



United States Chamber of Commerce
**TRADE MEANS
JOBS & OPPORTUNITY FOR
OHIO**



Trade agreements and increased exports are vital to U.S. businesses, workers and farmers, as 96 percent of the world's consumers live outside the United States. Through expanded trade the United States will create new opportunities to sell products and services abroad, and consumers will benefit from lower prices and greater choices here at home.

What Trade Means To Ohio

- Ohio exported nearly \$38 billion in manufactured goods to the world in 2006.

Trade benefits small businesses in Ohio:

- 88% of the 13,048 companies that exported goods in 2004 were small and medium-sized enterprises with fewer than 500 employees.

Trade supports jobs in Ohio:

- In 2005, Ohio-produced manufactured goods generated more than 312,000 jobs for workers in Ohio.
- There are 203,600 Ohio workers employed by foreign companies.
- Honda Motor Company is Ohio's largest foreign employer with more than 16,000 workers in 12 facilities statewide.

Trade benefits Ohio agriculture:

- In 2005, Ohio agricultural exports were estimated at \$1.5 billion, totaling 29% of agricultural revenue.
- Agricultural exports support nearly 20,100 jobs both on and off the farm in food processing, storage, and transportation.

Trade benefits Ohio ports:

- Trade through Ohio's ports provides more than 53,000 jobs with annual wages of more than \$1.2 billion.
- Ohio's increase in exports of \$10.1 billion from 2002 to 2006 was the ninth largest among the 50 states.



“Ohio companies continue to pursue international business opportunities that will help them increase sales and create jobs for Ohio residents.”

*-Bruce Johnson, Director
Ohio Department of Development*

“The case for trade is clear and compelling. The long term cost of protectionism—for us and the rest of the world—is lost jobs and lost opportunity.”

-Henry Paulson, Secretary of the U.S. Treasury

Face of Trade: CSC Worldwide

Columbus, OH
Chip Aschinger, Vice President
www.columbusshowcase.com

Industry: Showcase Equipment
Number of U.S. Employees: 160

Columbus Show Case Company is a manufacturer and distributor of store fixtures for retail outlets and supermarkets. The company quickly realized the importance of global markets to its business.

"Free trade agreements have significantly impacted our growth, allowing us to expand our customer base and to share ideas. Our international business makes us more competitive at home, as well."

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Trade Agreements Have Benefited Ohio

Exports from Ohio to FTA countries have increased since the year of the FTA implementation:

North American Free Trade Agreement—121% increase since 1994

U.S.-Singapore Free Trade Agreement—47% increase since 2004

U.S.-Chile Free Trade Agreement—29% increase since 2004

U.S.-Morocco Free Trade Agreement—204% increase since 2006

Top Exported Products from Ohio in 2006

**Value in Thousands of US Dollars*

• Transportation Equipment	\$12,971,941
• Machinery Manufactures	\$5,299,918
• Chemical Manufactures	\$4,688,491
• Computers & Electronic Prod.	\$2,584,545
• Fabricated Metal Products	\$2,253,606

Top Export Markets from Ohio 2006

**Value in Thousands of US Dollars*

• Canada	\$18,265,576
• Mexico	\$2,707,934
• Japan	\$1,444,550
• China	\$1,303,724
• Germany	\$1,280,953

U.S. subsidiaries support 203,600 manufacturing jobs in Ohio.

Manufacturing companies tend to have a strong "multiplier" effect on the economy—stimulating a substantial amount of activity and jobs in other sectors through their demand for inputs from other suppliers.

Last year, **Protec-Pac**, a U.S. subsidiary of a Canadian-based manufacturing company, built its first U.S. production plant in Sidney, Ohio and represents a multimillion-dollar investment. Protec-Pac is a manufacturer of protective packaging and building materials. The plant was built to serve its growing client base in the Midwest and created 120 new jobs. The facility produces the full range of ProtecPac products including polyethylene foam, airObbble cushioning, mailers, cohesive materials, and laminated products.

U.S. Subsidiaries: Significant Employers in Ohio

Akzo Nobel	Lafarge North America Inc.	America, Inc.
Alcon	L'Oreal USA	Saint Gobain
BASF	Miller Brewing Co.	Sanofi-aventis
Boehringer Ingelheim	Mitsubishi Electric	SAP
BP	Nestlé USA, Inc.	Shell Oil Company
Bridgestone Americas	Novelis Corp.	Siemens
Cadbury Schweppes	Oldcastle Inc.	Sodexo
DaimlerChrysler	Philips	Square D
Deutsche Telekom	Protec-Pac	Sumitomo Corp.
GlaxoSmithKline	Reed Elsevier	Toyota
Honda	Rexam	Tyco
HSBC	Rolls-Royce North	Voith
Huhtamaki		Volvo

Trade Facts You Should Know:

- 96% of the world's consumers live outside of the United States.
- Jobs related to exports pay 13%-18% more than non-exporting.
- International trade gives the average American family \$9,000 more a year in purchasing power.
- If the Doha Round of WTO Negotiations succeeds, it would mean an additional \$4,500 per year for American families in purchasing power.
- 97% of U.S. exports are from small to medium-sized businesses.
- The passage of NAFTA gave U.S. consumers \$1,300 - \$2,000 per year in purchasing power.
- More than two-thirds of U.S. exporters have fewer than 20 employees.
- One in three acres of U.S. agriculture production is exported.

Contact the U.S. Chamber of Commerce

For additional information or to join the Trade For America Coalition, please contact:

TradeRoots:

www.TradeRoots.org

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