual property.**
 - * **For electric and electronic equipment (\$38.9 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of up to 20 percent, open up Mexican government procurement, eliminate nontariff barriers in technical standards, and increase intellectual property protection.**

**Exports.
Better Jobs.
Better Wages.**

- * For industrial machinery and computers (\$31.9 million in 1992 exports to Mexico), NAFTA will eliminate tariffs (e.g. 10-20 percent for computers), improve protection of intellectual property, and open up Mexican government procurement.
- * For transportation equipment (\$21.2 million in 1992 exports to Mexico), NAFTA will open up Mexican government procurement and eliminate Mexican tariffs, quotas, and local content requirements (which require the use of Mexican instead of U.S. manufacturing components) on auto parts.
- * For primary metals (\$10.8 million in 1992 exports to Mexico), NAFTA will eliminate tariffs (which average 8.2% on a trade-weighted basis), open up Mexican government procurement, and expand the Mexican economy, increasing infrastructure growth and demand for steel.
- NAFTA contains detailed provisions to eliminate barriers to trade in services, including liberalization of licensing requirements and other restrictions, that will help Connecticut banking, insurance and other financial services, telecommunications, and engineering and construction companies win more business in the \$146 billion Mexican services market.
- NAFTA will open up Mexican markets to Connecticut farmers by, for example, eliminating import licenses on corn and dairy products, and eliminating tariffs (e.g. apples, 20 percent) either immediately or over time.
- Commitments to clean up environmental hazards and improve environmental protection in Mexico and the border area will stimulate demand for Connecticut pollution control equipment and services.
- Increased exports to Mexico because of NAFTA mean more high-paying jobs for Connecticut.
- * 93 percent of Connecticut's exports to Mexico are manufacturing exports, which provide jobs paying 17 percent more on average than the average U.S. wage.
- * This pattern is borne out in specific Connecticut export industries: for example, the 1991 average hourly wage for production workers in transportation equipment was \$14.29; in chemicals, \$13.77; and in printing and publishing, \$12.51.
- * NAFTA will lock in the 5,227 Connecticut jobs already generated by trade with Mexico, and create new jobs that will offset any job losses by almost eight-to-one. The NAFTA is expected to result in a net gain of 1,500 jobs for Connecticut.



Delaware and the NAFTA

North American
Free Trade
Agreement

- **Canada and Mexico are key export markets for Delaware.**
 - * **Canada and Mexico are Delaware's first- and third-largest export markets. Delaware's exports to Canada and Mexico were worth \$1.1 billion in 1992, 83 percent greater than the 1987 level of \$0.6 billion.**
 - * **Manufactured exports to Canada and Mexico support an estimated 22,121 jobs in Delaware. Approximately 9,549 of these have been created since 1987 by growth in Delaware's manufactured exports to Canada and Mexico.**
- **Delaware's exports to Mexico are growing rapidly.**
 - * **Delaware's merchandise exports to Mexico have increased by 463 percent since 1987, rising from \$28 million to \$158 million. This was well over four times the growth rate of Delaware's exports to the rest of the world (100 percent).**
- **Increased trade with Mexico since 1987 has strongly benefitted important Delaware industries. Most sectors have seen dramatic increases in exports to Mexico, and 18 sectors have seen their exports to Mexico more than double since 1987. Examples:**
 - textiles: up 1,408 percent to \$2.0 million.
 - food products: up 500 percent to \$720,000.
 - chemical products: up 481 percent to \$126.8 million.
 - rubber & plastic products: up 389 percent to \$13.7 million.
 - scientific & measuring instruments: up 347 percent to \$3.5 million.
 - industrial machinery & computers: up 344 percent to \$2.7 million.
- **Reduction of trade barriers under the NAFTA will greatly benefit Delaware's leading export industries.**
 - * **For chemical products (\$126.8 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of 10-20 percent, eliminate non-tariff barriers such as import license requirements, open up Mexican government procurement, and improve protection of intellectual property.**
 - * **For rubber and plastic products (\$13.7 million in 1992 exports to Mexico), NAFTA will open up Mexican government procurement, and eliminate tariffs of 10-20 percent.**

Exports.
Better Jobs.
Better Wages.

- * For scientific and measuring instruments (\$3.5 million in 1992 exports to Mexico), NAFTA will eliminate Mexican import licenses and tariffs as high as 20 percent, as well as open up Mexican government procurement.
- * For food products (\$720,000 in 1992 exports to Mexico), NAFTA will reduce tariffs of 10-20 percent and eliminate non-tariff barriers such as import licenses.
- NAFTA contains detailed provisions to eliminate barriers to trade in services, including liberalization of licensing requirements and other restrictions, that will help Delaware banking, insurance and other financial services, and engineering and construction companies win more business in the \$146 billion Mexican services market.
- NAFTA will open up Mexican markets to Delaware farmers and food processors by, for example, eliminating import licenses on corn, potatoes, and poultry, and eliminating tariffs (e.g. soybeans, 15 percent (seasonal); poultry, 10 percent) either immediately or over time.
- NAFTA contains special provisions to protect import-sensitive industries in Delaware. These include:
 - * Long transition periods of up to 15 years for the phase-out of certain U.S. tariffs.
 - * Rules of origin for automobiles, textiles, and apparel that ensure that non-NAFTA countries cannot use Mexico or Canada as an export platform into the U.S. In fact, these rules will benefit Delaware's auto parts and textiles sectors by providing a strong incentive for manufacturers in all three NAFTA countries to source more auto parts and textiles in North America, rather than overseas.
- Increased exports to Mexico because of NAFTA mean more high-paying jobs for Delaware.
 - * 98 percent of Delaware's exports to Mexico are manufacturing exports, which provide jobs paying 17 percent more on average than the average U.S. wage.
 - * This pattern is borne out in specific Delaware export industries: for example, the 1991 average hourly wage for production workers in transportation equipment was \$17.98; in chemicals, \$15.13; and in electronic equipment, \$13.30.
 - * NAFTA will lock in the 3,167 Delaware jobs already generated by trade with Mexico, and create new jobs that will offset any job losses by ten-to-one.



Florida and the NAFTA

North American
Free Trade
Agreement

- Canada and Mexico are important export markets for Florida.
 - * Canada and Mexico are Florida's first- and seventh-largest export markets. Florida's exports to Canada and Mexico were worth \$2.3 billion in 1992, 156 percent greater than the 1987 level of \$900 million.
 - * Manufactured exports to Canada and Mexico support and estimated 62,819 jobs in Florida. Approximately 37,164 of these have been created since 1987 by growth in Florida's manufactured exports to Canada and Mexico.
- Florida's exports to Mexico are growing rapidly.
 - * Florida's merchandise exports to Mexico have increased by over 203 percent since 1987, rising from \$219 million to \$664 million. This was well over twice the growth rate of Florida's exports to the rest of the world (78 percent).
- Increased trade with Mexico since 1987 has strongly benefitted important Florida industries. Most sectors have seen dramatic increases in exports to Mexico, and 23 sectors have seen their exports to Mexico more than double since 1987. Examples:
 - crops: up 27,961 percent to \$9.3 million.
 - printing & publishing: up 905 percent to \$41.0 million.
 - scientific & measuring instruments: up 584 percent to \$49.6 million.
 - food products: up 546 percent to \$19.3 million.
 - electric & electronic equipment: up 425 percent to \$74.3 million.
 - apparel: up 365 percent to \$8.7 million.
 - primary metals: up 360 percent to \$37.5 million.
 - paper products: up 346 percent to \$68.6 million.
- NAFTA's reduction of trade barriers will greatly benefit Florida's leading export industries.
 - * For industrial machinery & computers (\$144.4 million in 1992 exports to Mexico), NAFTA will eliminate tariffs (e.g. 10-20% in computers), assure protection of intellectual property, and open up Mexican government procurement.
 - * For chemicals (\$76.5 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of 10-20 percent as well as import license requirements.

Exports.
Better Jobs.
Better Wages.

- * For electric and electronic equipment (\$74.3 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of up to 20 percent, open up Mexican government procurement, eliminate nontariff barriers in technical standards, and increase intellectual property protection.
- * For paper products (\$68.6 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of 10-20 percent and remove nontariff barriers.
- * For transportation equipment (\$46.9 million in 1992 exports to Mexico), NAFTA will eliminate tariffs on U.S.-made auto parts and open up Mexican government procurement.
- * For food products (\$19.3 million in 1992 exports to Mexico), NAFTA will reduce tariffs of 10-20 percent and eliminate non-tariff barriers such as import licenses.
- NAFTA contains detailed provisions to eliminate barriers to trade in services, including liberalization of licensing requirements and other restrictions, that will help Florida banking, insurance and other financial services, telecommunications, and engineering and construction companies win more business in the \$146 billion Mexican services market.
- Some Florida sectors (sugar, orange juice, winter vegetables) fear the NAFTA will enable Mexican competitors to displace U.S. growers.
 - * These fears are overstated because NAFTA contains special provisions to protect sensitive Florida agricultural products.
 - Sugar: increased access to the U.S. market for Mexican sugar is limited by a 15 year transition period and by the requirement that increased access during the transition period be tied to Mexico becoming a net surplus producer of sugar.
 - U.S. Department of Agriculture projections indicate that Mexico will not be a net surplus sugar producer in the foreseeable future.
 - Even if Mexico does export sugar, U.S. producers will not be affected because import quotas for third countries will be reduced commensurately with any increase in Mexican imports.
 - Orange Juice: increased access to the U.S. market is again limited by a 15 year transition period. Orange juice will have the slowest rate of tariff reduction of any product covered by NAFTA for the first 10 years.
 - The USDA has predicted that orange juice imports from Mexico will increase only slightly, while U.S. exports of fresh oranges to Mexico will increase.

- Any slight increase of imports from Mexico will be offset by higher U.S. orange juice exports to other countries; e.g., in Japan, U.S. exports increased 79 percent in the first six months of 1992.
- Winter Vegetables: Special seasonal safeguard measures and 10 and 15 year transition periods have been negotiated to ease the transition to free trade for winter fruits and vegetables.
- * Moreover, other Florida agricultural sectors are projected to gain from a NAFTA. NAFTA will open up Mexican markets to Florida farmers by, for example, eliminating import licenses on dairy products and potatoes, and eliminating tariffs (e.g. cattle and beef, 15-25 percent) either immediately or over time.
- * Overall, Florida agricultural exports to Mexico already have increased by over 4,000 percent between 1987 and 1992, and they will increase even more with NAFTA.
- * Agriculture accounts for only three percent of the Florida economy; manufacturing and services account for the other 97 percent. In light of the clear gains for manufacturing and services, it hardly makes sense for Floridians to oppose NAFTA because of agriculture, some sectors of which will benefit from NAFTA and other sectors of which will be significantly protected by NAFTA.
- The NAFTA will allow both federal and state governments to maintain and even strengthen environmental, safety, and health standards, including sanitary and phytosanitary requirements for agricultural products.
- Increased exports to Mexico because of NAFTA mean more high-paying jobs for Florida.
- * 96 percent of Florida's exports to Mexico are manufacturing exports, which provide jobs paying 17 percent more on average than the average U.S. wage.
- * This pattern is borne out in specific Florida export industries: for example, the 1991 average hourly wage for production workers in chemicals was \$13.42; in transportation equipment, \$11.11; in publishing, \$10.52; and in industrial machinery & computers, \$10.12.
- * NAFTA will lock in the 21,267 Florida jobs already generated by trade with Mexico, and create new jobs that will offset any job losses by almost five-to-one. The NAFTA is expected to result in a net gain of 4,200 jobs for Florida.

Georgia and the NAFTA

North American Free Trade Agreement

- Canada and Mexico are key export markets for Georgia.
 - * Canada and Mexico are Georgia's first- and third-largest export markets. Georgia's exports to Canada and Mexico were worth \$2.1 billion in 1992, 200 percent greater than the 1987 level of \$0.7 billion.
 - * Manufactured exports to Canada and Mexico support an estimated 45,367 jobs in Georgia. Approximately 29,009 of these have been created since 1987 by growth in Georgia's manufactured exports to Canada and Mexico.
- Georgia's exports to Mexico are growing rapidly.
 - * Georgia's merchandise exports to Mexico have increased by 329 percent since 1987, rising from \$108 million to \$464 million. This was well over twice the growth rate of Georgia's exports to the rest of the world (121 percent).
- Increased trade with Mexico since 1987 has strongly benefitted important Georgia industries. Most sectors have seen dramatic increases in exports to Mexico, and 21 sectors have seen their exports to Mexico more than double since 1987. Examples:
 - transportation equipment: up 4,658 percent to \$40.9 million.
 - crops: up 4,121 percent to \$5.1 million.
 - apparel: up 1,831 percent to \$7.9 million.
 - textiles: up 1,334 percent to \$30.3 million.
 - fabricated metal products: up 1,146 percent to \$11.1 million.
- Reduction of trade barriers under the NAFTA will greatly benefit Georgia's leading export industries.
 - * For scientific and measuring instruments (\$58.5 million in 1992 exports to Mexico), NAFTA will eliminate Mexican import licenses and tariffs as high as 20 percent, as well as open up Mexican government procurement.
 - * For industrial machinery and computers (\$55.2 million in 1992 exports to Mexico), NAFTA will eliminate tariffs (e.g. 10-20 percent for computers), improve protection of intellectual property, and open up Mexican government procurement.
 - * For chemical products (\$53.2 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of 10-20 percent, eliminate non-tariff barriers such as import license requirements, open up Mexican government procurement, and improve protection of intellectual property.

Exports. Better Jobs. Better Wages.

- * For transportation equipment (\$40.9 million in 1992 exports to Mexico), NAFTA will open up Mexican government procurement and eliminate Mexican tariffs, quotas, and local content requirements (which require the use of Mexican instead of U.S. manufacturing components) on auto parts.
- * For primary metals (\$30.5 million in 1992 exports to Mexico), NAFTA will eliminate tariffs (which average 8.2% on a trade-weighted basis), open up Mexican government procurement, and expand the Mexican economy, increasing infrastructure growth and demand for steel.
- NAFTA contains detailed provisions to eliminate barriers to trade in services, including liberalization of licensing requirements and other restrictions, that will help Georgia banking, insurance and other financial services, telecommunications, and engineering and construction companies win more business in the \$146 billion Mexican services market.
- NAFTA will open up Mexican markets to Georgia farmers by, for example, eliminating import licenses on corn, eggs, and dairy products, and eliminating tariffs (e.g. peanuts, 20 percent; poultry, 10 percent, soybeans, 15 percent (seasonal); tobacco products, 15-20 percent; cattle and beef, 15-25 percent) either immediately or over time.
- The apparel and textiles sectors fear NAFTA will lead to a loss of jobs to Mexico.
 - * This fear is unjustified. The NAFTA provides safeguards which allow imposition of protection if domestic producers are seriously injured. Also, some reductions in U.S. tariffs will be phased in only over a ten year period.
 - * In addition, tough rules of origin will ensure that neither Mexico nor Canada will become a staging ground for exports of non-NAFTA countries to the U.S. In fact, these rules will benefit Georgia's textiles industry, as they provide a strong incentive for manufacturers in all three NAFTA countries to source more textiles in North America, rather than overseas.
- Increased exports to Mexico because of NAFTA mean more high-paying jobs for Georgia.
 - * 95 percent of Georgia's exports to Mexico are manufacturing exports, which provide jobs paying 17 percent more on average than the average U.S. wage.
 - * This pattern is borne out in specific Georgia export industries: for example, the 1991 average hourly wage for production workers in transportation equipment was \$14.01; in chemicals, \$12.08; in primary metals, \$10.76; and in industrial machinery, \$10.12.
 - * NAFTA will lock in the 10,599 Georgia jobs already generated by trade with Mexico, and create new jobs that will offset any job losses by more than three-to-one. The NAFTA is expected to result in a net gain of 1,700 jobs for Georgia.



Idaho and the NAFTA

North American Free Trade Agreement

- Canada and Mexico are important export markets for Idaho.
 - * Canada and Mexico are Idaho's second- and sixth-largest export markets. Idaho's exports to Canada and Mexico were worth \$218 million in 1992, 129 percent greater than the 1987 level of \$95 million.
 - * Manufactured exports to Canada and Mexico support an estimated 3,903 jobs in Idaho. Approximately 2,165 of these have been created since 1987 by growth in Idaho's manufactured exports to Canada and Mexico.
- Idaho's exports to Mexico are growing rapidly.
 - * Idaho's merchandise exports to Mexico have increased by 215 percent since 1987, rising from \$11 million to \$35 million. This greatly exceeded the growth rate of Idaho's exports to the rest of the world (120 percent).
- Increased trade with Mexico since 1987 has strongly benefitted important Idaho industries. Most sectors have seen dramatic increases in exports to Mexico, and 16 sectors have seen their exports to Mexico more than double since 1987. Examples:
 - crops: up 893 percent to \$3.9 million.
 - food products: up 509 percent to \$5.5 million.
 - transportation equipment: up 242 percent to \$2.7 million.
 - chemical products: up 215 percent to \$12.0 million.
 - industrial machinery & computers: up 146 percent to \$7.3 million.
- Reduction of trade barriers under the NAFTA will greatly benefit Idaho's leading export industries.
 - * For chemical products (\$12.0 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of 10-20 percent, eliminate non-tariff barriers such as import license requirements, open up Mexican government procurement, and improve protection of intellectual property.
 - * For industrial machinery and computers (\$7.3 million in 1992 exports to Mexico), NAFTA will eliminate tariffs (e.g. 10-20 percent for computers), improve protection of intellectual property, and open up Mexican government procurement.

Exports. Better Jobs. Better Wages.

- * For food products (\$5.5 million in 1992 exports to Mexico), NAFTA will reduce tariffs of 10-20 percent and eliminate non-tariff barriers such as import licenses.
- * For paper products (\$2.1 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of 10-20 percent and remove nontariff barriers.
- NAFTA contains detailed provisions to eliminate barriers to trade in services, including liberalization of licensing requirements and other restrictions, that will help Idaho banking, other financial services, and engineering and construction companies win more business in the \$146 billion Mexican services market.
- NAFTA will open up Mexican markets to Idaho farmers by, for example, eliminating import licenses on potatoes, corn, wheat, barley, and dairy products, and eliminating tariffs (e.g. cattle and beef, 15-25 percent; pears and apples, 20 percent; durum wheat, 10 percent; malt barley, 5 percent) either immediately or over time.
- * Idaho sugar beet growers fear that the NAFTA will enable Mexican competitors to displace U.S. growers. This criticism is not justified because NAFTA contains special provisions to protect the U.S. sugar industry. Increased access to the U.S. market for Mexican sugar is limited by a 15 year transition period and by the requirement that increased access during the transition period be tied to Mexico becoming a net surplus producer of sugar.
 - U.S. Department of Agriculture projections indicate that Mexico will not be a net surplus sugar producer in the foreseeable future.
 - Even if Mexico does export sugar, U.S. producers will not be affected because import quotas for third countries will be reduced commensurately with any increase in Mexican imports.
- * Most Idaho agricultural sectors will benefit from NAFTA, while the sugar beet sector will be significantly protected by NAFTA. Moreover, in light of the clear gains for manufacturing and services, it hardly makes sense for Idaho to oppose NAFTA because of one agricultural sector.
- Increased exports to Mexico because of NAFTA mean more high-paying jobs for Idaho.
 - * 89 percent of Idaho's exports to Mexico are manufacturing exports, which provide jobs paying 17 percent more on average than the average U.S. wage.
 - * NAFTA will lock in the 630 Idaho jobs already generated by trade with Mexico, and create new jobs that will offset any job losses by more than five-to-one.



Illinois and the NAFTA

North American Free Trade Agreement

- **Canada and Mexico are Illinois' most important export markets.**
 - * **Canada and Mexico are Illinois' first- and second-largest export markets. Illinois' exports to Canada and Mexico were worth \$6.6 billion in 1992, 120 percent greater than the 1987 level of \$3.0 billion.**
 - * **Manufactured exports to Canada and Mexico support an estimated 156,263 Illinois jobs. An estimated 84,889 of these have been created since 1987 by growth in Illinois' manufactured exports to Canada and Mexico.**
- **Illinois' exports to Mexico are growing rapidly.**
 - * **Illinois' merchandise exports to Mexico have increased by 385 percent since 1987, rising from \$278 million to \$1.3 billion. This was over four times the growth rate of Illinois' exports to the rest of the world (93 percent).**
- **Increased trade with Mexico since 1987 has strongly benefitted important Illinois industries. Most sectors have seen dramatic increases in exports to Mexico, and 22 sectors have seen their exports to Mexico more than double since 1987. Examples:**
 - food products: up 2,080 percent to \$93.2 million.
 - fabricated metal products: up 1,133 percent to \$72.9 million.
 - primary metals: up 966 percent to \$109.1 million.
 - transportation equipment: up 638 percent to \$164.8 million.
 - industrial machinery & computers: up 345 percent to \$508.2 million.
 - chemical products: up 292 percent to \$88.9 million.
 - electric & electronic equipment: up 226 percent to \$137.9 million.
- **Reduction of trade barriers under the NAFTA will greatly benefit Illinois' leading export industries.**
 - * **For industrial machinery and computers (\$508.2 million in 1992 exports to Mexico), NAFTA will eliminate tariffs (e.g. 10-20 percent for computers), improve protection of intellectual property, and open up Mexican government procurement.**
 - * **For transportation equipment (\$164.8 million in 1992 exports to Mexico), NAFTA will open up Mexican government procurement and eliminate Mexican tariffs, quotas, and local content requirements (which require the use of Mexican instead of U.S. manufacturing components) on auto parts.**

Exports. Better Jobs. Better Wages.

- For electric and electronic equipment (\$137.9 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of up to 20 percent, open up Mexican government procurement, eliminate nontariff barriers in technical standards, and increase intellectual property protection.
- For chemical products and pharmaceuticals (\$88.9 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of 10-20 percent, eliminate non-tariff barriers such as import license requirements, open up Mexican government procurement, and improve protection of intellectual property.
- Improved access to Mexican markets under NAFTA will mean real exports that create real jobs at Illinois companies.
 - Caterpillar of Peoria expects to benefit greatly from the NAFTA; it predicts that infrastructure projects will increase demand for its lift trucks, diesel engines, and gas turbine engines in Mexico. Caterpillar also foresees that increased commerce between the U.S. and Mexico will necessitate the sale of its equipment. In 1990, Caterpillar's exports to Mexico created work for about 900 U.S. employees as well as for 1,800 employees of its suppliers in Illinois, Indiana, and Pennsylvania.
 - Navistar International of Chicago, one of the U.S.'s largest truck manufacturers, has been able to increase its sales in Mexico in recent years to offset a severe decline in U.S. sales. Navistar's exports to Mexico have increased from \$6 million in 1989 to \$100 million in 1992. Navistar expects the market to grow even more under NAFTA as trade barriers are reduced and the growing Mexican economy needs even more trucks.
 - The auto and auto parts industries also will benefit from NAFTA. For example, Sun Electric Corporation of Crystal Lake, which manufactures computerized test and service equipment for the transportation industry, has increased its exports to Mexico, which has enabled it to retain employees that otherwise would have been lost in the U.S. recession. Overall, U.S. auto parts exports to Mexico have nearly tripled from \$2.4 billion in 1987 to \$6.5 billion in 1992.
- NAFTA contains detailed provisions to eliminate barriers to trade in services, including liberalization of licensing requirements and other restrictions, that will help Illinois banking, insurance and other financial services, construction & engineering, and telecommunications companies win more business in the \$146 billion Mexican services market.

- **NAFTA will open up Mexican markets to Illinois farmers by, for example, eliminating import licenses on corn, wheat, and dairy products, and eliminating tariffs (e.g. soybeans, 15 percent (seasonal); slaughter hogs (non-pedigree), 20 percent; cattle and beef, 15-25 percent; oats, 10 percent) either immediately or over time.**
- **NAFTA contains special provisions to protect import-sensitive industries in Illinois. These include:**
 - * **Long transition periods of up to 15 years for the phase-out of certain U.S. tariffs.**
 - * **Rules of origin for automobiles, textiles, and apparel that ensure that non-NAFTA countries cannot use Mexico or Canada as an export platform into the U.S. In fact, these rules will benefit Illinois' auto parts and textiles industries by providing a strong incentive for manufacturers in all three NAFTA countries to source more auto parts and textiles in North America, rather than overseas.**
- **Increased exports to Mexico because of NAFTA mean more high-paying jobs for Illinois.**
 - * **98 percent of Illinois' exports to Mexico are manufacturing exports, which provide jobs paying 17 percent more on average than the average U.S. wage.**
 - * **This pattern is borne out in specific Illinois export industries: for example, the 1991 average hourly wage for production workers in transportation equipment was \$13.76; in industrial machinery & computers, \$13.56; in primary metals, \$13.44; and in chemicals, \$12.79.**
 - * **NAFTA will lock in the 32,097 Illinois jobs already generated by trade with Mexico, and create new jobs that will offset any job losses by almost nine-to-one. The NAFTA is expected to result in a net gain of 4,100 jobs for Illinois.**



Indiana and the NAFTA

**North American
Free Trade
Agreement**

- **Canada and Mexico are key export markets for Indiana.**
 - * **Canada and Mexico are Indiana's first- and fourth-largest export markets. Indiana's exports to Canada and Mexico were worth \$3.3 billion in 1992, 74 percent greater than the 1988 level of \$1.9 billion.**
 - * **Manufactured exports to Canada and Mexico support an estimated 76,506 jobs in Indiana. Approximately 30,295 of these have been created since 1988 by growth in Indiana's manufactured exports to Canada and Mexico.**
- **Indiana's exports to Mexico are growing rapidly.**
 - * **Indiana's merchandise exports to Mexico have increased by 130 percent since 1988, rising from \$156 million to \$359 million. This was twice the growth rate of Indiana's exports to the rest of the world (66 percent).**
- **Increased trade with Mexico since 1988 has strongly benefitted important Indiana industries. Most sectors have seen dramatic increases in exports to Mexico, and 21 sectors have seen their exports to Mexico more than double since 1988. Examples:**
 - **furniture & fixtures: up 432 percent to \$3.2 million.**
 - **fabricated metal products: up 323 percent to \$8.0 million.**
 - **primary metals: up 262 percent to \$88.5 million.**
 - **food products: up 149 percent to \$4.9 million.**
 - **transportation equipment: up 121 percent to \$42.4 million.**
- **Reduction of trade barriers under the NAFTA will greatly benefit Indiana's leading export industries.**
 - * **For industrial machinery and computers (\$126.4 million in 1992 exports to Mexico), NAFTA will eliminate tariffs (e.g. 10-20 percent for computers), improve protection of intellectual property, and open up Mexican government procurement.**
 - * **For primary metals (\$88.5 million in 1992 exports to Mexico), NAFTA will eliminate tariffs (which average 8.2% on a trade-weighted basis), open up Mexican government procurement, and expand the Mexican economy, increasing infrastructure growth and demand for steel.**

**Exports.
Better Jobs.
Better Wages.**

- * For transportation equipment (\$42.4 million in 1992 exports to Mexico), NAFTA will open up Mexican government procurement and eliminate Mexican tariffs, quotas, and local content requirements (which require the use of Mexican instead of U.S. manufacturing components) on auto parts.
- * For chemical products (including agricultural chemicals) and pharmaceuticals (\$39.7 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of 10-20 percent, eliminate non-tariff barriers such as import license requirements, open up Mexican government procurement, and improve protection of intellectual property.
- * For electric and electronic equipment (\$15.3 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of up to 20 percent, open up Mexican government procurement, eliminate nontariff barriers in technical standards, and increase intellectual property protection.
- NAFTA will open up Mexican markets to Indiana farmers by, for example, eliminating import licenses on corn and wheat, and eliminating tariffs (e.g. slaughter hogs (non-pedigree) and pork, 20 percent; sorghum and soybeans, 15 percent (seasonal); cattle and beef, 15-25 percent; durum wheat, rye, and oats, 10 percent) either immediately or over time.
- NAFTA contains detailed provisions to eliminate barriers to trade in services, including liberalization of licensing requirements and other restrictions, that will help Indiana banking, insurance and other financial services, telecommunications, and engineering and construction companies win more business in the \$146 billion Mexican services market.
- Indiana's auto parts sector will benefit from the NAFTA's rules of origin for automobiles. These rules provide a strong incentive for manufacturers in all three NAFTA countries to source more parts and components in North America, rather than overseas.
- Commitments to clean up environmental hazards and improve environmental protection in Mexico and the border area will stimulate demand for Indiana pollution control equipment and services.
- Increased exports to Mexico because of NAFTA mean more high-paying jobs for Indiana.
 - * 97 percent of Indiana's exports to Mexico are manufacturing exports, which provide jobs paying 17 percent more on average than the average U.S. wage.
 - * This pattern is borne out in specific Indiana export industries: for example, the 1991 average hourly wage for production workers in chemicals was \$16.06; in primary metals, \$15.80; in transportation equipment, \$14.44; and in electric & electronic machinery, \$13.54.
 - * NAFTA will lock in the 8,358 Indiana jobs already generated by trade with Mexico, and create new jobs that will offset any job losses by almost four-to-one.



Iowa and the NAFTA

**North American
Free Trade
Agreement**

- **Canada and Mexico are key export markets for Iowa.**
 - * **Canada and Mexico are Iowa's first- and third-largest export markets. Iowa's exports to Canada and Mexico were worth \$963 million in 1992.**
 - * **Manufactured exports to Canada and Mexico support an estimated 16,381 jobs in Iowa. Approximately 2,562 of these have been created since 1987 by growth in Iowa's manufactured exports to Canada and Mexico.**
- **Iowa's exports to Mexico are growing rapidly.**
 - * **Iowa's merchandise exports to Mexico have increased by 203 percent since 1987, rising from \$66 million to \$200 million. This was over four times the growth rate of Iowa's exports to the rest of the world (47 percent).**
- **Increased trade with Mexico since 1987 has strongly benefitted important Iowa industries. Most sectors have seen dramatic increases in exports to Mexico, and 20 sectors have seen their exports to Mexico more than double since 1987. Examples:**
 - **transportation equipment: up 1,532 percent to \$10.5 million.**
 - **chemical products: up 573 percent to \$12.6 million.**
 - **industrial machinery & computers: up 423 percent to \$43.7 million.**
 - **primary metals: up 412 percent to \$10.7 million.**
 - **fabricated metal products: up 286 percent to \$4.2 million.**
 - **livestock: up 138 percent to \$2.8 million.**
- **Reduction of trade barriers under the NAFTA will greatly benefit Iowa's leading export industries.**
 - * **For food products (\$69.4 million in 1992 exports to Mexico), NAFTA will reduce tariffs of 10-20 percent and eliminate non-tariff barriers such as import licenses.**
 - * **For industrial machinery and computers (\$43.7 million in 1992 exports to Mexico), NAFTA will eliminate tariffs (e.g. 10-20 percent for computers), improve protection of intellectual property, and open up Mexican government procurement.**
 - * **For chemical products (including agricultural chemicals) and pharmaceuticals, (\$12.6 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of 10-20 percent, eliminate non-tariff barriers such as import license requirements, open up Mexican government procurement, and improve protection of intellectual property.**

**Exports.
Better Jobs.
Better Wages.**

- * For primary metals (\$10.7 million in 1992 exports to Mexico), NAFTA will eliminate tariffs (which average 8.2% on a trade-weighted basis), open up Mexican government procurement, and expand the Mexican economy, increasing infrastructure growth and demand for steel.
- * For transportation equipment (\$10.5 million in 1992 exports to Mexico), NAFTA will open up Mexican government procurement and eliminate Mexican tariffs, quotas, and local content requirements (which require the use of Mexican instead of U.S. manufacturing components) on auto parts.
- * For electric and electronic equipment (\$10.1 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of up to 20 percent, open up Mexican government procurement, eliminate nontariff barriers in technical standards, and increase intellectual property protection.
- NAFTA will open up Mexican markets to Iowa farmers by, for example, eliminating import licenses on corn, wheat, and dairy products, and eliminating tariffs (e.g. pork and slaughter hogs (non-pedigree), 20 percent; cattle and beef, 15-25 percent; soybeans, 15 percent (seasonal); durum wheat and oats, 10 percent) either immediately or over time.
- NAFTA contains detailed provisions to eliminate barriers to trade in services, including liberalization of licensing requirements and other restrictions, that will help Iowa banking, insurance and other financial services, and telecommunications companies win more business in the \$146 billion Mexican services market.
- Iowa's auto parts sector will benefit from the NAFTA's rules of origin for automobiles. These rules provide a strong incentive for manufacturers in all three NAFTA countries to source more parts and components in North America, rather than overseas.
- Increased exports to Mexico because of NAFTA mean more high-paying jobs for Iowa.
 - * 87 percent of Iowa's exports to Mexico are manufacturing exports, which provide jobs paying 17 percent more on average than the average U.S. wage.
 - * This pattern is borne out in specific Iowa export industries: for example, the 1991 average hourly wage for production workers in industrial machinery & computers was \$15.20; in primary metals, \$13.37; in chemical products, \$13.50; in rubber & plastics, \$12.07; and in electronics, \$11.67.
 - * NAFTA will lock in the 3,123 Iowa jobs already generated by trade with Mexico, and create new jobs that will offset any job losses by more than five-to-one. The NAFTA is expected to result in a net gain of 870 jobs for Iowa.

Kansas and the NAFTA

**North American
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Agreement**

- **Canada and Mexico are key export markets for Kansas.**
 - * **Canada and Mexico are Kansas' first- and third-largest export markets. Kansas' exports to Canada and Mexico were worth \$977 million in 1992, 148 percent greater than the 1987 level of \$394 million.**
 - * **Manufactured exports to Canada and Mexico support an estimated 16,597 jobs in Kansas. Approximately 10,372 of these have been created since 1987 by growth in Kansas' manufactured exports to Canada and Mexico.**
- **Kansas' exports to Mexico are growing rapidly.**
 - * **Kansas' merchandise exports to Mexico have increased by 150 percent since 1987, rising from \$125 million to \$313 million. This was over twice the growth rate of Kansas' exports to the rest of the world (63 percent).**
- **Increased trade with Mexico since 1987 has strongly benefitted important Kansas industries. Most sectors have seen dramatic increases in exports to Mexico, and 20 sectors have seen their exports to Mexico more than double since 1987. Examples:**
 - **transportation equipment: up 658 percent to \$32.4 million.**
 - **rubber & plastic products: up 517 percent to \$2.3 million.**
 - **food products: up 364 percent to \$75.7 million.**
 - **industrial machinery & computers: up 282 percent to \$16.2 million.**
 - **chemical products: up 263 percent to \$5.3 million.**
- **Reduction of trade barriers under the NAFTA will greatly benefit Kansas' leading export industries.**
 - * **For food products (\$75.7 million in 1992 exports to Mexico), NAFTA will reduce tariffs of 10-20 percent and eliminate non-tariff barriers such as import licenses.**
 - * **For transportation equipment (\$32.4 million in 1992 exports to Mexico), NAFTA will open up Mexican government procurement and eliminate Mexican tariffs, quotas, and local content requirements (which require the use of Mexican instead of U.S. manufacturing components) on auto parts.**

**Exports.
Better Jobs.
Better Wages.**

- * For electric and electronic equipment (\$17.6 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of up to 20 percent, open up Mexican government procurement, eliminate nontariff barriers in technical standards, and increase intellectual property protection.
- * For industrial machinery and computers (\$16.2 million in 1992 exports to Mexico), NAFTA will eliminate tariffs (e.g. 10-20 percent for computers), improve protection of intellectual property, and open up Mexican government procurement.
- * For chemical products (including agricultural chemicals) and pharmaceuticals, (\$5.3 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of 10-20 percent, eliminate non-tariff barriers such as import license requirements, open up Mexican government procurement, and improve protection of intellectual property.
- NAFTA will open up Mexican markets to Kansas farmers by, for example, eliminating import licenses on corn, wheat, and dairy products, and eliminating tariffs (e.g. slaughter hogs (non-pedigree) and pork, 20 percent; cattle and beef, 15-25 percent; soybeans and sorghum, 15 percent (seasonal); durum wheat, 10 percent) either immediately or over time.
- NAFTA contains detailed provisions to eliminate barriers to trade in services, including liberalization of licensing requirements and other restrictions, that will help Kansas banking, insurance and other financial services, telecommunications, and engineering and construction companies win more business in the \$146 billion Mexican services market.
- Commitments to clean up environmental hazards and improve environmental protection in Mexico and the border area will stimulate demand for Kansas pollution control equipment and services.
- Increased exports to Mexico because of NAFTA mean more high-paying jobs for Kansas.
 - * 52 percent of Kansas' exports to Mexico are manufacturing exports, which provide jobs paying 17 percent more on average than the average U.S. wage.
 - * This pattern is borne out in specific Kansas export industries: for example, the 1991 average hourly wage for production workers in transportation equipment was \$14.47.
 - * NAFTA will lock in the 3,408 Kansas jobs already generated by trade with Mexico, and create new jobs that will offset any job losses by more than eight-to-one. The NAFTA is expected to result in a net gain of over 960 jobs for Kansas.

Kentucky and the NAFTA**North American
Free Trade
Agreement**

- **Canada and Mexico are important export markets for Kentucky.**
 - * **Canada and Mexico are Kentucky's first- and fifth-largest export markets. Kentucky's exports to Canada and Mexico were worth \$1.3 billion in 1992, 94 percent greater than the 1987 level of \$680 million.**
 - * **Manufactured exports to Canada and Mexico support an estimated 21,911 jobs in Kentucky. Approximately 10,413 of these have been created since 1987 by growth in Kentucky's manufactured exports to Canada and Mexico.**
- **Kentucky's exports to Mexico are growing rapidly.**
 - * **Kentucky's merchandise exports to Mexico have increased by 357 percent since 1987, rising from \$43 million to \$198 million. This was five times the growth rate of Kentucky's exports to the rest of the world (72 percent).**
- **Increased trade with Mexico since 1987 has strongly benefitted important Kentucky industries. Most sectors have seen dramatic increases in exports to Mexico, and 20 sectors have seen their exports to Mexico more than double since 1987. Examples:**
 - **electric & electronic equipment: up 2,945 percent to \$49.3 million.**
 - **fabricated metal products: up 2,074 percent to \$7.1 million.**
 - **printing & publishing: up 1,684 percent to \$16.5 million.**
 - **food products: up 663 percent to \$4.9 million.**
 - **industrial machinery & computers: up 305 percent to \$56.1 million.**
- **Reduction of trade barriers under the NAFTA will greatly benefit Kentucky's leading export industries.**
 - * **For industrial machinery and computers (\$56.0 million in 1992 exports to Mexico), NAFTA will eliminate tariffs (e.g. 10-20 percent for computers), improve protection of intellectual property, and open up Mexican government procurement.**
 - * **For electric and electronic equipment (\$49.3 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of up to 20 percent, open up Mexican government procurement, eliminate nontariff barriers in technical standards, and increase intellectual property protection.**

**Exports.
Better Jobs.
Better Wages.**

- * For chemical products (\$19.1 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of 10-20 percent, eliminate non-tariff barriers such as import license requirements, open up Mexican government procurement, and improve protection of intellectual property.
- * For primary metals (\$5.2 million in 1992 exports to Mexico), NAFTA will eliminate tariffs (which average 8.2% on a trade-weighted basis), open up Mexican government procurement, and expand the Mexican economy, increasing infrastructure growth and demand for steel.
- NAFTA contains detailed provisions to eliminate barriers to trade in services, including liberalization of licensing requirements and other restrictions, that will help Kentucky banking, insurance and other financial services, telecommunications, and engineering and construction companies win more business in the \$146 billion Mexican services market.
- NAFTA will open up Mexican markets to Kentucky farmers by, for example, eliminating import licenses on tobacco, corn, wheat, and dairy products, and eliminating tariffs (e.g. soybeans, 15 percent (seasonal); tobacco products, 15-20 percent; cattle and beef, 15-25 percent; durum wheat, 10 percent) either immediately or over time.
- NAFTA contains special provisions to protect import-sensitive industries in Kentucky. These include:
 - * Long transition periods of up to 15 years for the phase-out of certain U.S. tariffs.
 - * Rules of origin for automobiles, textiles, and apparel that ensure that non-NAFTA countries cannot use Mexico or Canada as an export platform into the U.S. In fact, these rules provide a strong incentive for manufacturers in all three NAFTA countries to source more auto parts and textiles in North America, rather than overseas.
- Increased exports to Mexico because of NAFTA mean more high-paying jobs for Kentucky.
 - * 96 percent of Kentucky's exports to Mexico are manufacturing exports, which provide jobs paying 17 percent more on average than the average U.S. wage.
 - * This pattern is borne out in specific Kentucky export industries: for example, the 1991 average hourly wage for production workers in chemical products was \$15.69; in primary metals, \$14.39; in electric & electronic equipment, \$13.09; and in industrial machinery & computers, \$11.46.
 - * NAFTA will lock in the 3,231 Kentucky jobs already generated by trade with Mexico, and create new jobs that will offset any job losses by more than three-to-one. The NAFTA is expected to result in a net gain of over 860 jobs for Kentucky.



Louisiana and the NAFTA

**North American
Free Trade
Agreement**

- Mexico and Canada are important export markets for Louisiana.
 - * Mexico and Canada are Louisiana's fourth- and seventh-largest export markets. Louisiana's exports to Canada and Mexico were worth \$1.3 billion in 1992, 63 percent greater than the 1987 level of \$0.8 billion.
 - * Manufactured exports to Mexico and Canada support an estimated 10,663 jobs in Louisiana. Approximately 3,027 of these have been created since 1987 by growth in Louisiana's manufactured exports to Mexico and Canada.
- Louisiana's exports to Mexico are growing rapidly.
 - * Louisiana's merchandise exports to Mexico have increased by 100 percent since 1987, rising from \$377 million to \$753 million. This was over four times the growth rate of Louisiana's exports to the rest of the world (23 percent).
- Increased trade with Mexico since 1987 has strongly benefitted important Louisiana industries. Most sectors have seen dramatic increases in exports to Mexico, and 17 sectors have seen their exports to Mexico more than double since 1987. Examples:
 - lumber & wood products: up 7,356 percent to \$4.4 million.
 - food products: up 666 percent to \$80.0 million.
 - paper products: up 230 percent to \$21.1 million.
 - refined petroleum products: up 210 percent to \$58.5 million.
 - industrial machinery & computers: up 166 percent to \$31.9 million.
 - crops: up 142 percent to \$397.4 million.
- Reduction of trade barriers under the NAFTA will greatly benefit Louisiana's leading export industries.
 - * For chemical products (\$104.2 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of 10-20 percent, eliminate non-tariff barriers such as import license requirements, open up Mexican government procurement, and improve protection of intellectual property.
 - * For food products (\$79.7 million in 1992 exports to Mexico), NAFTA will reduce tariffs of 10-20 percent and eliminate non-tariff barriers such as import licenses.

**Exports.
Better Jobs.
Better Wages.**

- * For industrial machinery and computers (\$31.9 million in 1992 exports to Mexico), NAFTA will eliminate tariffs (e.g. 10-20 percent for computers), improve protection of intellectual property, and open up Mexican government procurement.
- * For paper products (\$21.1 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of 10-20 percent and remove nontariff barriers.
- * For transportation equipment (\$5.4 million in 1992 exports to Mexico), NAFTA will open up Mexican government procurement and eliminate Mexican tariffs, quotas, and local content requirements (which require the use of Mexican instead of U.S. manufacturing components) on auto parts.
- For Louisiana companies involved in energy and related products, the NAFTA will create significant investment opportunities in petrochemicals, liberalize government procurement, and eliminate tariffs of 10-20 percent on oil and gas field equipment.
- NAFTA contains detailed provisions to eliminate barriers to trade in services, including liberalization of licensing requirements and other restrictions, that will help Louisiana banking, insurance and other financial services, telecommunications, and engineering and construction companies win more business in the \$146 billion Mexican services market.
- NAFTA will open up Mexican markets to Louisiana farmers by, for example, eliminating import licenses on corn, and eliminating tariffs (e.g. soybeans and sorghum, 15 percent (seasonal); cattle and beef, 15-25 percent; rice, 10-20 percent; cotton, 10 percent) either immediately or over time.
- * Louisiana sugar cane growers fear that the NAFTA will enable Mexican competitors to displace U.S. growers. This fear is not justified because NAFTA contains special provisions to protect the U.S. sugar industry. Increased access to the U.S. market for Mexican sugar is limited by a 15 year transition period and by the requirement that increased access during the transition period be tied to Mexico becoming a net surplus producer of sugar.
 - U.S. Department of Agriculture projections indicate that Mexico will not be a net surplus sugar producer in the foreseeable future.
 - Even if Mexico does export sugar, U.S. producers will not be affected because import quotas for third countries will be reduced commensurately with any increase in Mexican imports.

- Agriculture accounts for only two percent of the Louisiana economy. In light of the clear gains for manufacturing and services, it hardly makes sense for Louisiana to oppose NAFTA because of one agricultural sector. Moreover, most Louisiana agricultural sectors will benefit from NAFTA, while the sugar cane sector will be significantly protected by NAFTA.
- Increased exports to Mexico because of NAFTA mean more high-paying jobs for Louisiana.
 - * 46 percent of Louisiana's exports to Mexico are manufacturing exports, which provide jobs paying 17 percent more on average than the average U.S. wage.
 - * This pattern is borne out in specific Louisiana export industries: for example, the 1991 average hourly wage for production workers in petroleum & coal products was \$17.92; and in chemical products, \$16.82.
 - * NAFTA will lock in the 4,325 Louisiana jobs already generated by trade with Mexico, and create new jobs that will offset any job losses by more than eight-to-one. The NAFTA is expected to result in a net gain of over 1,000 jobs for Louisiana.



Maine and the NAFTA

North American Free Trade Agreement

- Canada and Mexico are important export markets for Maine.
 - * Canada and Mexico are Maine's first- and tenth-largest export markets. Maine's exports to Canada and Mexico were worth \$420 million in 1992, 69 percent greater than the 1987 level of \$248 million.
 - * Manufactured exports to Canada and Mexico support an estimated 7,653 jobs in Maine. Approximately 2,598 of these have been created since 1987 by growth in Maine's manufactured exports to Canada and Mexico.
- Maine's exports to Mexico are growing at a phenomenal pace.
 - * Maine's merchandise exports to Mexico have increased by 774 percent since 1987, rising from \$2.7 million to \$23.5 million. This was over 14 times the growth rate of Maine's exports to the rest of the world (54 percent).
- Increased trade with Mexico since 1987 has strongly benefitted important Maine industries. Most sectors have seen dramatic increases in exports to Mexico, and 17 sectors have seen their exports to Mexico more than double since 1987. Examples:
 - leather products: up 62,980 percent to \$10.0 million.
 - fabricated metal products: up 26,104 percent to \$4.5 million.
 - electric & electronic equipment: up 768 percent to \$1.4 million.
 - industrial machinery & computers: up 841 percent to \$970,000.
- Reduction of trade barriers under the NAFTA will greatly benefit Maine's leading export industries.
 - * For leather products (\$10.0 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of up to 20 percent.
 - * For electric and electronic equipment (\$1.4 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of up to 20 percent, open up Mexican government procurement, eliminate nontariff barriers in technical standards, and increase intellectual property protection.
 - * For paper products (\$1.1 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of 10-20 percent, remove nontariff barriers, and open up Mexican government procurement.

Exports.
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- * For industrial machinery and computers (\$970,000 in 1992 exports to Mexico), NAFTA will eliminate tariffs (e.g. 10-20 percent for computers), improve protection of intellectual property, and open up Mexican government procurement.
- * For lumber and wood products (\$47,000 in 1992 exports to Mexico), NAFTA will eliminate tariffs of 10-20 percent and remove non-tariff barriers such as import permits and user fees.
- NAFTA contains detailed provisions to eliminate barriers to trade in services, including liberalization of licensing requirements and other restrictions, that will help Maine banking, insurance and other financial services, telecommunications, and engineering and construction companies win more business in the \$146 billion Mexican services market.
- NAFTA will open up Mexican markets to Maine farmers by, for example, eliminating import licenses on eggs, dairy products, and potatoes, and eliminating tariffs (e.g. apples, 20 percent) either immediately or over time.
- NAFTA contains special provisions to protect import-sensitive industries in Maine. These include:
 - * Long transition periods of up to 15 years for the phase-out of certain U.S. tariffs.
 - * Rules of origin for leather products and lumber and wood products that ensure that non-NAFTA countries cannot use Mexico or Canada as an export platform into the U.S.
- Increased exports to Mexico because of NAFTA mean more high-paying jobs for Maine.
 - * 87 percent of Maine's exports to Mexico are manufacturing exports, which provide jobs paying 17 percent more on average than the average U.S. wage.
 - * This pattern is borne out in specific Maine export industries: for example, the 1991 average hourly wage for production workers in transportation equipment was \$12.55.
 - * NAFTA will lock in the 457 Maine jobs already generated by trade with Mexico, and create new jobs that will offset any job losses by almost five-to-one.

Maryland and the NAFTA

North American
Free Trade
Agreement

- Canada and Mexico are important markets for Maryland.
 - * Canada is Maryland's largest export market. Maryland's exports to Canada and Mexico were worth \$864 million in 1992, 37 percent greater than the 1987 level of \$630 million.
 - * Manufactured exports to Canada and Mexico support an estimated 20,797 jobs in Maryland. Approximately 4,981 of these have been created since 1987 by growth in Maryland's manufactured exports to Canada and Mexico.
- Maryland's exports to Mexico are growing rapidly.
 - * Maryland's merchandise exports to Mexico have increased by 248 percent since 1987, rising from \$17 million in 1987 to \$59 million in 1992. This was almost twice the growth rate of Maryland's exports to the rest of the world (130 percent).
- Increased trade with Mexico since 1987 has strongly benefitted important Maryland industries. Most sectors have seen dramatic increases in exports to Mexico, and 18 sectors have seen their exports to Mexico more than double since 1987. Examples:
 - paper products: up 10,150 percent to \$1.6 million.
 - primary metals: up 1,338 percent to \$14.0 million.
 - transportation equipment: up 565 percent to \$3.9 million.
 - fabricated metal products: up 534 percent to \$1.6 million.
 - electric & electronic equipment: up 409 percent to \$7.3 million.
 - chemical products: up 364 percent to \$8.5 million.
- NAFTA's reduction of trade barriers will greatly benefit Maryland's leading export industries.
 - * For primary metals (\$14.0 million in 1992 exports to Mexico), the NAFTA will eliminate Mexico tariffs (which average 8.2 percent on a trade-weighted basis), open up Mexican government procurement, and expand the Mexican economy, increasing infrastructure growth and demand for steel.
 - * For industrial machinery and computers (\$8.7 million in 1992 exports to Mexico), the NAFTA will eliminate tariffs (e.g. 10-20% in computers), assure protection of intellectual property, and open up Mexican government procurement.

Exports.
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- * For chemical products (\$8.5 million in 1992 exports to Mexico), the NAFTA will eliminate tariffs of 10-20 percent, eliminate nontariff barriers such as import license requirements, and improve protection of intellectual property.
- * For electric and electronic equipment (\$7.3 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of up to 20 percent, open up Mexican government procurement, eliminate nontariff barriers in technical standards, and increase intellectual property protection.
- * For transportation equipment (\$3.9 million in 1992 exports to Mexico), NAFTA will open up Mexican government procurement and eliminate Mexican tariffs, quotas, and local content requirements (which require the use of Mexican instead of U.S. manufacturing components) on auto parts.
- NAFTA contains detailed provisions to eliminate barriers to trade in services, including liberalization of licensing requirements and other restrictions, that will aid Maryland banks, insurance companies, and construction and engineering companies win business in Mexico's \$146 billion services market.
- NAFTA will open up Mexican markets to Maryland farmers by, for example, eliminating import licenses on corn, poultry, and dairy products, and eliminating tariffs (e.g. soybeans, 15 percent (seasonal); poultry, 10 percent) either immediately or over time.
- Increased exports to Mexico because of NAFTA mean more high-paying jobs for Maryland.
 - * 96 percent of Maryland's exports to Mexico are manufacturing exports, which provide jobs paying 17 percent more on average than the average U.S. wage.
 - * This pattern is borne out in specific Maryland export industries: for example, the 1991 average hourly wage for Maryland production workers in chemical products was \$12.68; in primary metals, \$16.58; and in transportation equipment, \$15.84.
 - * NAFTA will lock in the 1,468 Maryland jobs already generated by trade with Mexico, and create new jobs that will offset any job losses by five-to-one. The NAFTA is expected to result in a net gain of 1,700 jobs for Maryland.

Massachusetts and the NAFTA

North American Free Trade Agreement

- Canada and Mexico are important export markets for Massachusetts.
 - * Canada is Massachusetts' largest export market. Massachusetts' exports to Canada and Mexico were worth \$2.8 billion in 1992, 100 percent greater than the 1987 level of \$1.4 billion.
 - * Manufactured exports to Canada and Mexico support an estimated 60,150 jobs in Massachusetts. Approximately 29,566 of these have been created since 1987 by growth in Massachusetts' manufactured exports to Canada and Mexico.
- Massachusetts' exports to Mexico are growing rapidly.
 - * Massachusetts' merchandise exports to Mexico have increased by 164 percent since 1987, rising from \$100 million to \$264 million. This was four times the growth rate of Massachusetts' exports to the rest of the world (41 percent).
- Increased trade with Mexico since 1987 has strongly benefitted important Massachusetts industries. Most sectors have seen dramatic increases in exports to Mexico, and 23 sectors have seen their exports to Mexico more than double since 1987. Examples:
 - food products: up 7,624 percent to \$9.0 million.
 - textile mill products: up 3,311 percent to \$13.4 million.
 - military equipment: up 1,107 percent to \$21.5 million.
 - fabricated metal products: up 614 percent to \$9.8 million.
 - printing & publishing: up 282 percent to \$3.1 million.
 - electric & electronic equipment: up 247 percent to \$33.1 million.
 - chemical products: up 242 percent to \$25.5 million.
- NAFTA's reduction of trade barriers will greatly benefit Massachusetts' leading export industries.
 - * For industrial machinery and computers (\$68.1 million in 1992 exports to Mexico), the NAFTA will eliminate tariffs (e.g. 10-20% in computers), assure protection of intellectual property, and open up Mexican government procurement.
 - * For scientific and measuring instruments (\$37.2 million in 1992 exports to Mexico), the NAFTA will eliminate Mexican tariffs as high as 20 percent and import licenses, as well as open up Mexican government procurement.

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- * For electric and electronic equipment (\$33.1 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of up to 20 percent, open up Mexican government procurement, eliminate nontariff barriers in technical standards, and increase intellectual property protection.
- * For chemical products (\$25.5 million in 1992 exports to Mexico), the NAFTA will eliminate tariffs of 10-20 percent, eliminate nontariff barriers such as import license requirements, and improve protection of intellectual property.
- NAFTA will open the \$6 billion Mexican telecommunications equipment and services market for Massachusetts, which is the second largest producer of communications equipment in the nation, employing 19,000 workers.
- NAFTA contains detailed provisions to liberalize licensing requirements and other restrictions on the provisions of services that will aid Massachusetts banks, insurance companies, and construction and engineering companies win business in Mexico's \$146 billion services market.
- Commitments to clean up environmental hazards and improve environmental protection in Mexico and the border area will stimulate demand for Massachusetts environmental businesses that already employ approximately 30,000 people.
- NAFTA will open up Mexican markets to Massachusetts farmers by, for example, eliminating import licenses on eggs and dairy products, and eliminating tariffs (e.g. apples, 20 percent) either immediately or over time.
- Increased exports to Mexico because of NAFTA mean more high-paying jobs for Massachusetts.
 - * 92 percent of Massachusetts' exports to Mexico are manufacturing exports, which provide jobs paying 17 percent more on average than the average U.S. wage.
 - * This pattern is borne out in specific Massachusetts export industries: for example, the 1991 average hourly wage for production workers in industrial machinery and computers was \$12.85; in fabricated products, \$12.48; in transportation equipment, \$14.69; in chemical products, \$13.32; and in printing and publishing, \$12.99.
 - * NAFTA will lock in the 5,441 Massachusetts jobs already generated by trade with Mexico, and create new jobs that will offset any job losses by more than five-to-one. The NAFTA is expected to result in a net gain of 2,200 jobs for Massachusetts.

Michigan and the NAFTA

North American Free Trade Agreement

- Canada and Mexico are Michigan's main export markets.
 - * Canada and Mexico are Michigan's first- and second-largest export markets. Michigan's exports to Canada and Mexico were worth \$16.5 billion in 1992.
 - * Manufactured exports to Canada and Mexico support an estimated 254,825 Michigan jobs. An estimated 54,707 of these have been created since 1987 by growth in Michigan's manufactured exports to Canada and Mexico.
- Michigan's exports to Mexico are growing.
 - * Michigan's exports to Mexico have increased by 32 percent since 1987, rising from \$1.06 billion to \$1.42 billion. This exceeded the growth rate of Michigan's exports to the rest of the world (24 percent).
- Increased trade with Mexico since 1987 has strongly benefitted important Michigan industries. Most sectors have seen dramatic increases in exports to Mexico, and 14 sectors have seen their exports to Mexico more than double since 1987. Examples:
 - food products: up 3,719 percent to \$17.9 million.
 - textiles: up 2,975 percent to \$12.6 million.
 - furniture & fixtures: up 1,509 percent to \$32.6 million.
 - electric & electronic equipment: up 363 percent to \$94.1 million.
 - rubber & plastic products: up 235 percent to \$28.6 million.
 - primary metals: up 183 percent to \$48.8 million.
- Reduction of trade barriers under the NAFTA will greatly benefit Michigan's leading export industries.
 - * For transportation equipment (\$818.5 million in 1992 exports to Mexico), NAFTA will open up Mexican government procurement and eliminate Mexican tariffs, quotas, and local content requirements (which require the use of Mexican instead of U.S. manufacturing components) on auto parts.
 - * For industrial machinery and computers (\$226.5 million in 1992 exports to Mexico), NAFTA will eliminate tariffs (e.g. 10-20 percent for computers), improve protection of intellectual property, and open up Mexican government procurement.
 - * For electronic equipment (\$94.1 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of up to 20 percent, open up Mexican government procurement, eliminate nontariff barriers in technical standards, and increase intellectual property protection.

Exports. Better Jobs. Better Wages.

- * For primary metals (\$48.8 million in 1992 exports to Mexico), NAFTA will eliminate tariffs (which average 8.2% on a trade-weighted basis), open up Mexican government procurement, and expand the Mexican economy, increasing infrastructure growth and demand for steel.
- * For rubber & plastic products (\$28.6 million in 1992 exports to Mexico), NAFTA will open up Mexican government procurement and eliminate tariffs of 10-20 percent.
- NAFTA will bring concrete benefits to Michigan companies and workers. For example:
 - * Besser Corporation of Alpena manufactures machines that produce concrete blocks. Although Besser already successfully exports to Mexico, NAFTA will boost sales by eliminating a 20 percent tariff on Besser's exports. In addition to eliminating tariffs, NAFTA will reduce Besser's shipping costs by streamlining border controls, obviating the need to stop and switch truck trailers on exports to Mexico. Besser states that it has not moved any jobs to Mexico because it is not cost effective currently and that NAFTA's tariff and transportation cost reductions will make moving to Mexico even less cost effective.
 - * Detroit Diesel of Detroit manufactures diesel engines. Between 1991 and 1992 alone, Detroit Diesel increased its sales to Mexico by over 80 percent to more than \$65 million. Employment directly related to Detroit Diesel's Mexican business has increased by 46 percent. In addition to increasing sales and expanding its Michigan work force through exports to Mexico, Detroit Diesel has made a considerable contribution to environmental protection in Mexico because a large proportion of its increased sales has been of low-emission diesel and alternative fuel engines to power Mexican buses.
 - * Ford Motor Company of Dearborn has had a presence in Mexico for many years, but it historically has been barred by Mexican law from shipping fully assembled cars from the United States. Ford immediately began shipping fully assembled new vehicles from the U.S. to Mexico after Mexico lifted some of its restrictions on importing automobiles in 1990. Within a year, Ford shipped more than 2,000 U.S.- manufactured vehicles to Mexico. "These vehicle shipments supported U.S. jobs that would not have been possible otherwise. If restrictions were reduced further, an even greater volume of vehicles could be shipped." In addition to Ford's particular gains, general U.S. exports of auto parts to Mexico have increased from \$2.4 billion in 1987 to \$6.5 billion in 1992.
- NAFTA contains detailed provisions to eliminate barriers to trade in services, including liberalization of licensing requirements and other restrictions, that will help Michigan banking, insurance and other financial services, construction & engineering, and telecommunications companies win more business in the \$146 billion Mexican services market.
- Some interests fear NAFTA will lead to a loss of jobs. This fear is overstated.
 - * Diversion of investment to Mexico is not as great a problem as some claim.
 - Manufacturers are not likely to divert production to Mexico because of cheap labor, because labor costs are only one of many factors in an investment decision. According to the U.S. Office of Technology Assessment, "direct labor accounts for perhaps 10 percent of costs in [auto] assembly plants, less for engines."

- A study by the Stern Group found that 70 percent of U.S. investment in Mexico was aimed at servicing the growing Mexican market, and that only 25 percent of the production of U.S. majority-owned firms in Mexico is exported to the U.S. The same study concluded that much U.S. investment in Mexico under a NAFTA will replace new investment in other developing countries rather than new investment in the U.S.
- NAFTA will remove currently strong incentives for auto manufacturers to invest in Mexico instead of the U.S.
 - NAFTA will eliminate Mexican requirements that U.S. auto companies assemble vehicles in Mexico and purchase many components from Mexican suppliers.
 - NAFTA will allow U.S. auto companies to aggregate North American production for purposes of Corporate Average Fuel Efficiency ("CAFE") requirements, eliminating an important incentive to produce large, high value-added, but less fuel efficient autos in Mexico.
- * The NAFTA contains special provisions to protect import-sensitive industries in Michigan. These include:
 - Long transition periods of up to 15 years for the phase-out of certain U.S. tariffs.
 - Rules of origin for autos that ensure that non-NAFTA countries cannot use Mexico or Canada as an export platform into the U.S. In fact, these rules provide a strong incentive for manufacturers in all three NAFTA countries to source more parts and components in North America, rather than overseas.
- * There will be strong programs to help those temporarily displaced by industry restructuring resulting from the NAFTA. President-elect Clinton, in his speech at North Carolina State University on Oct. 4, 1992, called for "trade adjustment assistance that includes training, health care benefits and income supports, and assistance to communities to create jobs."
- * Given all this, and considering the clear benefits the NAFTA would bring to most sectors of Michigan's economy, it would not make sense to oppose the NAFTA.
- Increased exports to Mexico because of NAFTA mean more high-paying jobs for Michigan.
 - * 99 percent of Michigan's exports to Mexico are manufacturing exports, which provide jobs paying 17 percent more on average than the average U.S. wage.
 - * This pattern is borne out in specific Michigan export industries: for example, the 1991 average hourly wage for production workers in transportation equipment was \$18.19; and in chemicals, \$14.88.
 - * NAFTA will lock in the 22,351 Michigan jobs already generated by trade with Mexico, and create new jobs that will offset any job losses by almost nine-to-one. The NAFTA is expected to result in a net gain of 3,000 jobs for Michigan.



Minnesota and the NAFTA

North American Free Trade Agreement

- Canada and Mexico are important export markets for Minnesota.
 - * Canada and Mexico are Minnesota's first- and seventh-largest export markets. Minnesota's exports to Canada and Mexico were worth \$2 billion in 1992, 67 percent greater than the 1987 level of \$1.2 billion.
 - * Manufactured exports to Canada and Mexico support an estimated 34,719 jobs in Minnesota. Approximately 16,319 of these have been created since 1987 by growth in Minnesota's manufactured exports to Canada and Mexico.
- Minnesota's exports to Mexico are growing rapidly.
 - * Minnesota's merchandise exports to Mexico have increased by 191 percent since 1987, rising from \$90 million to \$261 million. This was well over twice the growth rate of Minnesota's exports to the rest of the world (71 percent).
- Increased trade with Mexico since 1987 has strongly benefitted important Minnesota industries. Most sectors have seen dramatic increases in exports to Mexico, and 22 sectors have seen their exports to Mexico more than double since 1987. Examples:
 - livestock: up 1,479 percent to \$1.5 million.
 - rubber & plastic products: up 597 percent to \$8.1 million.
 - printing & publishing: up 559 percent to \$1.8 million.
 - scientific & measuring instruments: up 404 percent to \$13.5 million.
 - paper products: up 370 percent to \$4.2 million.
 - electric & electronic equipment: up 344 percent to \$30.4 million.
 - food products: up 275 percent to \$39.7 million.
- Reduction of trade barriers under the NAFTA will greatly benefit Minnesota's leading export industries.
 - * For industrial machinery and computers (\$125.8 million in 1992 exports to Mexico), NAFTA will eliminate tariffs (e.g. 10-20 percent for computers), improve protection of intellectual property, and open up Mexican government procurement.
 - * For food products (\$39.7 million in 1992 exports to Mexico), NAFTA will reduce tariffs of 10-20 percent and eliminate non-tariff barriers such as import licenses.

Exports.
Better Jobs.
Better Wages.

- * For electric and electronic equipment (\$30.4 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of up to 20 percent, open up Mexican government procurement, eliminate nontariff barriers in technical standards, and increase intellectual property protection.
- * For rubber and plastic products (\$8.1 million in 1992 exports to Mexico), NAFTA will open up Mexican government procurement, and eliminate tariffs of 10-20 percent.
- * For transportation equipment (\$4.7 million in 1992 exports to Mexico), NAFTA will open up Mexican government procurement and eliminate Mexican tariffs, quotas, and local content requirements (which require the use of Mexican instead of U.S. manufacturing components) on auto parts.
- * For chemical products and pharmaceuticals (\$4.5 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of 10-20 percent, eliminate non-tariff barriers such as import license requirements, open up Mexican government procurement, and improve protection of intellectual property.
- * For paper products (\$4.2 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of 10-20 percent and remove nontariff barriers.
- NAFTA contains detailed provisions to eliminate barriers to trade in services, including liberalization of licensing requirements and other restrictions, that will help Minnesota banking, insurance and other financial services, telecommunications, and engineering and construction companies win more business in the \$146 billion Mexican services market.
- NAFTA will open up Mexican markets to Minnesota farmers by, for example, eliminating import licenses on corn, wheat, barley, and dairy products, and eliminating tariffs (e.g. soybeans, 15 percent (seasonal); durum wheat, 10 percent; barley, 5 percent) either immediately or over time.
- Increased exports to Mexico because of NAFTA mean more high-paying jobs for Minnesota.
 - * 94 percent of Minnesota's exports to Mexico are manufacturing exports, which provide jobs paying 17 percent more on average than the average U.S. wage.
 - * This pattern is borne out in specific Minnesota export industries: for example, the 1991 average hourly wage for production workers in chemicals was \$12.76; in industrial machinery & computers, \$12.61; and in fabricated metal products, \$12.34.
 - * NAFTA will lock in the 4,780 Minnesota jobs already generated by trade with Mexico, and create new jobs that will offset any job losses by more than eight-to-one. The NAFTA is expected to result in a net gain of 1,800 jobs for Minnesota.

Mississippi and the NAFTA**North American
Free Trade
Agreement**

- **Canada and Mexico are important export markets for Mississippi.**
 - * **Canada and Mexico are Mississippi's first- and seventh-largest export markets. Mississippi's exports to Canada and Mexico were worth \$450 million in 1992, 60 percent greater than the 1987 level of \$281 million.**
 - * **Manufactured exports to Canada and Mexico support an estimated 8,349 jobs in Mississippi. Approximately 3,533 of these have been created since 1987 by growth in Mississippi's manufactured exports to Canada and Mexico.**
- **Mississippi's exports to Mexico are growing rapidly.**
 - * **Mississippi's merchandise exports to Mexico have increased by 96 percent since 1987, rising from \$53 million to \$103 million. This greatly exceeded the growth rate of Mississippi's exports to the rest of the world (65 percent).**
- **Increased trade with Mexico since 1987 has strongly benefitted important Mississippi industries. Most sectors have seen dramatic increases in exports to Mexico, and 17 sectors have seen their exports to Mexico more than double since 1987. Examples:**
 - textiles: up 9,208 percent to \$17.2 million.
 - rubber & plastic products: up 4,650 percent to \$10.8 million.
 - transportation equipment: up 1,297 percent to \$1.4 million.
 - industrial machinery & computers: up 660 percent to \$5.6 million.
 - furniture & fixtures: up 209 percent to \$3.3 million.
- **Reduction of trade barriers under the NAFTA will greatly benefit Mississippi's leading export industries.**
 - * **For electric and electronic equipment (\$22.6 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of up to 20 percent, open up Mexican government procurement, eliminate nontariff barriers in technical standards, and increase intellectual property protection.**
 - * **For lumber and wood products (\$12.0 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of 10-20 percent and eliminate non-tariff barriers such as import permits and user fees.**
 - * **For paper products (\$8.9 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of 10-20 percent and remove nontariff barriers.**

Exports.**Better Jobs.****Better Wages.**

- * For food products (\$2.0 million in 1992 exports to Mexico), NAFTA will reduce tariffs of 10-20 percent and eliminate non-tariff barriers such as import licenses.
- * For transportation equipment (\$1.4 million in 1992 exports to Mexico), NAFTA will open up Mexican government procurement and eliminate Mexican tariffs, quotas, and local content requirements (which require the use of Mexican instead of U.S. manufacturing components) on auto parts.
- * For apparel (\$1.3 million in 1992 exports to Mexico), NAFTA will phase out 95 % of Mexican tariffs (1991 average: 20%) in six years.
- NAFTA will open up Mexican markets to Mississippi farmers by, for example, eliminating import licenses on poultry, and eliminating tariffs (e.g. soybeans, 15 percent (seasonal); rice, 10-20 percent; cattle and beef, 15-25 percent; cotton and poultry, 10 percent) either immediately or over time.
- NAFTA contains detailed provisions to eliminate barriers to trade in services, including liberalization of licensing requirements and other restrictions, that will help Mississippi banking, insurance and other financial services, telecommunications, and engineering and construction companies win more business in the \$146 billion Mexican services market.
- The apparel and auto parts sectors fear the NAFTA will lead to a loss of jobs to Mexico.
 - * This fear is unjustified. The NAFTA provides safeguards which allow imposition of protection if domestic producers are seriously injured. Also, some reductions in U.S. tariffs will only be phased in over 10 years.
 - * In addition, tough rules of origin will ensure that neither Mexico nor Canada will become a staging ground for exports of non-NAFTA countries to the U.S. In fact, these rules will benefit Mississippi's auto parts and textiles industries because they provide a strong incentive for manufacturers in all three NAFTA countries to source auto parts and textiles in North America, rather than overseas.
- Increased exports to Mexico because of NAFTA mean more high-paying jobs for Mississippi.
 - * 96 percent of Mississippi's exports to Mexico are manufacturing exports, which provide jobs paying 17 percent more on average than the average U.S. wage.
 - * This pattern is borne out in specific Mississippi export industries: for example, the 1991 average hourly wage for production workers in chemicals was \$11.79; in transportation equipment, \$10.58; and in printing & publishing, \$10.39.
 - * NAFTA will lock in the 1,902 Mississippi jobs already generated by trade with Mexico, and create new jobs that will offset any job losses by more than two-to-one.

Missouri and the NAFTA

North American Free Trade Agreement

- Canada and Mexico are Missouri's main export markets.
 - * Canada and Mexico are Missouri's first- and second-largest export markets. Missouri's exports to Canada and Mexico were worth \$2.2 billion in 1992, 47 percent greater than the 1987 level of \$1.5 billion.
 - * Manufactured exports to Canada and Mexico support an estimated 32,457 jobs in Missouri. Approximately 10,057 of these have been created since 1987 by growth in Missouri's manufactured exports to Canada and Mexico.
- Missouri's exports to Mexico are growing rapidly.
 - * Missouri's merchandise exports to Mexico have increased by 70 percent since 1987, rising from \$199 million to \$339 million. This was over double the growth rate of Missouri's exports to the rest of the world (32 percent).
- Increased trade with Mexico since 1987 has strongly benefitted important Missouri industries. Most sectors have seen dramatic increases in exports to Mexico, and 13 sectors have seen their exports to Mexico more than double since 1987. Examples:
 - scientific & measuring instruments: up 257 percent to \$5.0 million.
 - primary metals: up 249 percent to \$15.2 million.
 - stone, clay, & glass products: up 232 percent to \$2.6 million.
 - industrial machinery & computers: up 210 percent to \$35.0 million.
 - fabricated metal products: up 192 percent to \$14.4 million.
 - chemical products: up 135 percent to \$27.4 million.
- Reduction of trade barriers under the NAFTA will greatly benefit Missouri's leading export industries.
 - * For food products (\$61.4 million in 1992 exports to Mexico), NAFTA will reduce tariffs of 10-20 percent and eliminate non-tariff barriers such as import licenses.
 - * For electric and electronic equipment (\$42.5 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of up to 20 percent, open up Mexican government procurement, eliminate nontariff barriers in technical standards, and increase intellectual property protection.
 - * For industrial machinery and computers (\$35.0 million in 1992 exports to Mexico), NAFTA will eliminate tariffs (e.g. 10-20 percent for computers), improve protection of intellectual property, and open up Mexican government procurement.

Exports. Better Jobs. Better Wages.

- * For chemical and petrochemical products (\$27.4 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of 10-20 percent, eliminate non-tariff barriers such as import license requirements, open up Mexican government procurement, and improve protection of intellectual property.
- * For transportation equipment (\$17.2 million in 1992 exports to Mexico), NAFTA will open up Mexican government procurement and eliminate Mexican tariffs, quotas, and local content requirements (which require the use of Mexican instead of U.S. manufacturing components) on auto parts.
- NAFTA contains detailed provisions to eliminate barriers to trade in services, including liberalization of licensing requirements and other restrictions, that will help Missouri banking, insurance and other financial services, and health service companies win more business in the \$146 billion Mexican services market.
- NAFTA will open up Mexican markets to Missouri farmers by, for example, eliminating import licenses on wheat, corn, and dairy products, and eliminating tariffs (e.g. cattle and beef, 15-25 percent; soybeans, 15 percent (seasonal); durum wheat, cotton, and pork, 10 percent) either immediately or over time.
- Increased exports to Mexico because of NAFTA mean more high-paying jobs for Missouri.
 - * 73 percent of Missouri's exports to Mexico are manufacturing exports, which provide jobs paying 17 percent more on average than the average U.S. wage.
 - * This pattern is borne out in specific Missouri export industries: for example, the 1991 average hourly wage for production workers in transportation equipment was \$16.72; in chemicals, \$13.18; in primary metal industries, \$12.36; and in fabricated metal products, \$11.74.
 - * NAFTA will lock in the 3,965 Missouri jobs already generated by trade with Mexico, and create new jobs that will offset any job losses by almost six-to-one. The NAFTA is expected to result in a net gain of 1,600 jobs for Missouri.



Montana and the NAFTA

North American Free Trade Agreement

- Canada and Mexico are important export markets for Montana.
 - * Canada and Mexico are Montana's first- and eleventh-largest export markets. Montana's exports to Canada and Mexico were worth \$159 million in 1992, 73 percent greater than the 1987 level of \$92 million.
 - * Manufactured exports to Canada and Mexico support an estimated 4,124 jobs in Montana. Approximately 1,959 of these have been created since 1987 by growth in Montana's manufactured exports to Canada and Mexico.
- Montana's exports to Mexico are growing rapidly.
 - * Montana's merchandise exports to Mexico have increased by 230 percent since 1987, rising from \$1.2 million to \$4.0 million. This vastly exceeded the growth rate of Montana's exports to the rest of the world (2 percent).
- Increased trade with Mexico since 1987 has strongly benefitted important Montana industries. Most sectors have seen dramatic increases in exports to Mexico, and 16 sectors have seen their exports to Mexico more than double since 1987. Examples:
 - electric & electronic equipment: up 1,166 percent to \$112,000.
 - crops: up 994 percent to \$2.1 million.
 - industrial machinery & computers: up 476 percent to \$123,000.
 - refined petroleum products: up from \$0 to \$153,000.
- Reduction of trade barriers under the NAFTA will greatly benefit Montana's leading export industries.
 - * For paper products (\$129,000 in 1992 exports to Mexico), NAFTA will eliminate tariffs of 10-20 percent, remove nontariff barriers, and open up Mexican government procurement.
 - * For industrial machinery and computers (\$123,000 in 1992 exports to Mexico), NAFTA will eliminate tariffs (e.g. 10-20 percent for computers), improve protection of intellectual property, and open up Mexican government procurement.
 - * For electric and electronic equipment (\$112,000 in 1992 exports to Mexico), NAFTA will eliminate tariffs of up to 20 percent, open up Mexican government procurement, eliminate nontariff barriers in technical standards, and increase intellectual property protection.

Exports.
Better Jobs.
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- * For food products (\$88,000 in 1992 exports to Mexico), NAFTA will reduce tariffs of 10-20 percent and eliminate non-tariff barriers such as import licenses.
- NAFTA will open up Mexican markets to Montana farmers by, for example, eliminating import licenses on wheat, and eliminating tariffs (e.g. cattle and beef, 15-25 percent; oats and durum wheat, 10 percent; barley, 5 percent) either immediately or over time.
- NAFTA contains detailed provisions to eliminate barriers to trade in services, including liberalization of licensing requirements and other restrictions, that will help Montana banks and engineering and construction companies win more business in the \$146 billion Mexican services market.
- Commitments to clean up environmental hazards and improve environmental protection in Mexico and the border area will stimulate demand for Montana pollution control equipment and services.
- Montana sugar beet growers fear the NAFTA will enable Mexican competitors to displace U.S. growers. This fear is not justified because NAFTA contains special provisions to protect the U.S. sugar industry. Increased access to the U.S. market for Mexican sugar is limited by a 15 year transition period and by the requirement that increased access during the transition period be tied to Mexico becoming a net surplus producer of sugar.
 - * U.S. Department of Agriculture projections indicate that Mexico will not be a net surplus sugar producer in the foreseeable future.
 - * Even if Mexico does export sugar, U.S. producers will not be affected because import quotas for third countries will be reduced commensurately with any increase in Mexican imports.
 - * Most Montana agricultural sectors will benefit from NAFTA, while the sugar beet sector will be significantly protected by NAFTA. In light of this, as well as the clear gains for manufacturing and services, it hardly makes sense for Montana to oppose NAFTA because of one agricultural sector.
- Increased exports to Mexico because of NAFTA mean more high-paying jobs for Montana.
 - * The NAFTA, by opening the Mexican market, will create more jobs in Montana's manufacturing exports sectors. These jobs pay 17 percent more on average than the average U.S. wage.
 - * NAFTA will lock in the Montana jobs already generated by trade with Mexico, and create new jobs that will offset any job losses by twelve-to-one.

Nebraska and the NAFTA**North American
Free Trade
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- **Canada and Mexico are key export markets for Nebraska.**
 - * **Canada and Mexico are Nebraska's second- and third-largest export markets. Nebraska's exports to Canada and Mexico were worth \$405 million in 1992, 59 percent greater than the 1987 level of \$254 million.**
 - * **Manufactured exports to Canada and Mexico support an estimated 9,406 jobs in Nebraska. Approximately 3,250 of these have been created since 1987 by growth in Nebraska's manufactured exports to Canada and Mexico.**
- **Nebraska's exports to Mexico are growing rapidly.**
 - * **Nebraska's merchandise exports to Mexico have increased by 125 percent since 1987, rising from \$45 million to \$100 million. This greatly exceeded the growth rate of Nebraska's exports to the rest of the world (80 percent):**
- **Increased trade with Mexico since 1987 has strongly benefitted important Nebraska industries. Most sectors have seen dramatic increases in exports to Mexico, and 17 sectors have seen their exports to Mexico more than double since 1987. Examples:**
 - **fabricated metal products: up 826 percent to \$2.1 million.**
 - **industrial machinery & computers: up 481 percent to \$5.7 million.**
 - **livestock: up 348 percent to \$4.3 million.**
 - **food products: up 149 percent to \$38.3 million.**
- **Reduction of trade barriers under the NAFTA will greatly benefit Nebraska's leading export industries.**
 - * **For food products (\$38.3 million in 1992 exports to Mexico), NAFTA will reduce tariffs of 10-20 percent and eliminate non-tariff barriers such as import licenses.**
 - * **For industrial machinery and computers (\$5.7 million in 1992 exports to Mexico), NAFTA will eliminate tariffs (e.g. 10-20 percent for computers), improve protection of intellectual property, and open up Mexican government procurement.**
 - * **For chemical products and pharmaceuticals (\$1.7 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of 10-20 percent, eliminate non-tariff barriers such as import license requirements, open up Mexican government procurement, and improve protection of intellectual property.**

**Exports.
Better Jobs.
Better Wages.**

- * For rubber and plastic products (\$1.7 million in 1992 exports to Mexico), NAFTA will open up Mexican government procurement, and eliminate tariffs of 10-20 percent.
- * For electric and electronic equipment (\$1.6 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of up to 20 percent, open up Mexican government procurement, eliminate nontariff barriers in technical standards, and increase intellectual property protection.
- * For transportation equipment (\$1.4 million in 1992 exports to Mexico), NAFTA will open up Mexican government procurement and eliminate Mexican tariffs, quotas, and local content requirements (which require the use of Mexican instead of U.S. manufacturing components) on auto parts.
- NAFTA will open up Mexican markets to Nebraska farmers by, for example, eliminating import licenses on corn, wheat, dairy products, and potatoes, and eliminating tariffs (e.g. cattle and beef, 15-25 percent; soybeans and sorghum, 15 percent (seasonal); oats and durum wheat, 10 percent) either immediately or over time.
- NAFTA contains detailed provisions to eliminate barriers to trade in services, including liberalization of licensing requirements and other restrictions, that will help Nebraska banking, insurance and other financial services, telecommunications, and engineering and construction companies win more business in the \$146 billion Mexican services market.
- Commitments to clean up environmental hazards and improve environmental protection in Mexico and the border area will stimulate demand for Nebraska pollution control equipment and services.
- Increased exports to Mexico because of NAFTA mean more high-paying jobs for Nebraska.
 - * 57 percent of Nebraska's exports to Mexico are manufacturing exports, which provide jobs paying 17 percent more on average than the average U.S. wage.
 - * This pattern is borne out in specific Nebraska export industries: for example, the 1991 average hourly wage for production workers in chemicals was \$12.90; in industrial machinery & computers, \$11.34; and in electric & electronic equipment, \$11.31.
 - * NAFTA will lock in the 1,530 Nebraska jobs already generated by trade with Mexico, and create new jobs that will offset any job losses by more than seven-to-one.

Nevada and the NAFTA

**North American
Free Trade
Agreement**

- **Canada and Mexico are key export markets for Nevada.**
 - * **Canada and Mexico are Nevada's first- and third-largest export markets. Nevada's exports to Canada and Mexico were worth \$167 million in 1992, 117 percent greater than the 1987 level of \$77 million.**
 - * **Manufactured exports to Canada and Mexico support an estimated 7,160 jobs in Nevada. Approximately 3,599 of these have been created since 1987 by growth in Nevada's manufactured exports to Canada and Mexico.**
- **Nevada's exports to Mexico are growing at a phenomenal pace.**
 - * **Nevada's merchandise exports to Mexico have increased by 1,638 percent since 1987, rising from \$3 million to \$47 million. This vastly exceeded the growth rate of Nevada's exports to the rest of the world (33 percent).**
- **Increased trade with Mexico since 1987 has strongly benefitted important Nevada industries. Most sectors have seen dramatic increases in exports to Mexico, and 19 sectors have seen their exports to Mexico more than double since 1987. Examples:**
 - **transportation equipment: up 75,233 percent to \$30.1 million.**
 - **electric & electronic equipment: up 1,459 percent to \$1.2 million.**
 - **rubber & plastic products: up 1,331 percent to \$1.2 million.**
 - **chemical products: up 1,046 percent to \$3.8 million.**
 - **industrial machinery & computers: up 306 percent to \$1.5 million.**
- **Reduction of trade barriers under the NAFTA will greatly benefit Nevada's leading export industries.**
 - * **For transportation equipment (\$30.1 million in 1992 exports to Mexico), NAFTA will open up Mexican government procurement and eliminate Mexican tariffs, quotas, and local content requirements (which require the use of Mexican instead of U.S. manufacturing components) on auto parts.**
 - * **For chemical products (including petrochemicals) (\$3.8 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of 10-20 percent, eliminate non-tariff barriers such as import license requirements, open up Mexican government procurement, and improve protection of intellectual property.**
 - * **For apparel (\$2.8 million in 1992 exports to Mexico), NAFTA will phase out 95% of Mexican tariffs (1991 average: 20%) in six years.**

**Exports.
Better Jobs.
Better Wages.**

- * For industrial machinery and computers (\$1.5 million in 1992 exports to Mexico), NAFTA will eliminate tariffs (e.g. 10-20 percent for computers), improve protection of intellectual property, and open up Mexican government procurement.
- * For scientific and measuring instruments (\$536,000 in 1992 exports to Mexico), NAFTA will eliminate Mexican import licenses and tariffs as high as 20 percent, as well as open up Mexican government procurement.
- NAFTA contains detailed provisions to eliminate barriers to trade in services, including liberalization of licensing requirements and other restrictions, that will help Nevada banking, insurance and other financial services, and engineering and construction companies win more business in the \$146 billion Mexican services market.
- NAFTA will open up Mexican markets to Nevada farmers by, for example, eliminating import licenses on barley, wheat, potatoes, and dairy products, and eliminating tariffs (e.g. cattle and beef, 15-25 percent; slaughter hogs (non-pedigree), 20 percent; durum wheat, 10 percent; barley, 5 percent) either immediately or over time.
- Commitments to clean up environmental hazards and improve environmental protection in Mexico and the border area will stimulate demand for Nevada pollution control equipment and services.
- The apparel sector fears the NAFTA will lead to a loss of jobs to Mexico.
 - * This fear is unjustified. The NAFTA provides safeguards which allow imposition of protection if domestic producers are seriously injured. Also, some reductions in U.S. tariffs will only be phased in over a ten year period.
 - * In addition, a tough rule of origin will ensure that neither Mexico nor Canada will become a staging ground for exports of non-NAFTA countries to the U.S.
- Increased exports to Mexico because of NAFTA mean more high-paying jobs for Nevada.
 - * 92 percent of Nevada's exports to Mexico are manufacturing exports, which provide jobs paying 17 percent more on average than the average U.S. wage.
 - * NAFTA will lock in the 2,049 Nevada jobs already generated by trade with Mexico, and create new jobs that will offset any job losses by ten-to-one.

New Hampshire and the NAFTA

North American
Free Trade
Agreement

- **Canada and Mexico are important export markets for New Hampshire.**
 - * Canada and Mexico are New Hampshire's first- and ninth-largest export markets. New Hampshire's exports to Canada and Mexico were worth \$338 million in 1992, 53 percent greater than the 1987 level of \$221 million.
 - * Manufactured exports to Canada and Mexico support an estimated 7,001 jobs in New Hampshire. Approximately 2,216 of these have been created since 1987 by growth in New Hampshire's manufactured exports to Canada and Mexico.
- **New Hampshire's exports to Mexico are growing rapidly.**
 - * New Hampshire's merchandise exports to Mexico have increased by 243 percent since 1987, rising from \$9 million to \$34 million. This was fifteen times the growth rate of New Hampshire's exports to the rest of the world (16 percent)
- **Increased trade with Mexico since 1987 has strongly benefitted important New Hampshire industries. Most sectors have seen dramatic increases in exports to Mexico, and 17 sectors have seen their exports to Mexico more than double since 1987. Examples:**
 - transportation equipment: up 75,902 percent to \$1.8 million.
 - stone, clay & glass products: up 1,594 percent to \$2.8 million.
 - fabricated metal products: up 1,388 percent to \$809,000.
 - industrial machinery & computers: up 365 percent to \$16.2 million.
 - rubber & plastic products: up 197 percent to \$850,000.
 - scientific & measuring instruments: up 150 percent to \$2.4 million.
- **Reduction of trade barriers under the NAFTA will greatly benefit New Hampshire's leading export industries.**
 - * For industrial machinery and computers (\$16.2 million in 1992 exports to Mexico), NAFTA will eliminate tariffs (e.g. 10-20 percent for computers), improve protection of intellectual property, and open up Mexican government procurement.
 - * For chemical products (including petrochemicals) (\$4.1 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of 10-20 percent, eliminate non-tariff barriers such as import license requirements, open up Mexican government procurement, and improve protection of intellectual property.

Exports.
Better Jobs.
Better Wages.

- * For scientific and measuring instruments (\$2.4 million in 1992 exports to Mexico), NAFTA will eliminate Mexican import licenses and tariffs as high as 20 percent, as well as open up Mexican government procurement.
- * For transportation equipment (\$1.8 million in 1992 exports to Mexico), NAFTA will open up Mexican government procurement and eliminate Mexican tariffs, quotas, and local content requirements (which require the use of Mexican instead of U.S. manufacturing components) on auto parts.
- * For electric and electronic equipment (\$987,000 in 1992 exports to Mexico), NAFTA will eliminate tariffs of up to 20 percent, open up Mexican government procurement, eliminate nontariff barriers in technical standards, and increase intellectual property protection.
- NAFTA contains detailed provisions to eliminate barriers to trade in services, including liberalization of licensing requirements and other restrictions, that will help New Hampshire banking, insurance and other financial services, telecommunications, and engineering and construction companies win more business in the \$146 billion Mexican services market.
- NAFTA will open up Mexican markets to New Hampshire farmers by, for example, eliminating import licenses on dairy products, and eliminating tariffs (e.g. apples, 20 percent; beef and cattle, 15-25 percent) either immediately or over time.
- Commitments to clean up environmental hazards and improve environmental protection in Mexico and the border area will stimulate demand for New Hampshire pollution control equipment and services.
- New Hampshire's auto parts industry will benefit from NAFTA's rules of origin for autos, which ensure that non-NAFTA countries cannot use Mexico or Canada as an export platform into the U.S. These rules provide a strong incentive for manufacturers in all three NAFTA countries to source more parts and components in North America, rather than overseas.
- Increased exports to Mexico because of NAFTA mean more high-paying jobs for New Hampshire.
 - * 99 percent of New Hampshire's exports to Mexico are manufacturing exports, which provide jobs paying 17 percent more on average than the average U.S. wage.
 - * This pattern is borne out in specific New Hampshire export industries: for example, the 1991 average hourly wage for production workers in scientific & measuring instruments was \$13.96; in printing & publishing, \$11.65; and in industrial machinery & computers, \$10.94.
 - * NAFTA will lock in the 736 New Hampshire jobs already generated by trade with Mexico, and create new jobs that will offset any job losses by more than five-to-one.



New Jersey and the NAFTA

North American
Free Trade
Agreement

- Canada and Mexico are important export markets for New Jersey.
 - * Canada and Mexico are New Jersey's first- and sixth-largest export markets. New Jersey's exports to Canada and Mexico were worth \$3.0 billion in 1992, 131 percent greater than the 1987 level of \$1.3 billion.
 - * Manufactured exports to Canada and Mexico support an estimated 99,570 jobs in New Jersey. Approximately 55,446 of these have been created since 1987 by growth in New Jersey's manufactured exports to Canada and Mexico.
- New Jersey's exports to Mexico are growing rapidly.
 - * New Jersey's merchandise exports to Mexico have increased by 156 percent since 1987, rising from \$189 million to \$483 million. This was over twice the growth rate of New Jersey's exports to the rest of the world (61 percent).
- Increased trade with Mexico since 1987 has strongly benefitted important New Jersey industries. Most sectors have seen dramatic increases in exports to Mexico, and 22 sectors have seen their exports to Mexico more than double since 1987. Examples:
 - apparel: up 2,626 percent to \$17.5 million.
 - food products: up 1,833 percent to \$18.3 million
 - primary metals: up 291 percent to \$36.5 million.
 - rubber & plastic products: up 243 percent to \$19.1 million.
 - fabricated metal products: up 189 percent to \$13.9 million.
 - electric & electronic equipment: up 159 percent to \$69.2 million.
- Reduction of trade barriers under the NAFTA will benefit leading New Jersey export industries.
 - * For chemical products and pharmaceuticals (\$157.5 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of 10-20 percent, eliminate non-tariff barriers such as import license requirements, open up Mexican government procurement, and improve protection of intellectual property rights.
 - * For electric and electronic equipment (\$69.2 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of up to 20 percent, open up Mexican government procurement, eliminate nontariff barriers in the form of technical standards, and increase intellectual property protection.

Exports.
Better Jobs.
Better Wages.

- * For industrial machinery and computers (\$62.2 million in 1992 exports to Mexico), NAFTA will eliminate tariffs, improve protection of intellectual property, and open up Mexican government procurement.
- * For primary metals (\$36.5 million in 1992 exports to Mexico), NAFTA will eliminate tariffs (which average 8.2% on a trade-weighted basis), open up Mexican government procurement, and expand the Mexican economy, increasing infrastructure growth and demand for steel.
- NAFTA contains detailed provisions to eliminate barriers to trade in services, including liberalization of licensing requirements and other restrictions, that will aid New Jersey financial services and insurance, telecommunications, and construction and engineering companies win more business in the \$146 billion Mexican services market.
- Commitments to clean up environmental hazards and improve environmental protection in Mexico and the border area will stimulate demand for New Jersey pollution control equipment and services.
- NAFTA will open up Mexican markets to New Jersey farmers by, for example, eliminating import licenses on corn, eggs, and dairy products, and eliminating tariffs (e.g. soybeans, 15 percent (seasonal)) either immediately or over time.
- The apparel sector fears the NAFTA will lead to loss of jobs to Mexico.
 - * This fear is unjustified. The NAFTA provides safeguards which allow imposition of protection if domestic producers are seriously injured. Also, some reductions in U.S. tariffs will only be phased in over a ten year period.
 - * In addition, a tough rule of origin will ensure that neither Mexico nor Canada will become a staging ground for exports of non-NAFTA countries to the U.S.
- Increased exports to Mexico because of NAFTA mean more high-paying jobs for New Jersey.
 - * 98 percent of New Jersey's exports to Mexico are manufacturing exports, which provide jobs paying 17 percent more on average than the average U.S. wage.
 - * This pattern is borne out in specific New Jersey export industries: for example, the 1991 average hourly wage for production workers in petroleum and coal products was \$21.46; in transportation equipment, \$14.88; in chemicals and allied products, \$14.39; in printing and publishing, \$13.43; and in industrial machinery and computers, \$12.92.
 - * NAFTA will lock in the 16,695 New Jersey jobs already generated by trade with Mexico, and create new jobs that will offset any job losses by almost five-to-one. The NAFTA is expected to result in a net gain of 2,360 jobs for New Jersey.

New Mexico and the NAFTA

North American Free Trade Agreement

- Canada and Mexico are important export markets for New Mexico.
 - * Canada and Mexico are New Mexico's third- and fourth-largest export markets. New Mexico's exports to Canada and Mexico were worth \$72 million in 1992, 131 percent greater than the 1987 level of \$31 million.
 - * Manufactured exports to Canada and Mexico support an estimated 2,602 jobs in New Mexico. Approximately 1,346 of these have been created since 1987 by growth in New Mexico's manufactured exports to Canada and Mexico.
- New Mexico's exports to Mexico are growing rapidly.
 - * New Mexico's merchandise exports to Mexico have increased by 248 percent since 1987, rising from \$9.1 million to \$31.7 million. This was over twice the growth rate of New Mexico's exports to the rest of the world (119 percent).
- Increased trade with Mexico since 1987 has strongly benefitted important New Mexico industries. Most sectors have seen dramatic increases in exports to Mexico, and 23 sectors have seen their exports to Mexico more than double since 1987. Examples:
 - lumber & wood products: up 64,548 percent to \$3.2 million.
 - printing & publishing: up 4,285 percent to \$1.9 million.
 - food products: up 3,823 percent to \$1.7 million.
 - electric & electronic equipment: up 2,001 percent to \$2.1 million.
 - chemical products: up 214 percent to \$12.2 million.
- Reduction of trade barriers under the NAFTA will greatly benefit New Mexico's leading export industries.
 - * For chemical and petrochemical products (\$12.2 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of 10-20 percent, eliminate non-tariff barriers such as import license requirements, open up Mexican government procurement, and improve protection of intellectual property.
 - * For lumber and wood products (\$3.2 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of 10-20 percent, and eliminate non-tariff barriers such as import permits.
 - * For industrial machinery and computers (\$2.6 million in 1992 exports to Mexico), NAFTA will eliminate tariffs (e.g. 10-20 percent for computers), improve protection of intellectual property, and open up Mexican government procurement.

Exports. Better Jobs. Better Wages.

- * For food products (\$1.7 million in 1992 exports to Mexico), NAFTA will reduce tariffs of 10-20 percent and eliminate non-tariff barriers such as import licenses.
- * For transportation equipment (\$306,000 in 1992 exports to Mexico), NAFTA will open up Mexican government procurement and eliminate Mexican tariffs, quotas, and local content requirements (which require the use of Mexican instead of U.S. manufacturing components) on auto parts.
- NAFTA contains detailed provisions to eliminate barriers to trade in services, including liberalization of licensing requirements and other restrictions, that will help New Mexico banking, insurance and other financial services, telecommunications, and engineering and construction companies win more business in the \$146 billion Mexican services market.
- For New Mexico companies involved in energy and related products, the NAFTA will create significant investment opportunities, liberalize government procurement, and eliminate tariffs of 10-20 percent on oil and gas field equipment.
- NAFTA will open up Mexican markets to New Mexico farmers by, for example, eliminating import licenses on corn and wheat, and eliminating tariffs (e.g. cattle and beef, 15-25 percent; sorghum, 15 percent (seasonal); cotton and durum wheat, 10 percent) either immediately or over time.
- Environmentalists may criticize the NAFTA for not paying enough attention to the environment.
 - * This criticism is unjustified. The environment continues to be a major concern of all the governments involved. Mexico and the U.S. are committing substantial resources to border cleanup and infrastructure. In addition, NAFTA and the resulting economic development will lead to stricter environmental standards and enforcement in Mexico.
 - * In fact, increased demand for pollution control equipment and services, with substantial commitments from the Mexican and U.S. governments, will stimulate demand for New Mexico pollution control equipment and services.
- Increased exports to Mexico because of NAFTA mean more high-paying jobs for New Mexico.
 - * 87 percent of New Mexico's exports to Mexico are manufacturing exports, which provide jobs paying 17 percent more on average than the average U.S. wage.
 - * NAFTA will lock in the 1,249 New Mexico jobs already generated by trade with Mexico, and create new jobs that will offset any job losses by more than six-to-one.

New York and the NAFTA

**North American
Free Trade
Agreement**

- **Canada and Mexico are important export markets for New York.**
 - * Canada and Mexico are New York's first- and ninth-largest export markets. New York's exports to Canada and Mexico were worth \$7.8 billion in 1992, 72 percent greater than the 1987 level of \$4.6 billion.
 - * Manufactured exports to Canada and Mexico support an estimated 180,879 jobs in New York. Approximately 67,740 of these have been created since 1987 by growth in New York's manufactured exports to Canada and Mexico.
- **New York's exports to Mexico are growing rapidly.**
 - * New York's merchandise exports to Mexico have increased by 82 percent since 1987, rising from \$512 million to \$934 million. This greatly exceeded the growth rate of New York's exports to the rest of the world (47 percent).
- **Increased trade with Mexico since 1987 has strongly benefitted important New York industries. Most sectors have seen dramatic increases in exports to Mexico, and 18 sectors have seen their exports to Mexico more than double since 1987. Examples:**
 - apparel: up 1,186 percent to \$19.7 million.
 - textiles: up 547 percent to \$26.6 million.
 - food products: up 400 percent to \$62.4 million.
 - primary metals: up 367 percent to \$162.2 million.
 - printing & publishing: up 189 percent to \$6.3 million.
- **Reduction of trade barriers under the NAFTA will greatly benefit New York's leading export industries.**
 - * For industrial machinery and computers (\$143.9 million in 1992 exports to Mexico), NAFTA will eliminate tariffs (e.g. 10-20 percent for computers), improve protection of intellectual property, and open up Mexican government procurement.
 - * For scientific and measuring instruments (\$121.5 million in 1992 exports to Mexico), NAFTA will eliminate Mexican import licenses and tariffs as high as 20 percent, as well as open up Mexican government procurement.
 - * For electric and electronic equipment (\$104.5 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of up to 20 percent, open up Mexican government procurement, eliminate nontariff barriers in technical standards, and increase intellectual property protection.

**Exports.
Better Jobs.
Better Wages.**

- * For chemical products and pharmaceuticals (\$84.4 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of 10-20 percent, eliminate non-tariff barriers such as import license requirements, open up Mexican government procurement, and improve protection of intellectual property.
- * For transportation equipment (\$26.0 million in 1992 exports to Mexico), NAFTA will open up Mexican government procurement and eliminate Mexican tariffs, quotas, and local content requirements (which require the use of Mexican instead of U.S. manufacturing components) on auto parts.
- NAFTA contains detailed provisions to eliminate barriers to trade in services, including liberalization of licensing requirements and other restrictions, that will aid New York financial services and insurance, telecommunications, and construction and engineering companies win more business in the \$146 billion Mexican services market.
- NAFTA will open up Mexican markets to New York farmers by, for example, eliminating import licenses on corn and dairy products, and eliminating tariffs (e.g. apples, 20 percent; cattle and beef, 15-25 percent; cheeses, 20 percent) either immediately or over time.
- Commitments to clean up environmental hazards and improve environmental protection in Mexico and the border area will stimulate demand for New York pollution control equipment and services.
- The apparel and textiles sectors fear the NAFTA will lead to a loss of jobs to Mexico.
 - * This fear is unjustified. The NAFTA provides safeguards which allow imposition of protection if domestic producers are seriously injured. Also, some reductions in U.S. tariffs will only be phased in over a ten year period.
 - * In addition, a tough rule of origin will ensure that neither Mexico nor Canada will become a staging ground for exports of non-NAFTA countries to the U.S. In fact, these rules will benefit New York's textiles sector by providing a strong incentive for manufacturers in all three NAFTA countries to source more textiles in North America, rather than overseas.
- Increased exports to Mexico because of NAFTA mean more high-paying jobs for New York.
 - * 98 percent of New York's exports to Mexico are manufacturing exports, which provide jobs paying 17 percent more on average than the average U.S. wage.
 - * This pattern is borne out in specific New York export industries: for example, the 1991 average hourly wage for production workers in transportation equipment was \$16.28; in scientific & measuring instruments, \$13.89; in chemicals, \$12.73, and in industrial machinery & computers, \$11.79.
 - * NAFTA will lock in the 22,895 New York jobs already generated by trade with Mexico, and create new jobs that will offset any job losses by almost seven-to-one. The NAFTA is expected to result in a net gain of 6,800 jobs for New York.

North Carolina and the NAFTA

North American Free Trade Agreement

- Canada and Mexico are important export markets for North Carolina.
 - * Canada and Mexico are North Carolina's first- and seventh-largest export markets. North Carolina's exports to Canada and Mexico were worth \$2.8 billion in 1992, 133 percent greater than the 1987 level of \$1.2 billion.
 - * Manufactured exports to Canada and Mexico support an estimated 58,464 jobs in North Carolina. Approximately 36,313 of these have been created since 1987 by growth in North Carolina's manufactured exports to Canada and Mexico.
- North Carolina's exports to Mexico are growing rapidly.
 - * North Carolina's merchandise exports to Mexico have increased by 365 percent since 1987, rising from \$94 million to \$440 million. This was over three times the growth rate of North Carolina's exports to the rest of the world (98 percent).
- Increased trade with Mexico since 1987 has strongly benefitted important North Carolina industries. Most sectors have seen dramatic increases in exports to Mexico, and 22 sectors have seen their exports to Mexico more than double since 1987. Examples:

- furniture & fixtures: up 6,813 percent to \$4.8 million.
- transportation equipment: up 1,359 percent to \$16.8 million.
- textiles: up 946 percent to \$32.6 million.
- food products: up 808 percent to \$5.7 million.
- apparel: up 524 percent to \$47.4 million.
- electric & electronic equipment: up 419 percent to \$35.5 million.
- industrial machinery & computers: up 351 percent to \$109.9 million.

- Reduction of trade barriers under the NAFTA will greatly benefit North Carolina's leading export industries.

Exports. Better Jobs. Better Wages.

- * For industrial machinery and computers (\$109.9 million in 1992 exports to Mexico), NAFTA will eliminate tariffs (e.g. 10-20 percent for computers), improve protection of intellectual property, and open up Mexican government procurement.
- * For chemical products and pharmaceuticals (\$89.3 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of 10-20 percent, eliminate non-tariff barriers such as import license requirements, open up Mexican government procurement, and improve protection of intellectual property.

- * For electric and electronic equipment (\$35.5 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of up to 20 percent, open up Mexican government procurement, eliminate nontariff barriers in technical standards, and increase intellectual property protection.
- * For transportation equipment (\$16.8 million in 1992 exports to Mexico), NAFTA will open up Mexican government procurement and eliminate Mexican tariffs, quotas, and local content requirements (which require the use of Mexican instead of U.S. manufacturing components) on auto parts.
- * For food products (\$5.7 million in 1992 exports to Mexico), NAFTA will reduce tariffs of 10-20 percent and eliminate non-tariff barriers such as import licenses.
- NAFTA contains detailed provisions to eliminate barriers to trade in services, including liberalization of licensing requirements and other restrictions, that will help North Carolina banking, insurance and other financial services, telecommunications, and engineering and construction companies win more business in the \$146 billion Mexican services market.
- NAFTA will open up Mexican markets to North Carolina farmers by, for example, eliminating import licenses on corn, poultry, and tobacco, and eliminating tariffs (e.g. soybeans, 15 percent (seasonal); tobacco products, 15-20 percent; poultry and cotton, 10 percent) either immediately or over time.
- NAFTA contains special provisions to protect import-sensitive industries in North Carolina. These include:
 - * Long transition periods of up to 15 years for the phase-out of certain U.S. tariffs.
 - * Rules of origin for textiles and apparel that ensure that non-NAFTA countries cannot use Mexico or Canada as an export platform into the U.S. In fact, these rules of origin will increase demand for North Carolina textiles and cotton by providing a strong incentive for all three NAFTA countries to source more textiles and fiber in North America
- Increased exports to Mexico because of NAFTA mean more high-paying jobs for North Carolina.
 - * 98 percent of North Carolina's exports to Mexico are manufacturing exports, which provide jobs paying 17 percent more on average than the average U.S. wage.
 - * This pattern is borne out in specific North Carolina export industries: for example, the 1991 average hourly wage for production workers in chemicals was \$12.39; in transportation equipment, \$10.89; and in industrial machinery & computers, \$10.65.
 - * NAFTA will lock in the 9,286 North Carolina jobs already generated by trade with Mexico, and create new jobs that will offset any job losses by two-to-one. The NAFTA is expected to result in a net gain of 1,300 jobs for North Carolina.

Ohio and the NAFTA

North American Free Trade Agreement

- Canada and Mexico are important export markets for Ohio.
 - * Canada and Mexico are Ohio's first- and fifth-largest export markets. Ohio's exports to Canada and Mexico were worth \$8.3 billion in 1992, 98 percent greater than the 1987 level of \$4.2 billion.
 - * Manufactured exports to Canada and Mexico support an estimated 138,017 jobs in Ohio. Approximately 69,006 of these have been created since 1987 by growth in Ohio's manufactured exports to Canada and Mexico.
- Ohio's exports to Mexico are growing rapidly.
 - * Ohio's merchandise exports to Mexico have increased by 189 percent since 1987, rising from \$245 million to \$708 million. This was more than double the growth rate of Ohio's exports to the rest of the world (80 percent).
- Increased trade with Mexico since 1987 has strongly benefitted important Ohio industries. Most sectors have seen dramatic increases in exports to Mexico, and 25 sectors have seen their exports to Mexico more than double since 1987. Examples:
 - paper products: up 1,622 percent to \$29.8 million.
 - rubber & plastic products: up 412 percent to \$69.5 million.
 - industrial machinery & computers: up 186 percent to \$197.0 million.
 - primary metals: up 181 percent to \$34.5 million.
 - fabricated metal products: up 181 percent to \$34.2 million.
 - transportation equipment: up 124 percent to \$13.5 million.
- Reduction of trade barriers under the NAFTA will greatly benefit Ohio's leading export industries.
 - * For industrial machinery and computers (\$197.0 million in 1992 exports to Mexico), NAFTA will eliminate tariffs (e.g. 10-20 percent for computers), improve protection of intellectual property, and open up Mexican government procurement.
 - * For chemical products and pharmaceuticals (\$130.2 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of 10-20 percent, eliminate non-tariff barriers such as import license requirements, open up Mexican government procurement, and improve protection of intellectual property.

Exports. Better Jobs. Better Wages.

- * For rubber and plastic products (\$69.5 million in 1992 exports to Mexico), NAFTA will open up Mexican government procurement, and eliminate tariffs of 10-20 percent. Following the reduction of Mexican tariffs on rubber and plastic products from 40 to 20 percent in 1987, U.S. exports of these goods to Mexico increased 125 percent, from \$495 million in 1987 to \$1.1 billion in 1991. Elimination of tariffs will lead to a further increase.
- * For electric and electronic equipment (\$53.2 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of up to 20 percent, open up Mexican government procurement, eliminate nontariff barriers in technical standards, and increase intellectual property protection.
- * For transportation equipment (\$45.5 million in 1992 exports to Mexico), NAFTA will open up Mexican government procurement and eliminate Mexican tariffs, quotas, and local content requirements (which require the use of Mexican instead of U.S. manufacturing components) on auto parts.
- These trade barrier reductions will bring tangible benefits to Ohio companies by increasing exports and allowing the creation of more jobs.
 - * Hobart Brothers Company in Troy manufactures welding, power conversion, aircraft supply, and battery charging products in Ohio, New Hampshire, and Florida. NAFTA will allow increased revenues in the next three years of \$7-10 million from exports to Mexico, leading to a 20-25 percent increase in manufacturing and sales jobs.
 - * Goodyear Tire & Rubber Company of Akron reports that its trade surplus with Mexico for 1991 was \$59 million. Goodyear credits its vast exports to Mexico as contributing greatly to employee stabilization in the U.S. With the passage of NAFTA, Goodyear foresees a further rise in sales to Mexico, where the market for consumer goods is expected to grow very rapidly.
 - * Detroit Diesel produces diesel engines in Oakwood. Between 1991 and 1992 alone, Detroit Diesel increased its sales to Mexico by over 80 percent to more than \$65 million. Employment directly related to Detroit Diesel's Mexican business has increased by 46 percent. Over one quarter of the seven percent overall increase in jobs at Detroit Diesel in the past two years is due to business with Mexico. Detroit Diesel states that NAFTA will further enhance its ability to increase sales.
- NAFTA contains detailed provisions to eliminate barriers to trade in services, including liberalization of licensing requirements and other restrictions, that will help Ohio banking, insurance and other financial services, and engineering and construction companies win more business in the \$146 billion Mexican services market.

- **NAFTA will open up Mexican markets to Ohio farmers by, for example, eliminating import licenses on corn, wheat, and dairy products, and eliminating tariffs (e.g. soybeans, 15 percent (seasonal); oats, 10 percent) either immediately or over time.**
- **NAFTA contains special provisions to protect import-sensitive industries in Ohio. These include:**
 - * **Long transition periods of up to 15 years for the phase-out of certain U.S. tariffs.**
 - * **Rules of origin for automobiles and auto parts that ensure that non-NAFTA countries cannot use Mexico or Canada as an export platform into the U.S. In fact, these rules will benefit Ohio's auto parts industry by providing a strong incentive for manufacturers in all three NAFTA countries to source more auto parts and components in North America, rather than overseas.**
- **Increased exports to Mexico because of NAFTA mean more high-paying jobs for Ohio.**
 - * **98 percent of Ohio's exports to Mexico are manufacturing exports, which provide jobs paying 17 percent more on average than the average U.S. wage.**
 - * **This pattern is borne out in specific Ohio export industries: for example, the 1991 average hourly wage for production workers in transportation equipment was \$17.33; and in chemicals, \$14.12.**
 - * **NAFTA will lock in the 12,520 Ohio jobs already generated by trade with Mexico, and create new jobs that will offset any job losses by more than six-to-one. The NAFTA is expected to result in a net gain of 3,700 jobs for Ohio.**

Oklahoma and the NAFTA

**North American •
Free Trade
Agreement**

- **Canada and Mexico are key export markets for Oklahoma.**
 - * **Canada and Mexico are Oklahoma's first- and fourth-largest export markets. Oklahoma's exports to Canada and Mexico were worth \$797 million in 1992, 144 percent greater than the 1987 level of \$327 million.**
 - * **Manufactured exports to Canada and Mexico support an estimated 20,378 jobs in Oklahoma. Approximately 11,843 of these have been created since 1987 by growth in Oklahoma's manufactured exports to Canada and Mexico.**
- **Oklahoma's exports to Mexico are growing rapidly.**
 - * **Oklahoma's merchandise exports to Mexico have increased by 186 percent since 1987, rising from \$44 million to \$127 million. This greatly exceeded the growth rate of Oklahoma's exports to the rest of the world (106 percent).**
- **Increased trade with Mexico since 1987 has strongly benefitted important Oklahoma industries. Most sectors have seen dramatic increases in exports to Mexico, and 13 sectors have seen their exports to Mexico more than double since 1987. Examples:**
 - **primary metals: up 3,404 percent to \$25.5 million.**
 - **transportation equipment: up 1,445 percent to \$10.3 million.**
 - **electric & electronic equipment: up 1,027 percent to \$23.6 million.**
 - **stone, clay, & glass products: up 314 percent to \$6.1 million.**
- **Reduction of trade barriers under the NAFTA will greatly benefit Oklahoma's leading export industries.**
 - * **For primary metals (\$25.5 million in 1992 exports to Mexico), NAFTA will eliminate tariffs (which average 8.2% on a trade-weighted basis), open up Mexican government procurement, and expand the Mexican economy, increasing infrastructure growth and demand for steel.**
 - * **For electric and electronic equipment (\$23.6 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of up to 20 percent, open up Mexican government procurement, eliminate nontariff barriers in technical standards, and increase intellectual property protection.**
 - * **For industrial machinery and computers (\$15.1 million in 1992 exports to Mexico), NAFTA will eliminate tariffs (e.g. 10-20 percent for computers), improve protection of intellectual property, and open up Mexican government procurement.**

**Exports.
Better Jobs.
Better Wages.**

- * For rubber and plastic products (\$11.1 million in 1992 exports to Mexico), NAFTA will open up Mexican government procurement, and eliminate tariffs of 10-20 percent.
- * For transportation equipment (\$10.3 million in 1992 exports to Mexico), NAFTA will open up Mexican government procurement and eliminate Mexican tariffs, quotas, and local content requirements (which require the use of Mexican instead of U.S. manufacturing components) on auto parts.
- NAFTA will open up Mexican markets to Oklahoma farmers by, for example, eliminating import licenses on corn, wheat, and poultry, and eliminating tariffs (e.g. cattle and beef, 15-25 percent; soybeans and sorghum, 15 percent (seasonal); durum wheat, rye, and oats, 10 percent) either immediately or over time.
- For Oklahoma companies involved in energy and related products, the NAFTA will create significant investment opportunities in petrochemicals, liberalize government procurement, and eliminate tariffs of 10-20 percent on oil and gas field equipment.
- NAFTA contains detailed provisions to eliminate barriers to trade in services, including liberalization of licensing requirements and other restrictions, that will help Oklahoma banking, insurance and other financial services, telecommunications, and engineering and construction companies win more business in the \$146 billion Mexican services market.
- Commitments to clean up environmental hazards and improve environmental protection in Mexico and the border area will stimulate demand for Oklahoma pollution control equipment and services.
- Increased exports to Mexico because of NAFTA mean more high-paying jobs for Oklahoma.
 - * 94 percent of Oklahoma's exports to Mexico are manufacturing exports, which provide jobs paying 17 percent more on average than the average U.S. wage.
 - * This pattern is borne out in specific Oklahoma export industries: for example, the 1991 average hourly wage for production workers in transportation equipment was \$15.52; and in industrial machinery & computers, \$11.31.
 - * NAFTA will lock in the 3,210 Oklahoma jobs already generated by trade with Mexico, and create new jobs that will offset any job losses by more than six-to-one. The NAFTA is expected to result in a net gain of 860 jobs for Oklahoma.

Oregon and the NAFTA

North American Free Trade Agreement

- Canada and Mexico are important export markets for Oregon.
 - * Canada is Oregon's second-largest export market. Oregon's exports to Canada and Mexico were worth \$1.8 billion in 1992, 259 percent greater than the 1987 level of \$502 million.
 - * Manufactured exports to Canada and Mexico support an estimated 20,479 jobs in Oregon. Approximately 8,709 of these have been created since 1987 by growth in Oregon's manufactured exports to Canada and Mexico.
- Oregon's exports to Mexico are growing rapidly.
 - * Oregon's merchandise exports to Mexico have increased by 452 percent since 1987, rising from \$19 million to \$107 million. This was more than five times the growth rate of Oregon's exports to the rest of the world (82 percent).
- Increased trade with Mexico since 1987 has strongly benefitted important Oregon industries. Most sectors have seen dramatic increases in exports to Mexico, and 18 sectors have seen their exports to Mexico more than double since 1987. Examples:
 - transportation equipment: up 15,308 percent to \$53.0 million.
 - lumber & wood products: up 1,458 percent to \$6.4 million.
 - crops: up 881 percent to \$4.8 million.
 - fabricated metal products: up 561 percent to \$1.5 million.
 - scientific & measuring instruments: up 412 percent to \$5.8 million.
- Reduction of trade barriers under the NAFTA will greatly benefit Oregon's leading export industries.
 - * For transportation equipment (\$53.0 million in 1992 exports to Mexico), NAFTA will open up Mexican government procurement and eliminate Mexican tariffs, quotas, and local content requirements (which require the use of Mexican instead of U.S. manufacturing components) on auto parts.
 - * For industrial machinery and computers (\$19.3 million in 1992 exports to Mexico), NAFTA will eliminate tariffs (e.g. 10-20 percent for computers), improve protection of intellectual property, and open up Mexican government procurement.

Exports.
Better Jobs.
Better Wages.

- * For lumber and wood products (\$6.4 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of 10-20 percent and remove non-tariff barriers such as import permits and user fees.
- * For scientific and measuring instruments (\$5.8 million in 1992 exports to Mexico), NAFTA will eliminate Mexican import licenses and tariffs as high as 20 percent, as well as open up Mexican government procurement.
- * For food products (\$1.8 million in 1992 exports to Mexico), NAFTA will reduce tariffs of 10-20 percent and eliminate non-tariff barriers such as import licenses.
- * For primary metals (\$1.5 million in 1992 exports to Mexico), NAFTA will eliminate tariffs (which average 8.2% on a trade-weighted basis), open up Mexican government procurement, and expand the Mexican economy, increasing infrastructure growth and demand for steel.
- NAFTA will open up Mexican markets to Oregon farmers by, for example, eliminating import licenses on potatoes, wheat, and dairy products, and eliminating tariffs (e.g. apples and pears, 20 percent; cattle and beef, 15-25 percent) either immediately or over time.
- NAFTA contains detailed provisions to eliminate barriers to trade in services, including liberalization of licensing requirements and other restrictions, that will help Oregon banking, insurance and other financial services, telecommunications, and engineering and construction companies win more business in the \$146 billion Mexican services market.
- Commitments to clean up environmental hazards and improve environmental protection in Mexico and the border area will stimulate demand for Oregon pollution control equipment and services.
- Increased exports to Mexico because of NAFTA mean more high-paying jobs for Oregon.
 - * 94 percent of Oregon's exports to Mexico are manufacturing exports, which provide jobs paying 17 percent more on average than the average U.S. wage.
 - * This pattern is borne out in specific Oregon export industries: for example, the 1991 average hourly wage for production workers in printing & publishing was \$13.08.
 - * NAFTA will lock in the 2,524 Oregon jobs already generated by trade with Mexico, and create new jobs that will offset any job losses by more than six-to-one. The NAFTA is expected to result in a net gain of 900 jobs for Oregon.

Pennsylvania and the NAFTA

North American Free Trade Agreement

- Canada and Mexico are key export markets for Pennsylvania.
 - * Canada and Mexico are Pennsylvania's first- and third-largest export markets. Pennsylvania's exports to Canada and Mexico were \$4.3 billion in 1992, 115 percent greater than the 1987 level of \$2 billion.
 - * Manufactured exports to Canada and Mexico support an estimated 126,181 Pennsylvania jobs. Approximately 65,952 of these have been created since 1987 by growth in Pennsylvania's exports to Canada and Mexico.
- Pennsylvania's exports to Mexico are growing rapidly.
 - * Pennsylvania's merchandise exports to Mexico have increased by 310 percent since 1987, rising from \$181 million to \$742 million. This was over three times as great as the growth rate of Pennsylvania's exports to the rest of the world (90 percent).
- Increased trade with Mexico since 1987 has strongly benefitted important Pennsylvania industries. Most sectors have seen dramatic increases in exports to Mexico, and 23 sectors have seen their exports more than double since 1987. Examples:
 - apparel: up 2,148 percent to \$3.5 million.
 - food products: up 1,266 percent to \$31.7 million.
 - textiles: up 1,229 percent to \$11.4 million.
 - primary metals: up 893 percent to \$188.5 million.
 - refined petroleum products: up 558 percent to \$27.5 million
 - electric & electronic equipment: up 547 percent to \$119.3 million.
 - fabricated metal products: up 446 percent to \$23.9 million.
 - transportation equipment: up 227 percent to \$21.9 million.
- NAFTA's reduction of trade barriers will greatly benefit Pennsylvania's leading export industries.
 - * For primary metals (\$188.5 million in 1992 exports to Mexico), NAFTA will eliminate Mexico tariffs averaging 8.2 percent, open up the Mexican government procurement sector (which comprises a substantial share of the Mexican steel market), and expand demand for U.S. steel by expanding the Mexican economy.
 - * For chemical products and pharmaceuticals (\$119.3 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of 10-20 percent, eliminate nontariff barriers such as import license requirements, open up Mexican government procurement, and improve protection of intellectual property.

Exports. Better Jobs. Better Wages.

- * For electric & electronic equipment (\$108.8 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of up to 20 percent, open up Mexican government procurement, eliminate nontariff barriers in technical standards, and increase intellectual property protection.
- * For industrial machinery and computers (\$103.1 million in 1992 exports to Mexico), NAFTA will eliminate tariffs (e.g. 10-20% in computers), improve protection of intellectual property, and open up Mexican government procurement.
- * For food products (\$31.7 million in 1992 exports to Mexico), NAFTA will eliminate Mexican tariffs and import licenses.
- NAFTA contains detailed provisions to eliminate barriers to trade in services, including liberalization of licensing requirements and other restrictions, that will help Pennsylvania banks, insurance, and other service companies win business in Mexico's \$146 billion services market.
- NAFTA will open up Mexican markets to Pennsylvania farmers by, for example, eliminating import licenses on dairy products and potatoes, and eliminating tariffs (e.g. beef and cattle, 15-25 percent; apples, 20 percent; oats, 10 percent) either immediately or over time.
- Commitments to clean up environmental hazards and improve environmental protection in Mexico and the border area will stimulate demand for Pennsylvania pollution control equipment and services.
- Increased exports to Mexico because of NAFTA mean more high-paying jobs for Pennsylvania.
 - * 99 percent of Pennsylvania's exports to Mexico are manufacturing exports, which provide jobs paying 17 percent more on average than the average U.S. wage.
 - * This pattern is borne out in specific Pennsylvania export industries: for example, the 1991 average hourly wage for production workers in primary metals industries was \$13.68; in industrial machinery and computers, \$12.51; and in chemical products, \$13.58.
 - * NAFTA will lock in the 22,693 Pennsylvania jobs already generated by trade with Mexico, and create new jobs that will offset any job losses by almost six-to-one. The NAFTA is expected to result in a net gain of 3,000 jobs for Pennsylvania.



Rhode Island and the NAFTA

North American
Free Trade
Agreement

- Canada and Mexico are important export markets for Rhode Island.
 - * Canada and Mexico are Rhode Island's first- and seventh-largest export markets. Rhode Island's exports to Canada and Mexico were worth \$334 million in 1992, 172 percent greater than the 1987 level of \$123 million.
 - * Manufactured exports to Canada and Mexico support an estimated 9,760 jobs in Rhode Island. Approximately 5,546 of these have been created since 1987 by growth in Rhode Island's manufactured exports to Canada and Mexico.
- Rhode Island's exports to Mexico are growing rapidly.
 - * Rhode Island's merchandise exports to Mexico have increased by 182 percent since 1987, rising from \$15 million to \$41 million. This was almost double the growth rate of Rhode Island's exports to the rest of the world (95 percent).
- Increased trade with Mexico since 1987 has strongly benefitted important Rhode Island industries. Most sectors have seen dramatic increases in exports to Mexico, and 18 sectors have seen their exports to Mexico more than double since 1987. Examples:
 - textiles: up 3,729 percent to \$465,000.
 - printing & publishing: up 2,751 percent to \$716,000.
 - scientific & measuring instruments: up 1,113 percent to \$1.2 million.
 - fabricated metal products: up 436 percent to \$959,000.
 - primary metals: up 244 percent to \$5.4 million.
 - chemical products: up 200 percent to \$4.3 million.
 - electric & electronic equipment: up 171 percent to \$5.4 million.
- Reduction of trade barriers under the NAFTA will greatly benefit Rhode Island's leading export industries.
 - * For industrial machinery and computers (\$13.0 million in 1992 exports to Mexico), NAFTA will eliminate tariffs (e.g. 10-20 percent for computers), improve protection of intellectual property, and open up Mexican government procurement.
 - * For electric and electronic equipment (\$5.4 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of up to 20 percent, open up Mexican government procurement, eliminate nontariff barriers in technical standards, and increase intellectual property protection.

Exports.
Better Jobs.
Better Wages.

- * For primary metals (\$5.4 million in 1992 exports to Mexico), NAFTA will eliminate tariffs (which average 8.2% on a trade-weighted basis), open up Mexican government procurement, and expand the Mexican economy, increasing infrastructure growth and demand for steel.
- * For chemical products (\$4.2 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of 10-20 percent, eliminate non-tariff barriers such as import license requirements, open up Mexican government procurement, and improve protection of intellectual property.
- * For scientific and measuring instruments (\$1.2 million in 1992 exports to Mexico), NAFTA will eliminate Mexican import licenses and tariffs as high as 20 percent, as well as open up Mexican government procurement.
- NAFTA contains detailed provisions to eliminate barriers to trade in services, including liberalization of licensing requirements and other restrictions, that will help Rhode Island banking, insurance and other financial services, telecommunications, and engineering and construction companies win more business in the \$146 billion Mexican services market.
- NAFTA will open up Mexican markets to Rhode Island farmers by, for example, eliminating import licenses on eggs, dairy products, and potatoes, and eliminating tariffs (e.g. apples, 20 percent) either immediately or over time.
- Commitments to clean up environmental hazards and improve environmental protection in Mexico and the border area will stimulate demand for Rhode Island pollution control equipment and services.
- Increased exports to Mexico because of NAFTA mean more high-paying jobs for Rhode Island.
 - * Over 94 percent of Rhode Island's exports to Mexico are manufacturing exports, which provide jobs paying 17 percent more on average than the average U.S. wage.
 - * This pattern is borne out in specific Rhode Island export industries: for example, the 1991 average hourly wage for production workers in printing & publishing was \$12.78; in transportation equipment, \$12.49; in industrial machinery & computers, \$11.79; and in primary metals, \$10.25.
 - * NAFTA will lock in the 1,360 Rhode Island jobs already generated by trade with Mexico, and create new jobs that will offset any job losses by more than seven-to-one. The NAFTA is expected to result in a net gain of 650 jobs for Rhode Island.

South Carolina and the NAFTA

North American Free Trade Agreement

- Canada and Mexico are important export markets for South Carolina.
 - * Canada and Mexico are South Carolina's first- and eleventh-largest export markets. South Carolina's exports to Canada and Mexico were worth \$1.1 billion in 1992, 126 percent greater than the 1987 level of \$487 million.
 - * Manufactured exports to Canada and Mexico support an estimated 20,449 jobs in South Carolina. Approximately 11,007 of these have been created since 1987 by growth in South Carolina's manufactured exports to Canada and Mexico.
- South Carolina's exports to Mexico are growing rapidly.
 - * South Carolina's merchandise exports to Mexico have increased by 295 percent since 1987, rising from \$32 million to \$128 million. This was over twice the growth rate of South Carolina's exports to the rest of the world (108 percent).
- Increased trade with Mexico since 1987 has strongly benefitted important South Carolina industries. Most sectors have seen dramatic increases in exports to Mexico, and 18 sectors have seen their exports to Mexico more than double since 1987. Examples:
 - fabricated metal products: up 1,222 percent to \$3.9 million.
 - paper products: up 844 percent to \$19.1 million.
 - transportation equipment: up 713 percent to \$4.9 million.
 - electric & electronic equipment: up 476 percent to \$4.6 million.
 - textiles: up 471 percent to \$10.1 million.
- Reduction of trade barriers under the NAFTA will greatly benefit South Carolina's leading export industries.
 - * For rubber and plastic products (\$29.0 million in 1992 exports to Mexico), NAFTA will open up Mexican government procurement, and eliminate tariffs of 10-20 percent.
 - * For chemical products and pharmaceuticals (\$21.7 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of 10-20 percent, eliminate non-tariff barriers such as import license requirements, open up Mexican government procurement, and improve protection of intellectual property.
 - * For industrial machinery and computers (\$21.1 million in 1992 exports to Mexico), NAFTA will eliminate tariffs (e.g. 10-20 percent for computers), improve protection of intellectual property, and open up Mexican government procurement.

Exports. Better Jobs. Better Wages.

- * For paper products (\$19.1 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of 10-20 percent, remove nontariff barriers, and open up Mexican government procurement.
- * For textiles (\$10.1 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of 10-15 percent.
- NAFTA contains detailed provisions to eliminate barriers to trade in services, including liberalization of licensing requirements and other restrictions, that will help South Carolina insurance, financial services, and engineering and construction companies win more business in the \$146 billion Mexican services market.
- NAFTA will open up Mexican markets to South Carolina farmers by, for example, eliminating import licenses on tobacco, corn, poultry, and dairy products, and eliminating tariffs (e.g. tobacco products, 15-20 percent; cattle and beef, 15-25 percent; soybeans, 15 percent (seasonal); cotton and poultry, 10 percent) either immediately or over time.
- The apparel and textile sectors fear NAFTA will lead to a loss of jobs to Mexico.
 - * This fear is unjustified. The NAFTA provides safeguards which allow imposition of protection if domestic producers are seriously injured. Also, some reductions in U.S. tariffs will be phased in only over a ten year period.
 - * In addition, a tough rule of origin will ensure that neither Mexico nor Canada will become a staging ground for exports of non-NAFTA countries to the U.S. In fact, this rule of origin will boost demand for South Carolina cotton and textiles by providing a strong incentive for all three NAFTA countries to source more textiles and fiber in North America, rather than overseas.
- Increased exports to Mexico because of NAFTA mean more high-paying jobs for South Carolina.
 - * 99 percent of South Carolina's exports to Mexico are manufacturing exports, which provide jobs paying 17 percent more on average than the average U.S. wage.
 - * This pattern is borne out in specific South Carolina export industries: for example, the 1991 average hourly wage for production workers in chemicals was \$12.07; and in industrial machinery & computers, \$9.89.
 - * NAFTA will lock in the 2,540 South Carolina jobs already generated by trade with Mexico, and create new jobs that will offset any job losses by more than two-to-one. The NAFTA is expected to result in a net gain of 680 jobs for South Carolina.



South Dakota and the NAFTA

**North American
Free Trade
Agreement**

- Canada and Mexico are important export markets for South Dakota.
 - * Canada and Mexico are South Dakota's first- and fifth-largest export markets. South Dakota's exports to Canada and Mexico were worth \$122 million in 1992, 221 percent greater than the 1987 level of \$38 million.
 - * Manufactured exports to Canada and Mexico support an estimated 3,578 jobs in South Dakota. Approximately 2,419 of these have been created since 1987 by growth in South Dakota's manufactured exports to Canada and Mexico.
- South Dakota's exports to Mexico are growing.
 - * South Dakota's merchandise exports to Mexico have increased by 40 percent since 1987, rising from \$5.4 million to \$7.5 million.
- Increased trade with Mexico since 1987 has benefitted important South Dakota industries, and 8 sectors have seen their exports to Mexico more than double since 1987. Examples:
 - transportation equipment: up 27,414 percent to \$1.4 million.
 - fabricated metal products: up 26,512 percent to \$426,000.
 - industrial machinery & computers: up 189 percent to \$1.7 million.
 - livestock: up from \$0.0 million to \$399,000.
- Reduction of trade barriers under the NAFTA will greatly benefit South Dakota's leading export industries.
 - * For food products (\$2.5 million in 1992 exports to Mexico), NAFTA will reduce tariffs of 10-20 percent and eliminate non-tariff barriers such as import licenses.
 - * For industrial machinery and computers (\$1.7 million in 1992 exports to Mexico), NAFTA will eliminate tariffs (e.g. 10-20 percent for computers), improve protection of intellectual property, and open up Mexican government procurement.
 - * For transportation equipment (\$1.4 million in 1992 exports to Mexico), NAFTA will open up Mexican government procurement and eliminate Mexican tariffs, quotas, and local content requirements (which require the use of Mexican instead of U.S. manufacturing components) on auto parts.

**Exports.
Better Jobs.
Better Wages.**

- * For electric and electronic equipment (\$272,000 in 1992 exports to Mexico), NAFTA will eliminate tariffs of up to 20 percent, open up Mexican government procurement, eliminate nontariff barriers in technical standards, and increase intellectual property protection.
- NAFTA will open up Mexican markets to South Dakota farmers by, for example, eliminating import licenses on corn and wheat, and eliminating tariffs (e.g. cattle, 15 percent; beef, 20-25 percent; slaughter hogs (non-pedigree) and pork, 20 percent; sorghum and soybeans, 15 percent (seasonal); oats, 10 percent) either immediately or over time.
- NAFTA contains detailed provisions to eliminate barriers to trade in services, including liberalization of licensing requirements and other restrictions, that will help South Dakota banking, insurance and other financial services, telecommunications, and engineering and construction companies win more business in the \$146 billion Mexican services market.
- Commitments to clean up environmental hazards and improve environmental protection in Mexico and the border area will stimulate demand for South Dakota pollution control equipment and services.
- South Dakota's textiles businesses will benefit from NAFTA's tough rules of origin for textiles and apparel, which ensure that non-NAFTA countries cannot use Mexico or Canada as an export platform into the U.S. These rules provide a strong incentive for manufacturers in all three NAFTA countries to source more textiles in North America, rather than overseas.
- Increased exports to Mexico because of NAFTA mean more high-paying jobs for South Dakota.
 - * 94 percent of South Dakota's exports to Mexico are manufacturing exports, which provide jobs paying 17 percent more on average than the average U.S. wage.
 - * NAFTA will lock in the South Dakota jobs already generated by trade with Mexico, and create new jobs that will offset any job losses by more than nine-to-one.



Tennessee and the NAFTA

North American
Free Trade
Agreement

- Canada and Mexico are Tennessee's most important export markets.
 - * Canada and Mexico are Tennessee's first- and second-largest export markets. Tennessee's exports to Canada and Mexico were worth \$2.2 billion in 1992, 175 percent greater than the 1987 level of \$ 0.8 billion.
 - * Manufactured exports to Canada and Mexico support an estimated 44,309 jobs in Tennessee. Approximately 28,267 of these have been created since 1987 by growth in Tennessee's manufactured exports to Canada and Mexico.
- Tennessee's exports to Mexico are growing rapidly.
 - * Tennessee's merchandise exports to Mexico have increased by 310 percent since 1987, rising from \$100 million to \$414 million. This was more than twice the growth rate of Tennessee's exports to the rest of the world (124 percent).
- Increased trade with Mexico since 1987 has strongly benefitted important Tennessee industries. Most sectors have seen dramatic increases in exports to Mexico, and 20 sectors have seen their exports to Mexico more than double since 1987. Examples:
 - transportation equipment: up 1,430 percent to \$75.2 million.
 - paper products: up 951 percent to \$49.3 million.
 - food products: up 606 percent to \$33.0 million.
 - fabricated metal products: up 399 percent to \$14.8 million.
 - industrial machinery & computers: up 358 percent to \$44.3 million.
 - crops: up 194 percent to 53.4 million.
- Reduction of trade barriers under the NAFTA will greatly benefit Tennessee's leading export industries.
 - * For transportation equipment (\$75.2 million in 1992 exports to Mexico), NAFTA will open up Mexican government procurement and eliminate Mexican tariffs, quotas, and local content requirements (which require the use of Mexican instead of U.S. manufacturing components) on auto parts.
 - * For paper products (\$49.3 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of 10-20 percent, remove nontariff barriers, and open up Mexican government procurement.

Exports.
Better Jobs.
Better Wages.

- * For industrial machinery and computers (\$44.3 million in 1992 exports to Mexico), NAFTA will eliminate tariffs (e.g. 10-20 percent for computers), improve protection of intellectual property, and open up Mexican government procurement.
- * For food products (\$33.0 million in 1992 exports to Mexico), NAFTA will reduce tariffs of 10-20 percent and eliminate non-tariff barriers such as import licenses.
- * For chemical products (including agricultural chemicals) (\$28.1 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of 10-20 percent, eliminate non-tariff barriers such as import license requirements, open up Mexican government procurement, and improve protection of intellectual property.
- NAFTA contains detailed provisions to eliminate barriers to trade in services, including liberalization of licensing requirements and other restrictions, that will help Tennessee banking, insurance and other financial services, telecommunications, and engineering and construction companies win more business in the \$146 billion Mexican services market.
- NAFTA will open up Mexican markets to Tennessee farmers by, for example, eliminating import licenses on dairy products and tobacco, and eliminating tariffs (e.g. cattle and beef, 15-25 percent; soybeans, 15 percent (seasonal); tobacco products, 15-20 percent) either immediately or over time.
- Commitments to clean up environmental hazards and improve environmental protection in Mexico and the border area will stimulate demand for Tennessee pollution control equipment and services.
- Tennessee's auto parts industry will benefit from the NAFTA's rules of origin for automobiles. These rules provide a strong incentive for manufacturers in all three NAFTA countries to source more parts and components in North America, rather than overseas.
- Increased exports to Mexico because of NAFTA mean more high-paying jobs for Tennessee.
 - * 84 percent of Tennessee's exports to Mexico are manufacturing exports, which provide jobs paying 17 percent more on average than the average U.S. wage.
 - * This pattern is borne out in specific Tennessee export industries: for example, the 1991 average hourly wage for production workers in chemicals was \$13.02; in primary metal industries, \$12.02; in rubber & plastic products, \$10.79; and in fabricated metal products, \$10.74.
 - * NAFTA will lock in the 7,259 Tennessee jobs already generated by trade with Mexico, and create new jobs that will offset any job losses by more than three-to-one. The NAFTA is expected to result in a net gain of 1,560 jobs for Tennessee.



Texas and the NAFTA

North American
Free Trade
Agreement

- Mexico and Canada are Texas' main export markets.
 - * Mexico and Canada are Texas' first- and second-largest export markets. Texas' exports to Mexico and Canada were worth \$22 billion in 1992, 156 percent greater than the 1987 level of \$8.6 billion.
 - * Exports to Canada and Mexico support an estimated 389,556 Texas jobs. An estimated 238,803 of these have been created since 1987 by growth in Texas' manufactured exports to Canada and Mexico.
- Texas' exports to Mexico are growing rapidly.
 - * Texas' merchandise exports to Mexico have increased by 191 percent since 1987, rising from \$6.5 billion to \$18.8 billion. This was almost three times the growth rate of Texas's exports to the rest of the world (65 percent).
- Increased trade with Mexico since 1987 has strongly benefitted important Texas industries. Most sectors have seen dramatic increases in exports to Mexico, and twenty-three sectors have seen their exports to Mexico more than double since 1987. Examples:
 - furniture & fixtures: up 630 percent to \$474.9 million.
 - primary metals: up 622 percent to \$1.5 billion.
 - transportation equipment: up 459 percent to \$2.7 billion.
 - food products: up 360 percent to \$860.3 million.
 - scientific & measuring instruments: up 317 percent to \$611.5 million.
 - livestock: up 278 percent to \$97.5 million.
 - apparel: up 274 percent to \$513.7 million.
 - fabricated metal products: up 257 percent to \$1.0 billion.
- Reduction of trade barriers under the NAFTA will greatly benefit Texas's leading export industries.
 - * For electric and electronic equipment (\$4.1 billion in 1992 exports to Mexico), NAFTA will eliminate tariffs of up to 20 percent, open up Mexican government procurement, eliminate nontariff barriers in technical standards, and increase intellectual property protection.
 - * For transportation equipment (\$2.7 billion in 1992 exports to Mexico), NAFTA will open up Mexican government procurement and eliminate Mexican tariffs, quotas, and local content requirements (which require the use of Mexican instead of U.S. manufacturing components) on auto parts.

Exports.
Better Jobs.
Better Wages.

- * For industrial machinery and computers (\$2.0 billion in 1992 exports to Mexico), NAFTA will eliminate tariffs (e.g. 10-20 percent for computers), improve protection of intellectual property, and open up Mexican government procurement.
- * For primary metals (\$1.5 billion in 1991 exports to Mexico), NAFTA will eliminate tariffs (which average 8.2% on a trade-weighted basis), open up Mexican government procurement, and expand the Mexican economy, increasing infrastructure growth and demand for steel.
- * For chemical products and pharmaceuticals (\$1.0 billion in 1992 exports to Mexico), NAFTA will eliminate tariffs of 10-20 percent, eliminate non-tariff barriers such as import license requirements, open up Mexican government procurement, and improve protection of intellectual property.
- For Texas companies involved in energy and related products, the NAFTA will create significant investment opportunities in petrochemicals, liberalize government procurement, and eliminate tariffs of 10-20 percent on oil and gas field equipment.
- NAFTA contains detailed provisions to eliminate barriers to trade in services, including liberalization of licensing requirements and other restrictions, that will help Texas financial services and insurance, telecommunications, construction and engineering, and wholesale and distribution companies win more business in the \$146 billion Mexican services market.
- Some agricultural interests fear that with the NAFTA, Mexican producers will displace U.S. growers. This fear is unjustified.
 - * Current U.S. tariffs on many Mexican agricultural products are already extremely low. Their elimination will not have much of an effect on the U.S. market.
 - * The NAFTA contains special provisions to protect sensitive agricultural products. For example, special seasonal safeguards and 10 to 15 year transition periods are included to ease the transition to free trade for winter fruits and vegetables.
 - * Overall, Texas' agricultural exports to Mexico already have increased by 216 percent since 1987, and they will increase even more with NAFTA. NAFTA will open up Mexican markets to Texas farmers by, for example, eliminating import licenses on dairy products and poultry, and eliminating tariffs (e.g. cattle and beef, 15-25 percent; sorghum, 15 percent (seasonal); cotton, 10 percent) either immediately or over time.
 - * Agriculture accounts for only two percent of the Texas economy. In light of the clear gains for manufacturing and services, it hardly makes sense for Texans to oppose NAFTA because of agriculture, some sectors of which will benefit from NAFTA and other sectors of which will be significantly protected by NAFTA.

- **Environmentalists may criticize the NAFTA for not paying enough attention to the environment. This criticism is unjustified.**
 - * **The environment continues to be a major concern of all the governments involved. Mexico and the U.S. have a comprehensive plan for border cleanup and infrastructure, and are committing substantial resources for this project.**
 - **Mexico has committed to spend \$460 million over the next three years on border cleanup, and \$160 million in 1992 alone on environmental infrastructure projects in the border region.**
 - **The U.S. spent \$138 million in 1992 on border pollution cleanup, and will spend a similar amount in 1993.**
 - **Both countries have increasingly engaged in joint environmental enforcement. Infrastructure plans include new sewage treatment facilities and 10 to 12 new international bridges.**
 - * **NAFTA and the resulting economic development will lead to stricter environmental standards and enforcement in Mexico.**
 - * **In fact, commitments to clean up environmental hazards and improve environmental protection in Mexico and the border area will stimulate demand for Texas pollution control equipment and services.**
 - * **Texas' interest in protecting the health and safety of its citizens will not be impaired by the NAFTA. The NAFTA will allow state governments to maintain and even strengthen environmental, safety, and health standards, including sanitary and phytosanitary requirements for agricultural products.**
- **Increased exports to Mexico because of NAFTA mean more high-paying jobs for Texas.**
 - * **93 percent of Texas's exports to Mexico are manufacturing exports, which provide jobs paying 17 percent more on average than the average U.S. wage.**
 - * **This pattern is borne out in specific Texas export industries: for example, the 1991 average hourly wage for production workers in transportation equipment was \$14.32; in electric & electronic equipment, \$11.25; in primary metals, \$11.51; and in chemicals, \$16.87.**
 - * **NAFTA will lock in the 327,075 Texas jobs already generated by trade with Mexico, and create new jobs that will offset any job losses by almost six-to-one. The NAFTA is expected to result in a net gain of 6,800 jobs for Texas.**



Utah and the NAFTA

North American
Free Trade
Agreement

- Canada and Mexico are important export markets for Utah.
 - * Canada is Utah's fourth-largest export market. Utah's exports to Canada and Mexico were worth \$388 million in 1992, 63 percent greater than the 1987 level of \$238 million.
 - * Manufactured exports to Canada and Mexico support an estimated 11,721 jobs in Utah. Approximately 3,977 of these have been created since 1987 by growth in Alabama's manufactured exports to Canada and Mexico.
- Increased trade with Mexico since 1987 has benefitted important Utah industries. Many sectors have seen dramatic increases in exports to Mexico, and 14 sectors have seen their exports to Mexico more than double since 1987. Examples:
 - food products: up 3,188 percent to \$4.9 million.
 - scientific & measuring instruments: up 2,054 percent to \$6.9 million.
 - primary metals: up 687 percent to \$3.1 million.
 - chemical products: up 383 percent to \$999,000.
 - fabricated metal products: up 128 percent to \$857,000.
- Reduction of trade barriers under the NAFTA will greatly benefit Utah's leading export industries.
 - * For scientific and measuring instruments (\$6.9 million in 1992 exports to Mexico), NAFTA will eliminate Mexican import licenses and tariffs as high as 20 percent, as well as open up Mexican government procurement.
 - * For food products (\$4.9 million in 1992 exports to Mexico), NAFTA will reduce tariffs of 10-20 percent and eliminate non-tariff barriers such as import licenses.
 - * For industrial machinery and computers (\$3.4 million in 1992 exports to Mexico), NAFTA will eliminate tariffs (e.g. 10-20 percent for computers), improve protection of intellectual property, and open up Mexican government procurement.
 - * For primary metals (\$3.1 million in 1992 exports to Mexico), NAFTA will eliminate tariffs (which average 8.2% on a trade-weighted basis), open up Mexican government procurement, and expand the Mexican economy, increasing infrastructure growth and demand for steel.

Exports.
Better Jobs.
Better Wages.

- * For electric and electronic equipment (\$1.3 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of up to 20 percent, open up Mexican government procurement, eliminate nontariff barriers in technical standards, and increase intellectual property protection.
- * For chemical products and pharmaceuticals (\$1.0 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of 10-20 percent, eliminate non-tariff barriers such as import license requirements, open up Mexican government procurement, and improve protection of intellectual property.
- NAFTA contains detailed provisions to eliminate barriers to trade in services, including liberalization of licensing requirements and other restrictions, that will help Utah banking, insurance and other financial services, telecommunications, and engineering and construction companies win more business in the \$146 billion Mexican services market.
- NAFTA will open up Mexican markets to Utah farmers by, for example, eliminating import licenses on corn, wheat, barley, potatoes, and dairy products, and eliminating tariffs (e.g. cattle and beef, 15-25 percent; apples, 20 percent; barley, 5 percent) either immediately or over time.
- Commitments to clean up environmental hazards and improve environmental protection in Mexico and the border area will stimulate demand for Utah pollution control equipment and services.
- Utah's auto parts industry will benefit from NAFTA's rules of origin for automobiles. These rules, which guarantee that non-NAFTA countries cannot use Mexico or Canada as an export platform into the U.S., will provide a strong incentive for manufacturers in all three NAFTA countries to source more auto parts and components in North America.
- Increased exports to Mexico because of NAFTA mean more high-paying jobs for Utah.
 - * 96 percent of Utah's exports to Mexico are manufacturing exports, which provide jobs paying 17 percent more on average than the average U.S. wage.
 - * This pattern is borne out in specific Utah export industries: for example, the 1991 average hourly wage for production workers in transportation equipment was \$13.62; and in primary metals, \$13.59.
 - * NAFTA will lock in the 841 Utah jobs already generated by trade with Mexico, and create new jobs that will offset any job losses by more than six-to-one. The NAFTA is expected to result in a net gain of 680 jobs for Utah.



Vermont and the NAFTA

North American Free Trade Agreement

- Canada and Mexico are important export markets for Vermont.
 - * Canada and Mexico are Vermont's first- and sixth-largest export markets. Vermont's exports to Canada and Mexico were worth \$2.4 billion in 1992, 500 percent greater than the 1987 level of \$0.4 billion.
 - * Manufactured exports to Canada and Mexico support an estimated 58,206 jobs in Vermont. Approximately 48,496 of these have been created since 1987 by growth in Vermont's manufactured exports to Canada and Mexico.
- Vermont's exports to Mexico are growing at a phenomenal pace.
 - * Vermont's merchandise exports to Mexico have increased by 723 percent since 1987, rising from \$2.6 million to \$21 million. This was well over twice the growth rate of Vermont's exports to the rest of the world (284 percent).
- Increased trade with Mexico since 1987 has strongly benefitted important Vermont industries. Most sectors have seen dramatic increases in exports to Mexico, and 19 sectors have seen their exports to Mexico more than double since 1987. Examples:
 - electric & electronic equipment: up 2,515 percent to \$8.2 million.
 - primary metals: up 1,011 percent to \$1.0 million.
 - paper products: up 692 percent to \$4.4 million.
 - chemical products: up 684 percent to \$1.3 million.
 - industrial machinery & computers: up 303 percent to \$1.2 million.
- Reduction of trade barriers under the NAFTA will greatly benefit Vermont's leading export industries.
 - * For electric and electronic equipment (\$8.2 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of up to 20 percent, open up Mexican government procurement, eliminate nontariff barriers in technical standards, and increase intellectual property protection.
 - * For paper products (\$4.4 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of 10-20 percent, remove nontariff barriers, and open up Mexican government procurement.

Exports.

Better Jobs.

Better Wages.

- * For chemical products and pharmaceuticals (\$1.3 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of 10-20 percent, eliminate non-tariff barriers such as import license requirements, open up Mexican government procurement, and improve protection of intellectual property.
 - * For industrial machinery and computers (\$1.2 million in 1992 exports to Mexico), NAFTA will eliminate tariffs (e.g. 10-20 percent for computers), improve protection of intellectual property, and open up Mexican government procurement.
 - * For food products (\$1.0 million in 1992 exports to Mexico), NAFTA will reduce tariffs of 10-20 percent and eliminate non-tariff barriers such as import licenses.
 - * For primary metals (\$1.0 million in 1992 exports to Mexico), NAFTA will eliminate tariffs (which average 8.2% on a trade-weighted basis), open up Mexican government procurement, and expand the Mexican economy, increasing infrastructure growth and demand for steel.
- NAFTA will open up Mexican markets to Vermont farmers by, for example, eliminating import licenses on corn and dairy products, and eliminating tariffs (e.g. apples, 20 percent; beef, 20-25 percent; cattle, 15 percent) either immediately or over time.
 - NAFTA contains detailed provisions to eliminate barriers to trade in services, including liberalization of licensing requirements and other restrictions, that will help Vermont banking, insurance and other financial services, and engineering and construction companies win more business in the \$146 billion Mexican services market.
 - Increased exports to Mexico because of NAFTA mean more high-paying jobs for Vermont.
 - * 94 percent of Vermont's exports to Mexico are manufacturing exports, which provide jobs paying 17 percent more on average than the average U.S. wage.
 - * This pattern is borne out in specific Vermont export industries: for example, the 1991 average hourly wage for production workers in electric & electronic equipment was \$12.88; and in industrial machinery & computers, \$11.43.
 - * NAFTA will lock in the 494 Vermont jobs already generated by trade with Mexico, and create new jobs that will offset any job losses by more than two-to-one.

Virginia and the NAFTA

North American Free Trade Agreement

- Canada and Mexico are important export markets for Virginia.
 - * Canada is Virginia's largest export market. Virginia's exports to Canada and Mexico were worth \$1.1 billion in 1992, 76 percent greater than the 1987 level of \$623 million.
 - * Manufactured exports to Canada and Mexico support an estimated 21,185 jobs in Virginia. Approximately 8,681 of these have been created since 1987 by growth in Virginia's manufactured exports to Canada and Mexico.
- Virginia's exports to Mexico are growing rapidly.
 - * Virginia's merchandise exports to Mexico have increased by 286 percent since 1987, rising from \$41 million to \$158 million. This was five times the growth rate of Virginia's exports to the rest of the world (57 percent).
- Increased trade with Mexico since 1987 has strongly benefitted important Virginia industries. Most sectors have seen dramatic increases in exports to Mexico, and 19 sectors have seen their exports to Mexico more than double since 1987. Examples:
 - paper products: up 5,296 percent to \$6.1 million.
 - transportation equipment: up 2,494 percent to \$41.7 million.
 - food products: up 1,113 percent to \$13.9 million.
 - textiles: up 771 percent to \$2.8 million.
 - industrial machinery & computers: up 349 percent to \$28.7 million.
 - primary metals: up 228 percent to \$12.5 million.
- Reduction of trade barriers under the NAFTA will greatly benefit Virginia's leading export industries.
 - * For transportation equipment (\$41.7 million in 1992 exports to Mexico), NAFTA will open up Mexican government procurement and eliminate Mexican tariffs, quotas, and local content requirements (which require the use of Mexican instead of U.S. manufacturing components) on auto parts.
 - * For industrial machinery and computers (\$28.7 million in 1992 exports to Mexico), NAFTA will eliminate tariffs (e.g. 10-20 percent for computers), improve protection of intellectual property, and open up Mexican government procurement.

Exports.
Better Jobs.
Better Wages.

- * For chemical products and pharmaceuticals (\$21.2 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of 10-20 percent, eliminate non-tariff barriers such as import license requirements, open up Mexican government procurement, and improve protection of intellectual property.
- * For food products (\$13.9 million in 1992 exports to Mexico), NAFTA will reduce tariffs of 10-20 percent and eliminate non-tariff barriers such as import licenses.
- * For primary metals (\$12.5 million in 1992 exports to Mexico), NAFTA will eliminate tariffs (which average 8.2% on a trade-weighted basis), open up Mexican government procurement, and expand the Mexican economy, increasing infrastructure growth and demand for steel.
- * For electric and electronic equipment (\$8.0 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of up to 20 percent, open up Mexican government procurement, eliminate nontariff barriers in technical standards, and increase intellectual property protection.
- NAFTA contains detailed provisions to eliminate barriers to trade in services, including liberalization of licensing requirements and other restrictions, that will help Virginia insurance, financial services, and engineering and construction companies win more business in the \$146 billion Mexican services market.
- NAFTA will open up Mexican markets to Virginia farmers by, for example, eliminating import licenses on tobacco, poultry, and dairy products, and eliminating tariffs (e.g. tobacco products, 15-20 percent; cattle and beef, 15-25 percent; soybeans, 15 percent (seasonal); poultry, 10 percent) either immediately or over time.
- Commitments to clean up environmental hazards and improve environmental protection in Mexico and the border area will stimulate demand for Virginia pollution control equipment and services.
- Increased exports to Mexico because of NAFTA mean more high-paying jobs for Virginia.
 - * 98 percent of Virginia's exports to Mexico are manufacturing exports, which provide jobs paying 17 percent more on average than the average U.S. wage.
 - * This pattern is borne out in specific Virginia export industries: for example, the 1991 average hourly wage for production workers in chemicals was \$13.88; in publishing, \$11.30; in fabricated metals, \$10.99; and in primary metals, \$10.86
 - * NAFTA will lock in the 3,254 Virginia jobs already generated by trade with Mexico, and create new jobs that will offset any job losses by more than four-to-one. The NAFTA is expected to result in a net gain of 1,600 jobs for Virginia.

Washington and the NAFTA

North American Free Trade Agreement

- Canada and Mexico are important export markets for Washington.
 - * Canada is Washington's fourth-largest export market. Washington's exports to Canada and Mexico were worth \$2.6 billion in 1992, 100 percent greater than the 1987 level of \$1.3 billion.
 - * Manufactured exports to Canada and Mexico support an estimated 22,443 jobs in Washington. Approximately 10,824 of these have been created since 1987 by growth in Washington's manufactured exports to Canada and Mexico.
- Washington's exports to Mexico are growing rapidly.
 - * Washington's merchandise exports to Mexico have increased by 578 percent since 1987, rising from \$83 million to \$565 million. This was over four times the growth rate of Washington's exports to the rest of the world (132 percent).
- Increased trade with Mexico since 1987 has strongly benefitted important Washington industries. Most sectors have seen dramatic increases in exports to Mexico, and 23 sectors have seen their exports to Mexico more than double since 1987. Examples:
 - crops: up 1,781 percent to \$24.0 million.
 - electric & electronic equipment: up 804 percent to \$15.9 million.
 - transportation equipment: up 739 percent to \$422.0 million.
 - scientific & measuring instruments: up 431 percent to \$5.8 million.
 - industrial machinery & computers: up 424 percent to \$12.9 million.
 - paper products: up 295 percent to \$37.2 million.
- Reduction of trade barriers under the NAFTA will greatly benefit Washington's leading export industries.
 - * For transportation equipment (\$422.0 million in 1992 exports to Mexico), NAFTA will open up Mexican government procurement and eliminate Mexican tariffs, quotas, and local content requirements (which require the use of Mexican instead of U.S. manufacturing components) on auto parts.
 - * For paper products (\$37.2 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of 10-20 percent and remove nontariff barriers.

Exports. Better Jobs. Better Wages.

- * For electric and electronic equipment (\$15.9 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of up to 20 percent, open up Mexican government procurement, eliminate nontariff barriers in technical standards, and increase intellectual property protection.
- * For food products (\$14.3 million in 1992 exports to Mexico), NAFTA will reduce tariffs of 10-20 percent and eliminate non-tariff barriers such as import licenses.
- * For industrial machinery and computers (\$12.9 million in 1992 exports to Mexico), NAFTA will eliminate tariffs (e.g. 10-20 percent for computers), improve protection of intellectual property, and open up Mexican government procurement.
- NAFTA requires Canada and Mexico to make major improvements in their protection of intellectual property rights, which will greatly benefit Washington software and pharmaceutical companies.
- NAFTA contains detailed provisions to eliminate barriers to trade in services, including liberalization of licensing requirements and other restrictions, that will help Washington health service, telecommunications, construction & engineering, and insurance and financial service companies win more business in the \$146 billion Mexican services market.
- NAFTA will open up Mexican markets to Washington farmers by, for example, eliminating import licenses on wheat, potatoes, and dairy products, and eliminating tariffs (e.g. apples & pears, 20 percent; cattle and beef, 15-25 percent; durum wheat, 10 percent) either immediately or over time.
- Increased exports to Mexico because of NAFTA mean more high-paying jobs for Washington.
 - * 95 percent of Washington's exports to Mexico are manufacturing exports, which provide jobs paying 17 percent more on average than the average U.S. wage.
 - * This pattern is borne out in specific Washington export industries: for example, the 1991 average hourly wage for production workers in transportation equipment was \$15.92, and in chemicals, \$15.38.
 - * NAFTA will lock in the 5,388 Washington jobs already generated by trade with Mexico, and create new jobs that will offset any job losses by six-to-one.



West Virginia and the NAFTA

North American Free Trade Agreement

- Canada and Mexico are important export markets for West Virginia.
 - * Canada and Mexico are West Virginia's first- and twelfth-largest export markets. West Virginia's exports to Canada and Mexico were worth \$305 million in 1992.
 - * Manufactured exports to Canada and Mexico support an estimated 5,363 jobs in West Virginia.
- West Virginia's exports to Mexico are growing rapidly.
 - * West Virginia's merchandise exports to Mexico have increased by 158 percent since 1988, rising from \$19 million to \$49 million. This was over 4 times the growth rate of West Virginia's exports to the rest of the world (37 percent).
- Increased trade with Mexico since 1988 has strongly benefitted important West Virginia industries. Many sectors have seen dramatic increases in exports to Mexico, and 9 sectors have seen their exports to Mexico more than double since 1988. Examples of this increase in exports:
 - primary metals: up 724 percent to \$14.2 million.
 - industrial machinery & computers: up 305 percent to \$1.0 million.
 - rubber & plastic products: up 252 percent to \$1.1 million.
 - fabricated metal products: up 233 percent to \$1.2 million.
 - transportation equipment: up 223 percent to \$494,000.
- Reduction of trade barriers under the NAFTA will greatly benefit West Virginia's leading export industries.
 - * For chemical products (\$28.8 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of 10-20 percent, eliminate non-tariff barriers such as import license requirements, open up Mexican government procurement, and improve protection of intellectual property.
 - * For primary metals (\$14.2 million in 1992 exports to Mexico), NAFTA will eliminate tariffs (which average 8.2% on a trade-weighted basis), open up Mexican government procurement, and expand the Mexican economy, increasing infrastructure growth and demand for steel.

Exports. Better Jobs. Better Wages.

- * For rubber and plastic products (\$1.1 million in 1992 exports to Mexico), NAFTA will open up Mexican government procurement, and eliminate tariffs of 10-20 percent.
- * For industrial machinery and computers (\$1.0 million in 1992 exports to Mexico), NAFTA will eliminate tariffs (e.g. 10-20 percent for computers), improve protection of intellectual property, and open up Mexican government procurement.
- * For transportation equipment (\$494,000 in 1992 exports to Mexico), NAFTA will open up Mexican government procurement and eliminate Mexican tariffs, quotas, and local content requirements (which require the use of Mexican instead of U.S. manufacturing components) on auto parts.
- NAFTA will open up Mexican markets to West Virginia farmers by, for example, eliminating import licenses on poultry, eggs, dairy products, corn, wheat, and tobacco, and eliminating tariffs (e.g. cattle and beef, 15-25 percent; poultry, 10 percent; apples, 20 percent; tobacco products, 15-20 percent; oats and durum wheat, 10 percent) either immediately or over time.
- NAFTA contains detailed provisions to eliminate barriers to trade in services, including liberalization of licensing requirements and other restrictions, that will help West Virginia banks and engineering and construction companies win more business in the \$146 billion Mexican services market.
- Increased exports to Mexico because of NAFTA mean more high-paying jobs for West Virginia.
 - * 99 percent of West Virginia's exports to Mexico are manufacturing exports, which provide jobs paying 17 percent more on average than the average U.S. wage.
 - * This pattern is borne out in specific West Virginia export industries: for example, the 1991 average hourly wage for production workers in chemical products was \$16.12; in primary metal industries, \$14.84; and in industrial machinery & computers, \$12.03
 - * NAFTA will lock in the 998 West Virginia jobs already generated by trade with Mexico, and create new jobs that will offset any job losses by more than five-to-one. The NAFTA is expected to result in a net gain of over 330 jobs for West Virginia.

Wisconsin and the NAFTA

North American Free Trade Agreement

- Canada and Mexico are important export markets for Wisconsin.
 - * Canada and Mexico are Wisconsin's first- and seventh-largest export markets. Wisconsin's exports to Canada and Mexico were worth \$2.3 billion in 1992, 53 percent greater than the 1987 level of \$1.5 billion.
 - * Manufactured exports to Canada and Mexico support an estimated 54,873 jobs in Wisconsin. Approximately 19,399 of these have been created since 1987 by growth in Wisconsin's manufactured exports to Canada and Mexico.
- Wisconsin's exports to Mexico are growing rapidly.
 - * Wisconsin's merchandise exports to Mexico have increased by 223 percent since 1987, rising from \$77 million to \$250 million. This was three times the growth rate of Wisconsin's exports to the rest of the world (73 percent).
- Increased trade with Mexico since 1987 has strongly benefitted important Wisconsin industries. Most sectors have seen dramatic increases in exports to Mexico, and 20 sectors have seen their exports to Mexico more than double since 1987. Examples:
 - paper products: up 1,631 percent to \$13.7 million.
 - scientific & measuring instruments: up 1,009 percent to \$23.0 million.
 - fabricated metal products: up 1,002 percent to \$13.5 million.
 - livestock: up 611 percent to \$7.0 million.
 - electric & electronic equipment: up 338 percent to \$19.5 million.
 - industrial machinery & computers: up 166 percent to \$106.0 million.
 - food products: up 165 percent to \$21.7 million.
- Reduction of trade barriers under the NAFTA will greatly benefit Wisconsin's leading export industries.
 - * For industrial machinery and computers (\$106.0 million in 1992 exports to Mexico), NAFTA will eliminate tariffs (e.g. 10-20 percent for computers), improve protection of intellectual property, and open up Mexican government procurement.
 - * For scientific and measuring instruments (\$23.0 million in 1992 exports to Mexico), NAFTA will eliminate Mexican import licenses and tariffs as high as 20 percent, as well as open up Mexican government procurement.
 - * For food products (\$21.7 million in 1992 exports to Mexico), NAFTA will reduce tariffs of 10-20 percent and eliminate non-tariff barriers such as import licenses.

Exports. Better Jobs. Better Wages.

- * For electric and electronic equipment (\$19.5 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of up to 20 percent, open up Mexican government procurement, eliminate nontariff barriers in technical standards, and increase intellectual property protection.
- * For paper products (\$13.7 million in 1992 exports to Mexico), NAFTA will eliminate tariffs of 10-20 percent, remove nontariff barriers, and open up Mexican government procurement.
- * For transportation equipment (\$8.0 million in 1992 exports to Mexico), NAFTA will open up Mexican government procurement and eliminate Mexican tariffs, quotas, and local content requirements (which require the use of Mexican instead of U.S. manufacturing components) on auto parts.
- NAFTA will open up Mexican markets to Wisconsin farmers by, for example, eliminating import licenses on dairy products, corn, dry beans, and potatoes, and eliminating tariffs (e.g. evaporated milk and cheeses, 20 percent; slaughter hogs (non-pedigree) and pork, 20 percent; cattle and beef, 15-25 percent) either immediately or over time.
- NAFTA contains detailed provisions to eliminate barriers to trade in services, including liberalization of licensing requirements and other restrictions, that will help Wisconsin banking, insurance and other financial services, telecommunications, and engineering and construction companies win more business in the \$146 billion Mexican services market.
- Wisconsin's auto parts industry will benefit from NAFTA's rules of origin for autos, which ensure that non-NAFTA countries cannot use Mexico or Canada as an export platform into the U.S. These rules provide a strong incentive for manufacturers in all three NAFTA countries to source more parts and components in North America, rather than overseas.
- Increased exports to Mexico because of NAFTA mean more high-paying jobs for Wisconsin.
 - * 95 percent of Wisconsin's exports to Mexico are manufacturing exports, which provide jobs paying 17 percent more on average than the average U.S. wage.
 - * This pattern is borne out in specific Wisconsin export industries: for example, the 1991 average hourly wage for production workers in transportation equipment was \$15.14; in industrial machinery & computers, \$12.08; and in scientific & measuring equipment, \$11.98.
 - * NAFTA will lock in the 5,913 Wisconsin jobs already generated by trade with Mexico, and create new jobs that will offset any job losses by almost six-to-one. The NAFTA is expected to result in a net gain of 1,600 jobs for Wisconsin.

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BUSINESS

Divider Title: _____

THE WHITE HOUSE

WASHINGTON

November 22, 1993

INFORMATION

MEMORANDUM FOR THE PRESIDENT

NOV 22 1993

FROM: ~~ALEXIS~~ ALEXIS HERMAN

SUBJECT: NAFTA OPL OUTREACH ACTIVITIES

I. SUMMARY

Instrumental in the passage of NAFTA was a concerted constituency and industry outreach effort conducted by the Office of Public Liaison in conjunction with the NAFTA War Room effort. The following is a summary of OPL's outreach with attached letters illustrating the direct impact of the outreach strategy.

II. DISCUSSION

A. Briefings

The focal point of our outreach strategy was a series of briefings to three types of constituents: state opinion leaders; industry representatives; and base constituency groups. Each participant left the briefings with extensive background packets providing facts and figures about NAFTA and its effect on specific states, industries and the country.

1. State Opinion Leaders

- a. These briefings were patterned after the state opinion leaders briefings conducted during the economic plan. Business, civic and environmental leaders were defined as the leaders.
- b. From October through November, a series of eleven 3-hour briefings with leaders from 30 states were conducted by the Vice President, Cabinet Secretaries and other administration officials. The emphasis of these briefings were the regional concerns and questions pertaining to the implementation and passage of NAFTA.
- c. OPL, working with the NAFTA War Room, Political Affairs, Intergovernmental, members of Congress and outside groups, compiled a balanced and diverse invitation list of state leaders. Primarily,

supporters and those undecided were extended invitations. They were prepared to either make up their minds to support NAFTA or be thoroughly equipped with information to persuade others and talk to the media following the briefings.

2. Industry Briefings

- a. Targeted industrial sectors that would be the beneficiaries of NAFTA received briefings.
- b. The industries included transportation, energy, agriculture and environmental technology. Cabinet Secretaries from the respective industries served as the briefers along other administration officials adding support.

3. Base Constituency Briefings

- a. As part on OPL's ongoing outreach, base constituency groups including women, African-Americans, Hispanics, local chambers of commerce and small business groups received NAFTA briefings.

B. Special Events

1. Momentum and support for the treaty was generated through NAFTA-related events such as NAFTA Products Day on the South Lawn; an East Room event with three former Presidents, former Secretaries of State and Nobel Prize economists; and the small business event at the National Museum of American History.

C. Results

1. From July through November 15, over 3,000 individuals received White House briefings on NAFTA.
2. The briefings galvanized interest and support for NAFTA. (See attached letters.)
3. Positive word-of-mouth "buzz" about NAFTA was generated in the media some attributable to the media coverage from the stake out appearances following each briefing.
4. Organizations such as the National Association of Women Business Owners, the Executive Leadership Council, the Chrysler Minority Dealers Association and the 5 million-member American Legion endorsed NAFTA. (See attached letters.)

SUSTAIN Program

Sharing United States Technology to Aid in the Improvement of Nutrition

November 16, 1993

DM

The Honorable Alexis M. Herman
Assistant to the President and Director of Public Liaison
The White House
West Wing
Washington, DC 20500

Dear Mrs. Herman:

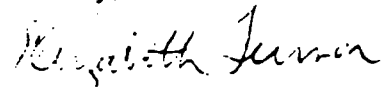
The November 10 briefing and discussion on NAFTA for women business leaders was outstanding! It was informative, energizing, and well organized. The speakers from the White House and Cabinet were exceptional and the diversity and insights provided by the women invited to the event were enriching. It is always exciting to see such high caliber talent among women! Thank you for inviting me to be part of it.

As Director of SUSTAIN (Sharing U.S. Technology to Aid in the Improvement of Nutrition), I work closely with women business leaders in the U.S. food processing industry and in developing countries. SUSTAIN provides technical assistance in food processing technology to help improve nutrition in developing countries. The assistance is provided by senior executives and technical professionals from U.S. food companies who agree to donate their time and expertise. The benefits of NAFTA would be tremendous for many of the groups we work with in the U.S. and overseas. Enclosed are program materials.

Please don't hesitate to call on me if I can assist in any way in the future.

Thank you again. Best wishes for success on NAFTA.

Sincerely,



Elizabeth Turner
Director

Enc: Program materials



SUSTAIN Program
National Cooperative Business Association
1401 New York Avenue, N.W. • Suite 1100 • Washington, D.C. 20005-2160
(202) 638-6222 • Telex 440344 • Fax (202) 628-6726



Hercules Incorporated
P.O. Box 8
Oxford, GA 30267-0008
(404) 786-7011

November 1, 1993

Honorable Paul Coverdell
204 Senate Russell Office Building
Constitution and Delaware Avenues, SE
Washington, D.C. 20510

Dear Senator Coverdell:

Recently I had the opportunity to come to Washington and listen to the Vice President, Secretary Babbitt, and other White House personnel in discussions on NAFTA.

I found the meeting invigorating and stimulating, and resolved all of my concerns and questions regarding NAFTA. The meeting further cemented my belief that NAFTA is good for the country and good for our industry.

Our business is founded in Covington, Georgia. It employs 600 personnel and manufactures 250 million pounds of polyolefin fiber. We currently do 20-30 million pounds per year of business in Mexico. They are our third largest customer and an extremely important business partner. We expect that the major growth in North American for diapers (which is the final result of our product) will be in Mexico.

We appreciate any support you can give us in helping to convince others that NAFTA is right for Georgia.

Very truly yours,

HERCULES INCORPORATED

J. G. Kirkham, Plant Manager
A&TP Business Group
Oxford, GA Plant

JGK:dm

coverdell.jok

Handwritten note:
M. Kirkham
G.A.

Handwritten note:
Small Business

R. E. Cartledge
Chairman and CEO

UNION CAMP CORPORATION 1600 VALLEY ROAD, WAYNE, NJ 07470 TELEPHONE (201) 628-2615
FAX (201) 628-2490

November 11, 1993

President Bill Clinton
The White House
1600 Pennsylvania Avenue
Washington, DC 20500

Dear Mr. President:

I applaud you and your administration's work on behalf of the NAFTA free trade agreement. Your work is not only extremely important for the promotion of the world's free trade, including GATT and the Japanese/American agreements, it is also most important to our 20,000 employees' jobs.

Last year, one day of our production each week was required for export markets. Our employees believe, as do I, that exports mean more jobs and more job security for all of us. With NAFTA, our markets will grow.

Two years ago, we seriously considered the acquisition of production facilities in Mexico, in order that we might have an economically viable facility to participate in the growth of the expanding Mexican markets and to eliminate the tariff. With the advent of NAFTA, we will not be required to make this new investment but, instead, will ship our paper products from U.S. facilities.

Mr. President, I have attended the briefings on NAFTA by Vice President Gore, Secretary Benson and Bob Rubin. They did an excellent job on your behalf.

All of us at Union Camp are working with you and communicating on your and our behalf with our employees, our customers and our families to explain why NAFTA is good for us and good for America.

Sincerely,



Gene Cartledge

/db



BRISTOL-MYERS PRODUCTS

9707 Chapel Hill Road P.O. Box 300
Morriseville, NC 27560 919 467-3500

Alan C. Norris
Director
Plant Operations

November 12, 1993

President Bill Clinton
1600 Pennsylvania Avenue, NW
Washington, DC 20500

Dear President Clinton:

Please allow me to express my sincere appreciation for the invitation to the White House NAFTA briefing this past Tuesday. I was of course, honored to be there, but more importantly I picked up a clear understanding of the issues and why passage is very important.

Within my sphere of influence, I have taken the following steps to help ensure passage:

On Wednesday, I met with the President of my Division and the Vice President of Operations to review The North American Free Trade Agreement and to solicit their support, both personally and through their people, in helping to get it passed. They did commit their support.

I run an operation with approximately 600 employees who are spread throughout four Congressional Districts. Today, I have dedicated my time to meeting with each and every one of them to discuss NAFTA. I have taken the liberty of copying and distributing to all my employees the materials your office provided. Also, we have provided to everyone, the names and telephone numbers (both local and Washington) of the four Congressmen and two Senators representing this area. In the group meetings, I have encouraged my people to review the information so that they can make an informed decision and then to call their representative and both Senators and let them know that we want NAFTA passed. I have asked them to call even if they believe that their representatives are in favor of the Treaty. Also in these forums, I have entertained questions and found the information provided at the White House briefing as well as in the briefing books very helpful in addressing the issues.

Within my Division, there is a group of 40 Directors who manage each business unit. They work in New Jersey and New York City, and live in many congressional districts spread throughout New Jersey, Pennsylvania, New York, and Connecticut. I have Federal Expressed the materials to each of them, requested that they share it with their people, and of course to also call their Representatives and Senators today.



A Bristol-Myers Squibb Company

JOHNSTON
ENVIRONMENTAL

October 28, 1993

President Bill Clinton
The White House
1600 Pennsylvania Ave.
Washington, D.C. 20500

Dear Mr. President;

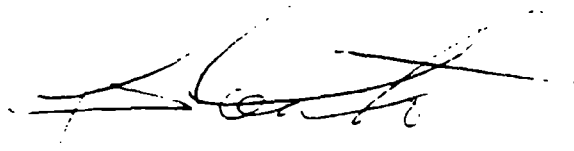
Thank you for inviting me to the NAFTA briefing on Thursday,
October 21, 1993.

I appreciated hearing directly from members of your cabinet,
special counsel, and the Vice President on the grave
importance of the NAFTA to our country and to our future. I
was very impressed with the high commitment expressed by you
and your administration to this important international
agreement.

This agreement will be of great benefit to our country,
state, and to our company. I estimate that we will increase
25% in revenues and employment, directly related to the
NAFTA. Furthermore we have 150 to 200 suppliers who will
also benefit from our NAFTA increases. We don't have plans
to move to Mexico because we rely heavily on a highly
productive local work force, high quality suppliers and
excellent local infrastructure.

As in the past, I am committed to support your efforts in any
way I can.

Very truly yours,
JOHNSTON ENVIRONMENTAL



Luis C. Contreras
President

PARSONS ENVIRONMENTAL SERVICES, INC.

Joel H. Bennett, President
100 West Walnut Street • Pasadena, California 91124 • (818) 440-4412 • Fax: (818) 440-6195

October 28, 1993

The President
The White House
1600 Pennsylvania Avenue
Washington, D. C. 20500

Dear Mr. President:

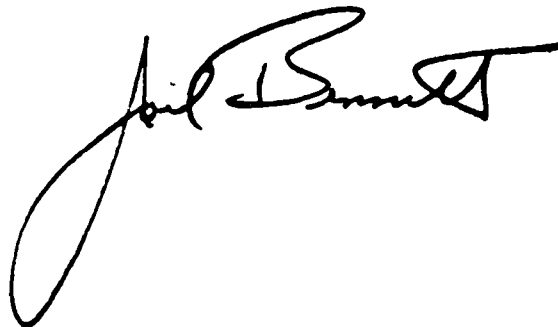
I was pleased to have the opportunity to attend a briefing on October 21 at the Old Executive Office Building during which Vice President Gore and members of your Cabinet and staff made excellent presentations supporting the North American Free Trade Agreement.

There is no question in my mind as to the importance of the Congress approving this landmark legislation. The positive impact on our economy cannot be understated and it is regrettable that there is so much misinformation on the subject inundating the public. Those of us in the business community who deal with Mexico and are aware of the trade activity believe that creation of jobs in the United States is a real and near-term benefit of NAFTA.

I fully support the agreement and I urge you to continue your most vigorous efforts to convince the Congress to vote their approval. I personally will make every effort to contact our senators and representatives to promote this cause and will continue until the critical vote is taken.

Wish you success in this important endeavor.

JHB/eyk



**Baker
Campbell
Associates**

2627 Martin Luther King, Jr. Blvd.
Dallas, Texas 75215
Tel. (214) 428-2300
Fax (214) 421-4310

November 4, 1993

NOV 9 1993

Alexis Herman
Assistant to the President
Director of Public Liaison
The White House Office
1600 Pennsylvania Avenue NW
Washington, DC 20500

Dear Ms. Herman:

Thank you for the invitation to what was a most comprehensive and informative briefing on NAFTA Monday morning. Secretary Brown's comments and the ensuing dialogue help solidify my support of the treaty and the immediate necessity of communicating its benefits to our communities.

As President of the National Black Business Council, I have initiated a resolution in support of NAFTA that will be voted on Friday, November 5th. We will be also communicating to our board members and affiliated organizations the importance of communicating the treaty's importance to their elective representatives.

I want to thank you for taking the initiative to hear the voice of the black business community on this very important issue. I look forward to working with this administration to assure the passage of NAFTA and other critical legislation that President Clinton has envision for our country.

Please do not hesitate to call upon me if I can be of any additional assistance individually or through the National Black Business Council.

Best Regards,

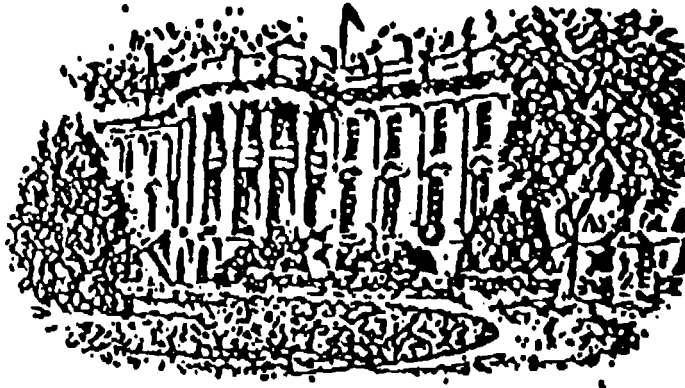
Gregory A. Campbell

Gregory A. Campbell
Principal

GAC/sdj

Management Consultants

WASHINGTON



OFFICE OF POLITICAL AFFAIRS

PHONE: (202) 456-6257

FAX: (202) 456-7929

From: Tom Epstein _____
Reta Lewis _____
Linda Moore _____
Peter Shakow _____
Joe Velasquez X

Other _____

To:

Alexis Herman

Date: _____

of Pages 3
(including cover)

Fax Number

2983

Office Number _____

Message: _____

THE WHITE HOUSE
WASHINGTON

November 17, 1993

MEMORANDUM FOR THE PRESIDENT

From: Joan Baggett
Joe Velasquez

Subject: Post-NAFTA Union Strategy

I. BACKGROUND

Winning the NAFTA vote will cause several union leaders and, more important, rank and file union members to lose confidence in you and in many Members of Congress. The AFL-CIO is holding a press conference tomorrow and will probably attack the deficiencies of the treaty and the White House campaign.

The NAFTA debate has demonstrated the organizing capability and lobbying skills of unions -- we need to harness these strengths for continued support of your policies and programs and to help Members of Congress who voted with you today to win re-election.

We must take immediate action -- symbolic and tangible -- to regain union support and to give Members of Congress opportunities to vote on legislation favorable to working people.

Not all unions are affected by our NAFTA victory. We must immediately begin working with those unions on health care. Not to divide the unions, but to begin the gradual process of reclaiming our key base constituents.

Fast action is important to the DNC and coordinated campaigns since they need the financial support these unions generously provide and are now holding back.

II. RECOMMENDATIONS

1. We must control the anti-union comments some of our moderate friends may make in their victory celebrations.
2. The first public statement you make after the vote is critical to regaining support from elements of the labor movement. The unions had a solid intellectual foundation to their arguments, and there were many serious economic questions that never would have been raised without their presence in the debate.

Point out that:

- To those who believe the American labor movement has lost its strength, I want you to know this was one of the toughest political battles of my career.
 - We may not see eye-to-eye on this one, but I sure am glad to have them on my side when dealing with so many of the other challenges working people face.
 - I want every American to know that I will not allow any violation of this treaty to harm our workers. I will ask both labor and management to help me implement this agreement.
3. When you return from Seattle you should have a one-on-one meeting with Lane Kirkland and make calls to three or four selected industrial union presidents.
 4. In a couple of weeks, invite selected union presidents to the White House for an informal gathering. Include Wilhelm, Gephardt and Bonior.
 5. Over the next few months, give Members of Congress who voted for NAFTA the opportunity to vote for issues important to working people, e.g., OSHA reform, a jobs package, defense conversion, labor law reform, striker replacement, minimum wage, NLRB appointments and health care.

c: David Gergen
Mark Gearan
George Stephanopoulos
David Wilhelm

MEMORANDUM

NAFTA POLITICAL OUTREACH STRATEGY

A. Likely members should be identified by 10/29 and final push should be made through the following means:

1. Media efforts should include minority weeklies, radio and TV programs both free and paid when merited.

2. Public appearances should be made in districts that would provide cover to supportive members.

ELC - 3. Letter writing campaign should be undertaken by business that are supportive of the legislation.

4. Calls to members should be made to address concerns for outstanding issues.

5. Information packet should be provided to those most likely to address any outstanding issues.

September 27, 1993

MEMORANDUM FOR ALEXIS HERMAN, STEVE HILTON, DORIS MATSUI

FROM: AMY ZISOOK, MARILYN DIGIACOBBE

SUBJECT: BUSINESS OUTREACH IN SUPPORT OF THE NAFTA

NAFTA is literally on a "fast track." We must work on the assumption that we will have a pre-Thanksgiving recess and therefor a final vote on NAFTA around November 20 (although there is a good chance it will actually be closer to Christmas)--approximately 7 weeks from now, slightly longer than the budget war room was in operation.

As we have been discussing over the past few days, NAFTA presents us with a different challenge than the other initiatives -- the support from the business community is as deep as it is wide! The challenge is not of recruiting general support, but recruiting a broad base of support at the grassroots level.

CEOs of Fortune 500 companies are anxious to do everything they can to pass this agreement, but their support alone is insufficient to do the job. Among the things that they can do, that are within our legal rights to discuss with them are:

- recruiting active support from their senior management and plant managers;
- educating their employees on the benefits of NAFTA so that they too will become supporters;
- recruiting support from other community leaders who they know through charitable and civic activities, church or synagogue, their children's school, their neighborhood... so that they are not solely recruiting support from other Fortune 500 CEOs;
- Op Eds and Radio & TV interviews to local outlets to promote the benefits to their own community from passage of NAFTA.

These CEOs and corporations have and are willing to use their resources to pass this agreement. We should make certain that each of them is doing all that they can in their home communities as well as the communities in which they are major employers to promote the NAFTA. We need to institutionalize a contact system to reach as many of these CEOs (Reps) as possible to 1) continue to reinforce strong administration support for NAFTA and 2) institute a reporting system, that enables us to see the growth in the grassroots support. But, the real grassroots support, the voices that everyone is listening to loud and clear at this time is Small Business. Their tasks are the same.

Small Business, too, is very supportive of NAFTA. Among the big supporters are: NSBU, SBLC, NAM, The Chamber, the Realtors, the National Retail Federation, BIO, and AEA. Their members are the core of the support that we need in order to show momentum and a ground swell of activity on behalf of NAFTA. Each of these organizations, as well as other industry coalitions such as in the service industry, financial services, and agriculture, have a plan for support of NAFTA. We need to communicate with them as well, in a coordinated way, to develop an efficient strategy so that they are not all covering Illinois, for example, while no one covers New Jersey.

In the case of both big and small business, briefings for education purposes seem not to be necessary. They are already supporters. What is needed currently is 1) Working sessions to recruit support and 2) motivational events where senior officials give pep talks. In the case of associations, they may request briefings to give them the opportunity to bring their members to D.C. for a White House briefing and to make them feel more a part of the process. Obviously, we want to honor these when possible.

Two other vehicles for recruiting support of which we often speak, but because of limited resources (both staff and money) we have not been able to do as much of as we would like are: mail and a "road show."

By using the mail we can reach far more people than we can reach by telephone or in person. Mail enables us to communicate our message, but it also gives us the opportunity to ask for feedback in the form of a questionnaire. (The question has been raised about use of information gathered in this way. We need to check with counsel before beginning this process.) An aggressive mail program in support of NAFTA should produce thousands of supporters for the agreement.

Likewise, we can reach more people via an "opinion leaders" event in its home state than we can at the White House. Whether it is in the form of a Town Hall Meeting or an auditorium speech, it is imperative that the most senior members of the administration take the message to the people. Inasmuch as our staff is extremely limited, to do this effectively, we will need the "on the ground" help of outside groups in each city/state that we visit.

Finally, coordination and cooperation between the various departments within the White House and the administration is critical to our doing an effective, efficient job. Just as there is no point in every association covering Illinois at the expense of New Jersey, we cannot all talk to NAM at the expense of the Chamber. Via our weekly Business Liaison conference calls, we will make sure that there is as little overlap as possible between Departments. It is important to the success of this program that we be kept apprised of other business activities that are going on as you are made aware of them.

September 28 - October 4

Individual meetings with above mentioned group to review their plans for recruitment of grassroots support.

Meet with other NAFTA team and other administration officials involved in program to determine what they are and are not doing.

October 4 - 6

Develop comprehensive plan based on individual organization plans.

Meet with outside coalitions to learn of their recruitment activities.

October 7 - Passage

Meet with organizations as a group(s) for reporting on recruitment of support and media activity.

Withdrawal/Redaction Sheet

Clinton Library

DOCUMENT NO. AND TYPE	SUBJECT/TITLE	DATE	RESTRICTION
001. list	[Personally Identifiable Information] [partial] (8 pages)	11/02/1993	b(6)

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Clinton Presidential Records
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FOLDER TITLE:

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- b(8) Release would disclose information concerning the regulation of financial institutions [(b)(8) of the FOIA]
- b(9) Release would disclose geological or geophysical information concerning wells [(b)(9) of the FOIA]

MASTA EVENT
NOVEMBER 2, 1993
2 pm East Room

as of 7pm Nov. 1st
103 - total

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THE WHITE HOUSE

WASHINGTON

DISTINGUISHED AMERICANS ENDORSEMENT EVENT

November 2, 1993

IN SUPPORT OF NAFTA

Speakers:

Vice President Albert Gore

Dr. Paul Samuelson

Ambassador Andrew Young

Ambassador Carla Hills

Former Secretary of State Henry Kissinger

Former Secretary of State James Baker

Former President Jimmy Carter

President Bill Clinton

The NAFTA and Beyond Commission

Implications for the American Economy

The Carter Center of Emory University / The Center for Strategic and International Studies

THE NAFTA AND BEYOND COMMISSION:

IMPLICATIONS FOR THE AMERICAN ECONOMY

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FAX COVER SHEET

MAR 12 1993

DATE : March 12/19 93
TO : Alexis Herman
COMPANY: OPL
FROM : Wayne Valis
NUMBER OF PAGES (including this cover sheet) 2

If you have any problems with this transmission, please contact
Jenine at 202/833-5055.

NAFTA

TRADE
ASSOCIATION
LIAISON
COUNCIL

March 12, 1993

The Honorable Alexis Herman
Assistant to the President &
Director, Office of Public Liaison
OEOP 122
Washington, DC 20500

Dear Alexis,

Numerous business leaders in the Trade Association Liaison Council have called to express their concern about reports that the trade treaty, which the President has endorsed, may have political difficulty on the House and Senate floors. Virtually all TALC members believe the NAFTA is essential to achieving many of the President's goals of job stimulation and increased economic activity. Over two-thirds of the TALC members favor NAFTA and are ready to deploy their resources to lobby for the President.

We are still hopeful that you and/or Amy might be our special guests for our Thursday, March 18 breakfast meeting at the Mayflower Hotel. Should you be able to attend, perhaps we could plan specific action items to support the President's NAFTA goals.

TALC coordinator Jenine Young will be in contact with your office soon to follow up.

With Best Wishes,

Wayne
Wayne H. Valis

cc: R. Brown
M. Kantor
M. Gearan
H. Paster
S. Anthony

*Thank again for visiting
with us last week.*

FRIDAY, MARCH 12, 1993

Free Trade Treaty in Trouble, White House Warned

By Peter Behr
Washington Post Staff Writer

House and Senate Democrats are warning the Clinton administration that the free trade treaty with Mexico and Canada is in serious political trouble.

That message, which had been given privately in recent days, was delivered publicly yesterday when U.S. Trade Representative Mickey Kantor briefed the House Ways and Means trade subcommittee on the

North American Free Trade Agreement negotiated by the Bush administration last August.

"My reading on the floor of the House is that the votes are not there," said Rep. Robert T. Matsui (D-Calif.).

Rep. Marcy Kaptur (D-Ohio), chair of the House Democratic economic forum, declined to discuss a current head count of Democrats concerning NAFTA, but said, "It's a treaty that's in trouble."

Matsui told reporters that he be-

lieves many legislators' positions are not definite and a majority in favor of NAFTA can be created, but not easily.

During yesterday's hearing, he cited the upsurge in U.S. exports to Mexico, which have grown from \$12 billion in 1986, when Mexico began to reduce its tariffs, to \$44 billion last year. NAFTA will eliminate tariffs on most trade among the three countries over the next 10 to 15 years and remove other trade barriers, promising an even greater ex-

pansion of commerce and jobs, proponents say.

But, Mitsui added, "apparently, the business community thinks that this is a lead-pipe cinch. . . . I question whether or not we will have the ability to pass NAFTA at any time in the future unless there is a greater grass-roots interest" from those who benefit.

The extent of NAFTA's political troubles was dramatized yesterday by the statements of several mem-

See NAFTA, A24, Col. 4

North American Trade Treaty Faces Trouble

NAFTA, From A1

bers of Congress who took an unannounced inspection trip to a heavily industrialized strip in Tijuana, Mexico, last week, accompanied by reporters and a video camera.

House Majority Leader Richard A. Gephardt (D-Mo.) recounted scenes of young, well-trained workers earning \$60 a week at a television assembly plant, complaints of industrial sewage flowing into workers' residential neighborhoods, and hundreds of Mexican workers crowded next to the fenced border with the United States, waiting for a chance to cross over.

Gephardt said that while he supports Mexico's efforts to improve workplace and environmental conditions, he too would insist on strong supplemental agreements with Mexico that will ensure that these changes occur. "I will not support NAFTA on a leap of faith," he said.

Sen. Max S. Baucus (D-Mont.), chairman of the

Senate Finance trade subcommittee, said, "I don't think anyone yet knows where the votes are" in the Senate, adding that the outcome depends on supplemental agreements on environmental and worker protection that the administration has pledged to seek, with talks beginning on Wednesday.

"NAFTA, as it currently stands, fails to promote fair trade or serve American interests in the areas of fair labor standards, environmental protection and worker health and safety standards," said Sen. Donald W. Riegle Jr. (D-Mich.) in a letter to President Clinton that was cosigned yesterday by 25 Democratic senators.

Labor and an array of environmental groups are demanding creation of a strong, independent three-nation commission to investigate whether environmental and labor laws are being met in each of the countries, with trade restrictions to follow on products that come from polluting industries.

Mexican officials said they are looking for a "collaborative" pact that will resolve these issues, some

of which are real, some political, in their view. "Our environmental regulations are as strong as those in the United States," Mexican Commerce Minister Jaime Serra Puche said in an interview this week. "We have closed over 1,000 plants [for environmental reasons] at a huge cost to our country. We want a clean environment." He repeated Mexico's insistence that any additional measures not interfere with Mexico's right to enforce its own laws.

Kantor yesterday drew the line at that point too.

The three-nation commission Kantor envisions would have an expert staff able to review complaints, request information, issue reports on environmental compliance and publicize failures by any of the nations to meet their own laws.

"The one thing we will not do is reach supplemental agreements, which, in fact, lower [environmental] standards in this country," Kantor said. Rather than do that, the administration will walk away from NAFTA, he said. "This is the most challenging assignment facing us," Kantor added.

*C. ADAM
B. AMY*

TRADE
ASSOCIATION
LIAISON
COUNCIL

March 12, 1993

The Honorable Alexis Herman
Assistant to the President &
Director, Office of Public Liaison
OEOP 122
Washington, DC 20500

MAR 18 1993

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House Majority Leader Richard A. Gephardt (D-Mo.) recounted scenes of young, well-trained workers earning \$60 a week at a television assembly plant, complaints of industrial sewage flowing into workers' residential neighborhoods, and hundreds of Mexican workers crowded next to the fenced border with the United States, waiting for a chance to cross over.

Gephardt said that while he supports Mexico's efforts to improve workplace and environmental conditions, he too would insist on strong supplemental agreements with Mexico that will ensure that these changes occur. "I will not support NAFTA on a leap of faith," he said.

Sen. Max S. Baucus (D-Mont.), chairman of the

Senate Finance trade subcommittee, said, "I don't think anyone yet knows where the votes are" in the Senate, adding that the outcome depends on supplemental agreements on environmental and worker protection that the administration has pledged to seek, with talks beginning on Wednesday.

"NAFTA, as it currently stands, fails to promote fair trade or serve American interests in the areas of fair labor standards, environmental protection and worker health and safety standards," said Sen. Donald W. Riegle Jr. (D-Mich.) in a letter to President Clinton that was cosigned yesterday by 25 Democratic senators.

Labor and an array of environmental groups are demanding creation of a strong, independent three-nation commission to investigate whether environmental and labor laws are being met in each of the countries, with trade restrictions to follow on products that come from polluting industries.

Mexican officials said they are looking for a "collaborative" pact that will resolve these issues, some

of which are real, some political, in their view. "Our environmental regulations are as strong as those in the United States," Mexican Commerce Minister Jaime Serra Puche said in an interview this week. "We have closed over 1,000 plants [for environmental reasons] at a huge cost to our country. We want a clean environment." He repeated Mexico's insistence that any additional measures not interfere with Mexico's right to enforce its own laws.

Kantor yesterday drew the line at that point too.

The three-nation commission Kantor envisions would have an expert staff able to review complaints, request information, issue reports on environmental compliance and publicize failures by any of the nations to meet their own laws.

"The one thing we will not do is reach supplemental agreements, which, in fact, lower [environmental] standards in this country," Kantor said. Rather than do that, the administration will walk away from NAFTA, he said. "This is the most challenging assignment facing us," Kantor added.

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