

Fact Sheet: Expanding International Market Opportunities for Americans

U.S. Secretary of Commerce Carlos M. Gutierrez Discusses Expanding International Market Opportunities for American Workers and Businesses at the Small Business Trade Symposium

“What we’ve accomplished these past eight years has been rooted in the President’s deeply held belief that American workers and businesses are the best in the world...It’s more important than ever that we remain committed to free markets, free enterprise and free trade.”

– U.S. Secretary of Commerce Carlos M. Gutierrez, 11/18/08

Exports Encourage Economic Growth

- **Exports have been an incredibly powerful source of growth, prosperity and competitiveness in the American economy.** It is a symbol of our openness, leadership and engagement in the world.
 - Exports have accounted for essentially all the growth in our economy in 2008 thus far.
 - We are on track to nearly double total U.S. exports since the beginning of the Administration—in 2001 exports were \$1 trillion and we are on track to approach \$2 trillion this year.
 - For the last four years exports have grown at double-digit rates with exports year-to-date up 16.9 percent. Exports make up 13.7 percent of GDP, a greater proportion than ever in American history.
 - Nearly one out of three acres of crops is sold abroad.
 - One out of five manufacturing jobs involves exporting.

Promoting Exports and Investment

- **It is critical that businesses of all sizes “get in the game” of exporting.** By creating an environment that enhances access to the 95 percent of customers for American products and services outside of the United States we increase our global competitiveness.
 - Nearly a quarter-million small and medium size businesses in the United States export.
 - This Administration realigned the operations of the Foreign Commercial Service (FCS) so resources are focused on markets where demand for American products is growing fastest. Today there are FCS offices in more than 80 countries.
 - In the past eight years approximately 4,130 companies have participated in nearly 400 Department of Commerce led or certified trade missions.
 - The United States is the world’s leading recipient of foreign direct investment (FDI).
 - Stocks of FDI in the U.S. have grown from \$1.3 trillion in 2001 to \$2.1 trillion last year, increasing \$750 billion.
 - Foreign companies employ 5.3 million Americans.
 - During this Administration Department of Commerce began Invest in America, the primary U.S. government program to promote FDI.

Free Trade Agreements

- **Increasing the number of free trade agreements (FTA) and enhancing access to these markets are signal accomplishments of the Bush Administration.** They are among the best tools we have to support exports, build prosperity and contribute to democracy.
 - Countries with which we have FTAs make up nine percent of the world’s gross domestic product, however they account for 40 percent of American exports.
 - Goods exports to our FTA partners have grown 40 percent faster than exports to the rest of the world.
 - The Bush Administration has signed or implemented FTAs with 14 countries, bringing the U.S. total to 17 countries that together are a combined market of well over 100 million consumers.
 - Our trade surplus with the 11 FTAs put in force during the Bush Administration grew from \$3.8 billion in 2000 to \$21 billion last year.

- The North American Free Trade Agreement, implemented under President Clinton, has matured into a nearly \$1 trillion relationship during this Administration. This agreement has benefited all three partner countries, and has contributed to increases in employment, productivity and competitiveness.
 - Free trade agreements work. Consider Chile, our first free trade agreement in South America:
 - Our trading relationship has gone from \$6.4 billion in 2003, the year before our FTA, to more than \$17 billion last year.
 - Today more than 10,000 American companies export over 5,000 products to Chile.
- **Three free trade agreements are now waiting for a vote by Congress: Colombia, Panama and South Korea. They will strengthen our relationship with key allies and promote stability and security. Importantly these agreements will expand American access to and competitiveness in markets that combined has 100 million consumers with a GDP of \$1.2 trillion.**

Increasing Our Participation in Rules-Based Systems

Another accomplishment of the Bush Administration has been the further development of “rules based systems.” These achievements add up to a critical mass that makes a real difference to our competitiveness.

➤ **With China the Bush Administration:**

- Expanded discussions through an enlarged Joint Commission on Commerce and Trade;
- Began a Strategic Economic Dialogue;
- Initiated agreements on Chinese textiles, group leisure travel; government procurement and more.

➤ **With India the Bush Administration:**

- Began a High Technology Cooperation Group, including a Validated End User agreement;
- Revitalized an Economic Dialogue;
- Championed a civilian nuclear agreement;
- Initiated an air services agreement and more.

➤ **Plus many other negotiations, settlements and agreements including:**

- Russian uranium, multiple air services agreements, European Union data sharing/Safe Harbor Program.
- Resolution of longstanding Canadian softwood lumber and Mexican cement disputes and more.

Enforcing Our Trade Laws

➤ **The Bush Administration has demonstrated a willingness to act swiftly to enforce trade laws and safeguard the rights of American companies.**

- Commerce has in force more than 250 anti-dumping or countervailing duty orders, 76 of these put in place against China since 2001.
- Commerce initiated the first anti-dumping and countervailing duty order against China in more than 20 years. This opened the door to an important trade enforcement tool that has already resulted in 15 orders against unfair trade practices by China.
- The Administration has aggressively pursued WTO dispute settlement actions. Since the birth of WTO in 1995, the U.S. has made 86 complaints of which 59 have been concluded. Of these we won the core issues or the complaints were completed to our satisfaction for 55 of them.

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