



Trade Policy

Our Position

It is critical for our trade policy to support American manufacturers because 95 percent of the world's consumers live outside of the United States. In 2009, Dow exported \$6.3 billion worth of American-made goods to locations across the globe. Dow exports approximately 20% of our U.S. production, making one-fifth of our U.S.-based jobs dependent on our ability to export products.

Expanding trade and access to emerging markets will create jobs, growth and opportunities back home. Investing in emerging economies like China and other regions helps create high-value American jobs and further enables job creation across the supply chain.

For American manufacturers, “trade policy” covers a wide range of international policy issues including not only tariff reduction, but also combating Non Tariff Barriers (NTBs), promoting a high-standard investment climate for global operations and protecting intellectual property rights (IPR). These trade policies must create a rules-based framework that promotes market access for U.S. manufacturers.

Policy Recommendations

To help American manufacturers grow U.S. exports, create domestic jobs and better compete in today's global marketplace, Dow urges Congress to:

- **Increase market access, enable strategic investments.** American leadership on trade is critical, and U.S.-driven trade agreements are of the highest standard in the world. The TransPacific Partnership (TPP) negotiations involving the U.S. and 8 Asian countries has the potential to be a “next generation” agreement, incorporating disciplines on emerging barriers such as regulatory convergence, investments and rules for State-Owned Enterprises (SOEs). The Administration should move forward quickly, in consultation with Congress, to solidify the framework for this agreement. Open markets mean greater demand for U.S. products, allowing manufacturers to create jobs at home to meet demand overseas.
- **Strengthen domestic trade initiatives.** The U.S. must improve existing trade practices that support U.S. production – including updating the Miscellaneous Tariff Bill (MTB) process to eliminate unnecessary tariffs on raw materials and other manufacturing components not available domestically. Congress also needs to enshrine extensions of the Generalized System of Preferences (GSP) and the Andean Trade Preferences Act (ATPA) and prevent further lapses in the programs which cause disruptions in the competitive supply chain available for U.S. manufacturing.
- **Support Russia WTO accession.** Dow urges the Administration to conclude a strong, effective agreement for the U.S. on Russia's World Trade Organization accession to address longstanding issues of concern for American exporters. U.S. exports to Russia have grown significantly in recent years, and estimates show current export levels could double or triple upon Russia becoming a WTO member.