

MS-4229  
**TTS**

# **The North American Free Trade Agreement**

## **Business and Employment Benefits**

Compiled by:

**The Border Trade Alliance  
William F. Joffroy, Jr.  
Chairman  
3000 Mariposa Road  
Nogales, Arizona 85621**

Prepared by:  
The Institute for Manufacturing & Materials Management  
The University of Texas at El Paso

April 26, 1991

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## **Acknowledgments**

The Border Trade Alliance gratefully acknowledges the information provided by the production sharing (maquiladora) industry. Special thanks go to those who provided, compiled and prepared the data contained in these documents.

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BTA  
BORDER TRADE ALLIANCE

April 29, 1991

Dear Congressman:

As Congress debates Fast Track Authority and the North American Free Trade Agreement, it is important that your votes be based upon objective information. The attached summary of business and employment effects of trade with Mexico substantiates the benefits of free trade for the United States, including your state and Congressional district.

The issue is industrial competitiveness. Mexico is our third largest trading partner and more than 3.5 million American jobs depend on Mexico's production sharing industry, an industry fully integrated into our economy. These trade and employment benefits cannot be refuted. Major studies by the International Trade Commission, the U.S. Department of Labor, the Border Trade Alliance and several universities have all confirmed the positive benefits of production sharing with Mexico.

Under the proposed free trade agreement, more than 250,000 additional new jobs (not displaced) would be generated for American workers. These include jobs in your state and jobs in your Congressional district. Further, for every ten dollars captured from competitors, U.S. production sharing companies in Mexico will capture nine dollars from foreign companies, particularly Far Eastern companies. Hence, free trade will return and increase business and jobs in your community.

Free trade has other benefits. If you want to influence internal policy in Mexico, open markets are the best mechanism to effect political, economic and social reform. If you want to improve the environment, vote to open Mexico's markets to U.S. technology, technicians, products, services and investment. Zero growth will not improve an already-polluted environment. Free trade, however, will attract the investment and tax bases essential to support environmental protection. Finally, let's not compromise President Salinas' program for development and stability in Mexico. Free markets are essential to his reforms.

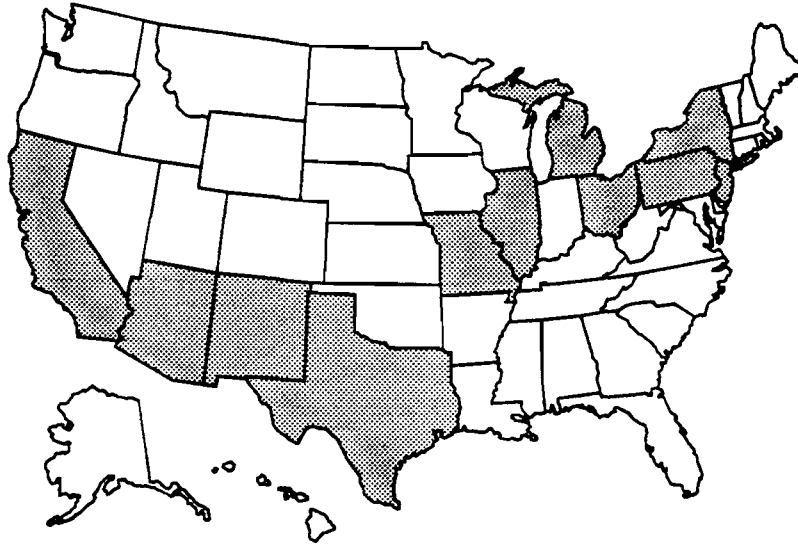
We urge you to bring these benefits to your community. A vote for fast track and free trade is assurance your local businesses and workers and our nation will prosper in our globalized economy.

Sincerely,



William F. Joffroy, Jr.  
Chairman

## Key States Involved in Trade with Mexico

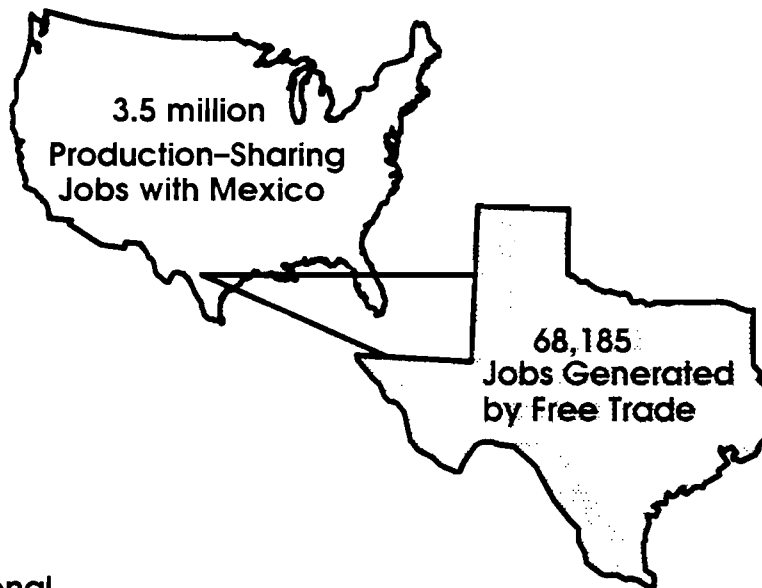


### 1989 Exports to Mexico

<b>Texas</b>	<b>\$11 billion</b>
<b>California</b>	<b>\$4 billion</b>
<b>Michigan</b>	<b>\$1.7 billion</b>
<b>New York</b>	<b>\$834 million</b>
<b>Arizona</b>	<b>\$759 million</b>
<b>Illinois</b>	<b>\$569 million</b>
<b>Pennsylvania</b>	<b>\$474 million</b>
<b>Ohio</b>	<b>\$464 million</b>
<b>New Jersey</b>	<b>\$390 million</b>
<b>Missouri</b>	<b>\$322 million</b>
<b>New Mexico</b>	<b>\$14 million</b>

Source: U.S. Department of Commerce, 1991

## North American Free Trade Agreement Business & Employment Benefits



### National

Mexico is the United States' third largest trading partner. In 1990 that translated into trade worth \$58.5 billion, \$28.5 billion of which was generated by exports to Mexico. (Source: U.S. Department of Commerce, 1991)

3.5 million U.S. workers depend on Mexico's production-sharing (maquiladora) industry for their jobs. (Source: Institute for Manufacturing & Materials Management, Maquila Impact Survey, 1988)

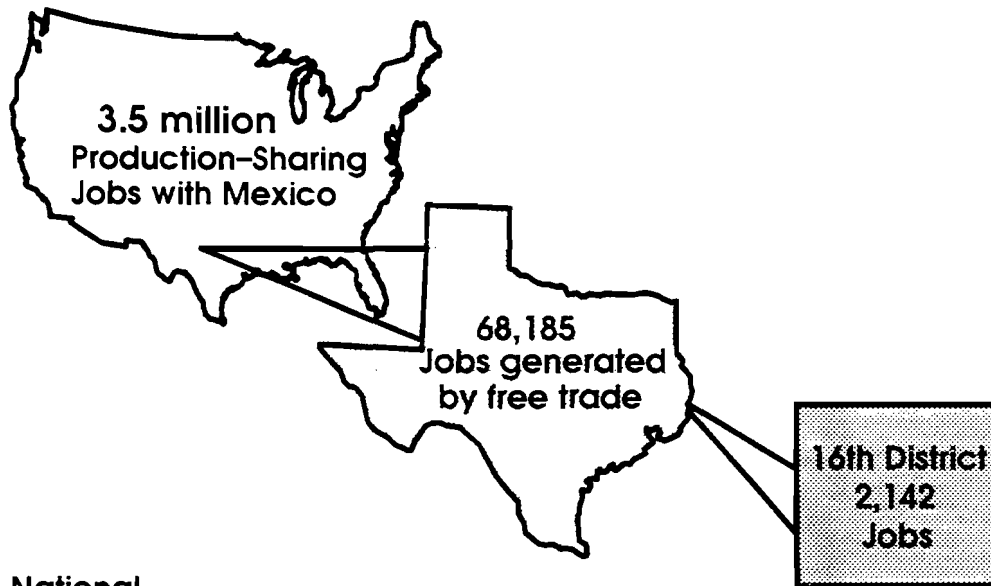
A U.S.- Mexico Free Trade Agreement could add **279,380** new jobs for American workers. (Source: Border Trade Alliance, Maquiladoras: The Impact of Free Trade Survey, 1991)

### Texas

Texas exported \$11 billion of goods and services to Mexico in 1990, which ranked it among the top exporters. (Source: U.S. Department of Commerce, 1991)

There are 23,510 jobs associated with the Mexican production-sharing industry in Texas. Under free trade this total could jump to **91,695**. (Source: Border Trade Alliance, Maquiladoras: Impact of Free Trade Survey, 1991)

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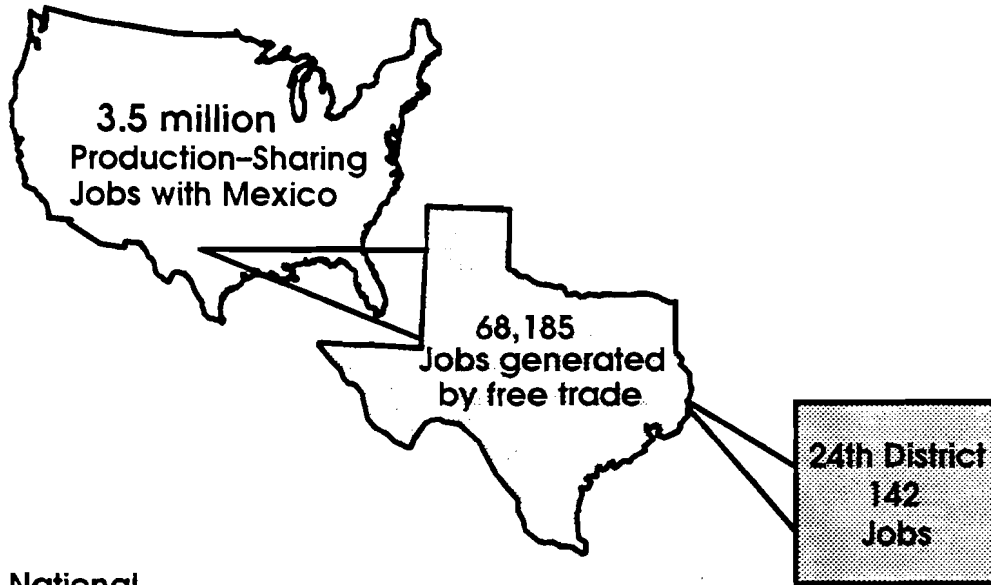
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### 16th District

A free trade agreement with Mexico would add up to **2,142** jobs to your district.

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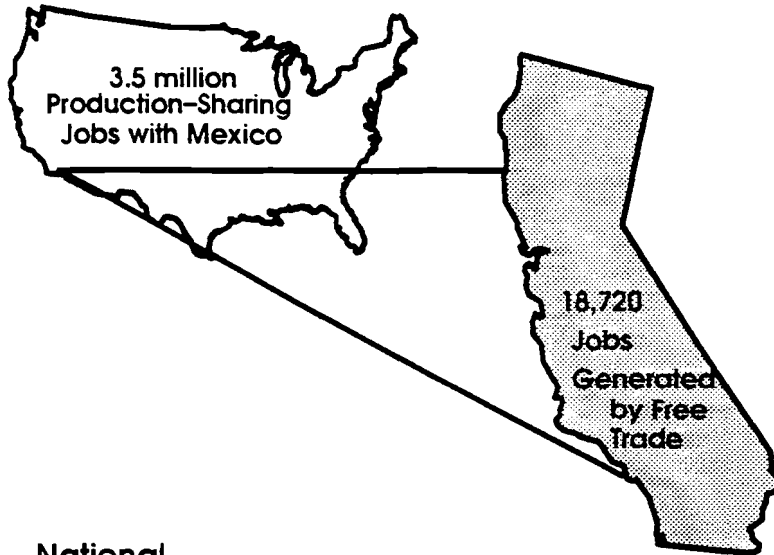
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### 24th District

A free trade agreement with Mexico would add up to **142 jobs** to your district.

## North American Free Trade Agreement Business & Employment Benefits



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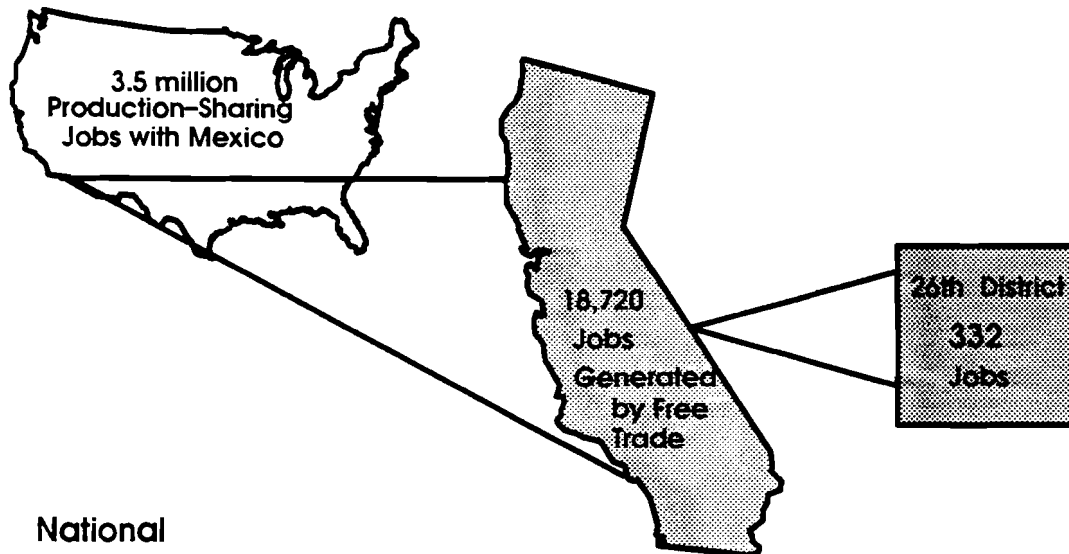
### California

California exported \$4 billion of goods and services to Mexico in 1989, which ranked it among the top exporters. (Source: U.S. Department of Commerce, 1991)

There are 106,110 jobs associated with the Mexican production-sharing industry in your state. Under free trade this total could jump to **124,830**. (Source: Border Trade Alliance, Maquiladoras: The Impact of Free Trade Survey, 1991)



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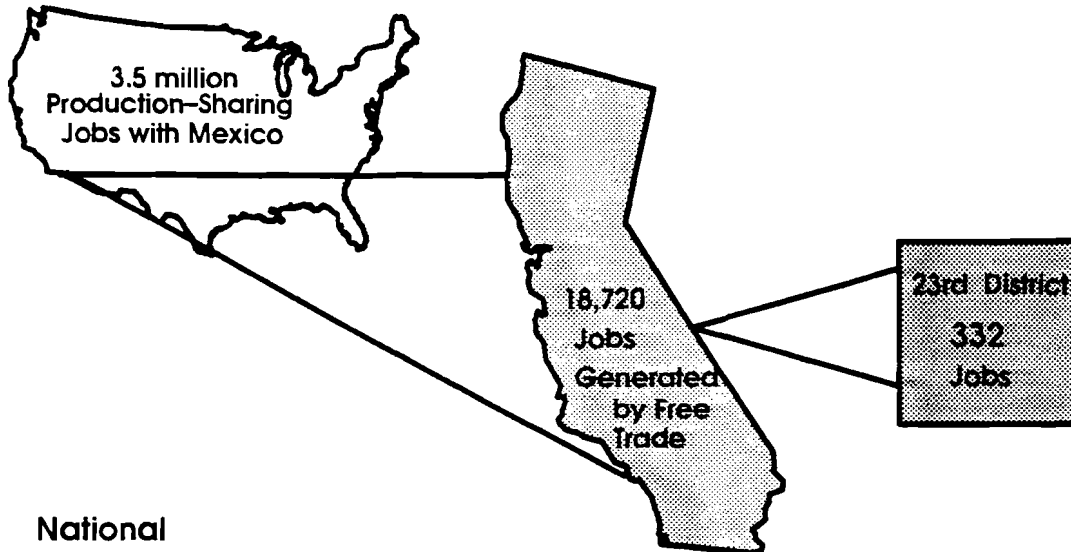
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### 26th District

A free trade agreement with Mexico would add up to **332** jobs to your district.

## North American Free Trade Agreement Business & Employment Benefits



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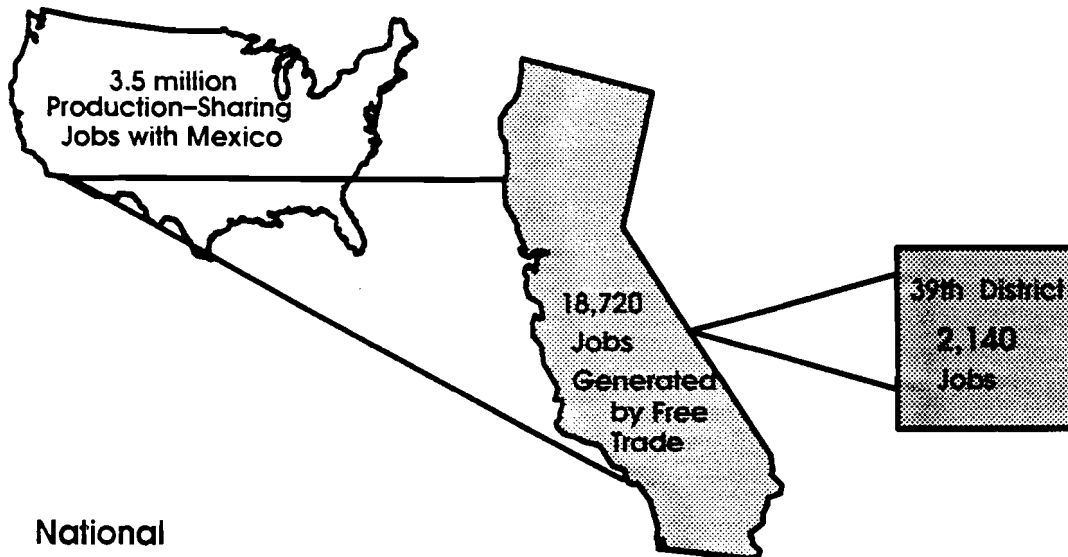
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### 23rd District

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## North American Free Trade Agreement Business & Employment Benefits



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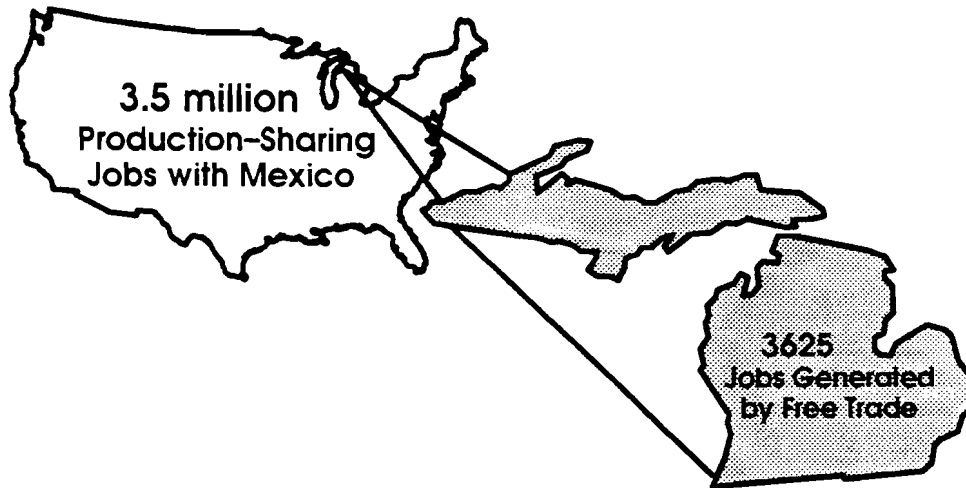
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### 39th District

A free trade agreement with Mexico would add up to **2,140** jobs to your district.

## North American Free Trade Agreement Business & Employment Benefits



### National

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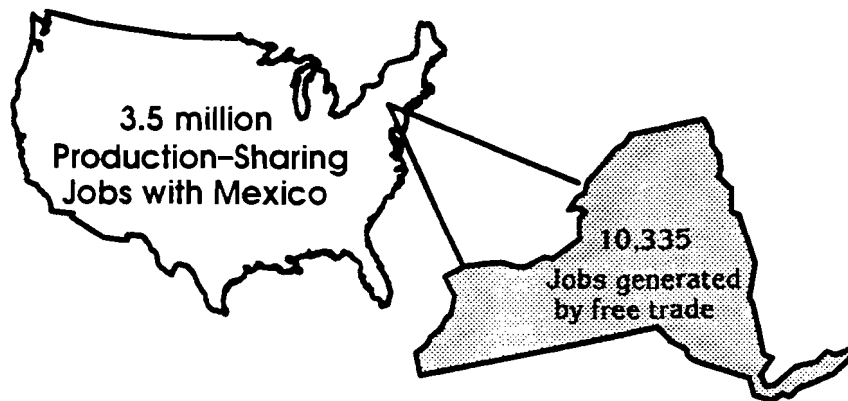
### Michigan

Michigan exported \$1.7 billion of goods and services to Mexico in 1989, which ranked it among the top exporters. (Source: U.S. Department of Commerce, 1991)

There are 71,916 jobs associated with the Mexican production-sharing industry in your state. Under free trade this figure could jump to **75,541**. (Source: Border Trade Alliance, Maquiladoras: Impact of Free Trade Survey, 1991)

## North American Free Trade Agreement

### Business & Employment Benefits



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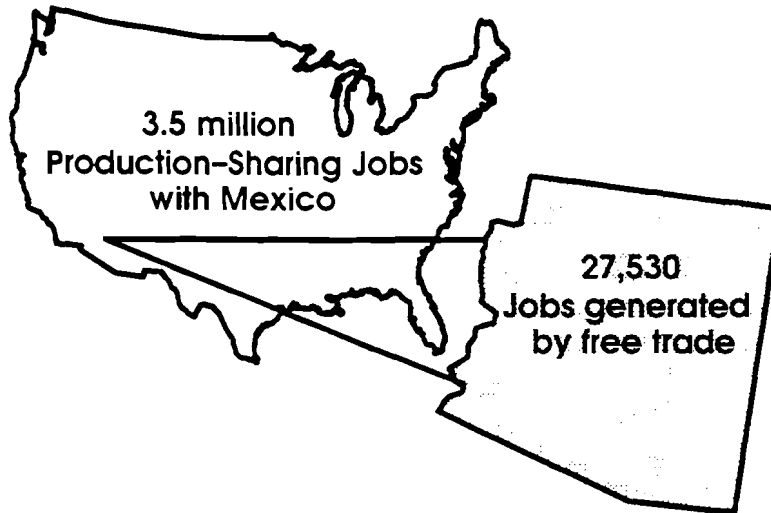
A U.S.-Mexico Free Trade Agreement could add between **279,380** new jobs for American workers. (Source: Border Trade Alliance, Maquiladoras: The Impact of Free Trade Survey, 1991)

#### New York

New York exported \$834 million of goods and services to Mexico in 1989, which ranked it among the top exporters. (Source: U.S. Department of Commerce, 1991)

There are 18,420 jobs associated with the Mexican production-sharing industry in your state. Under free trade this total could jump to **28,755**. (Source: Border Trade Alliance, Maquiladoras: The Impact of Free Trade Survey, 1991)

## North American Free Trade Agreement Business & Employment Benefits



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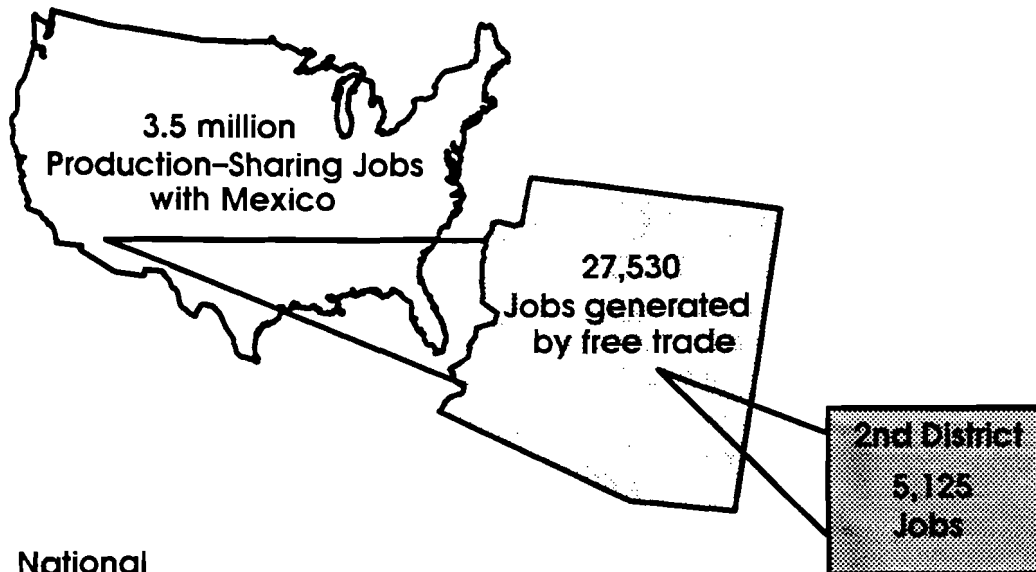
A U.S.- Mexico Free Trade Agreement could add **279,380** new jobs for American workers. (Source: Border Trade Alliance, Maquiladoras: The Impact of Free Trade Survey, 1991)

### Arizona

Arizona exported \$780 million of goods and services to Mexico in 1989, which ranked it among the top exporters. (Source: U.S. Department of Commerce, 1991)

There are 20,632 jobs associated with the Mexican production-sharing industry in your state. Under free trade this figure could jump to **48,162**. (Source: Border Trade Alliance, Maquiladoras: The Impact of Free Trade Survey, 1991)

## North American Free Trade Agreement Business & Employment Benefits



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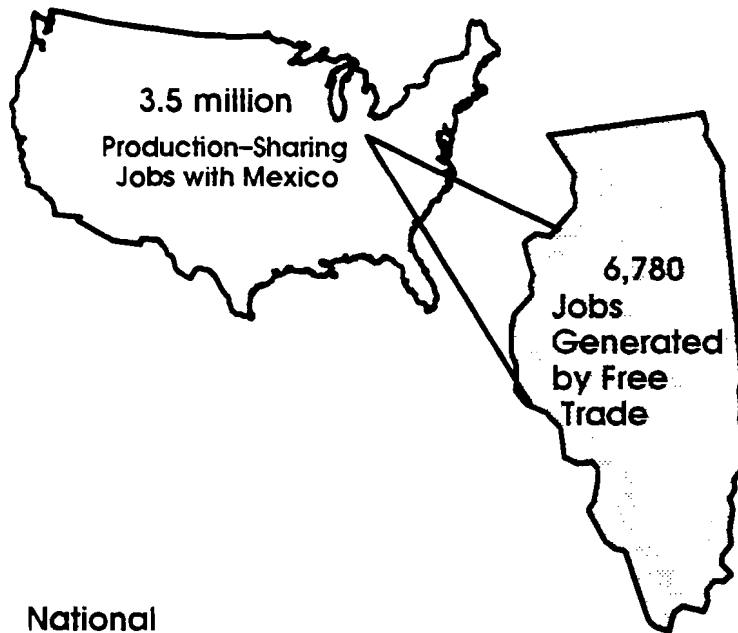
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### 2nd District

A free trade agreement with Mexico would add up to **5,125** jobs to your district.

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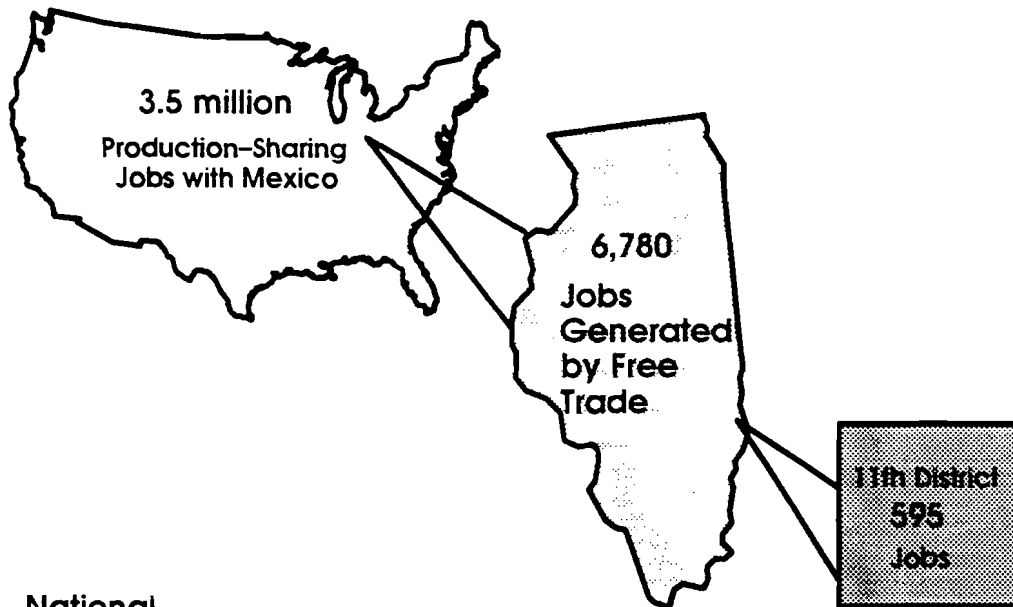
### Illinois

Illinois exported \$569 million of goods and services to Mexico in 1989, which ranked it among the top exporters. (Source: U.S. Department of Commerce, 1991)

There are 83,662 jobs associated with the Mexican production-sharing industry in your state. Under free trade this figure could jump to **90,442**. (Source: Border Trade Alliance, Maquiladoras: Impact of Free Trade Survey, 1991)



# North American Free Trade Agreement Business & Employment Benefits



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## Illinois

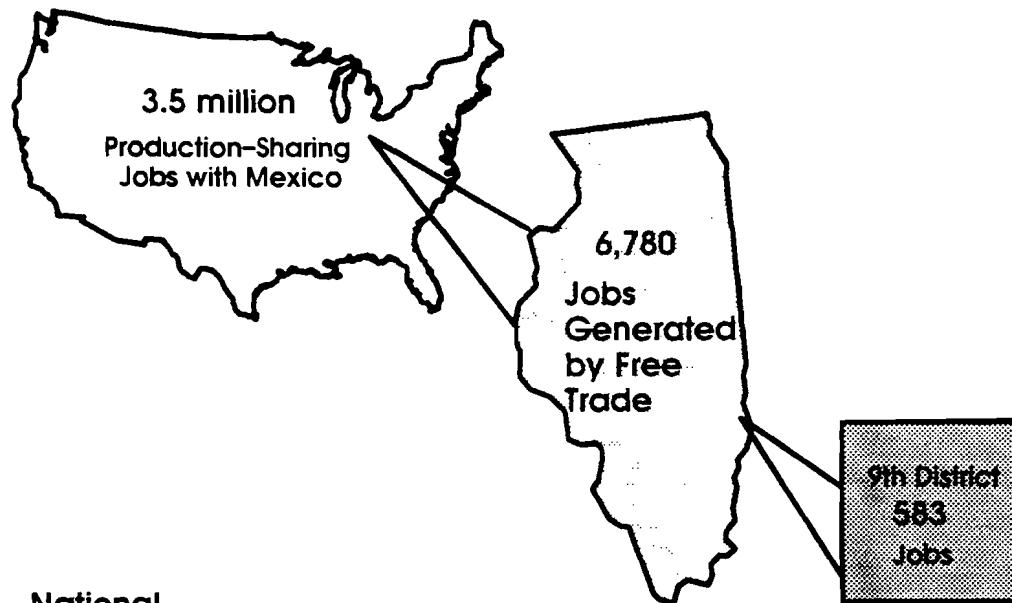
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There are 83,662 jobs associated with the Mexican production-sharing industry in your state. Under free trade this figure could jump to **90,442**. (Source: Border Trade Alliance, Maquiladoras: The Impact of Free Trade Survey, 1991)

## 11 th District

A free trade agreement with Mexico would add up to **595** jobs to your district.

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### Illinois

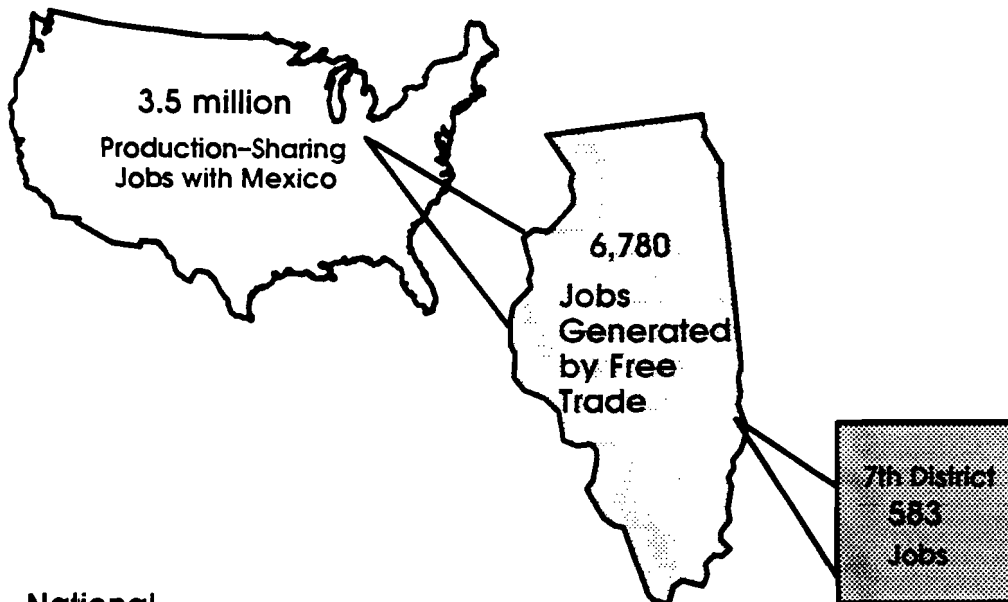
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### 9th District

A free trade agreement with Mexico would add up to **583** jobs to your district.

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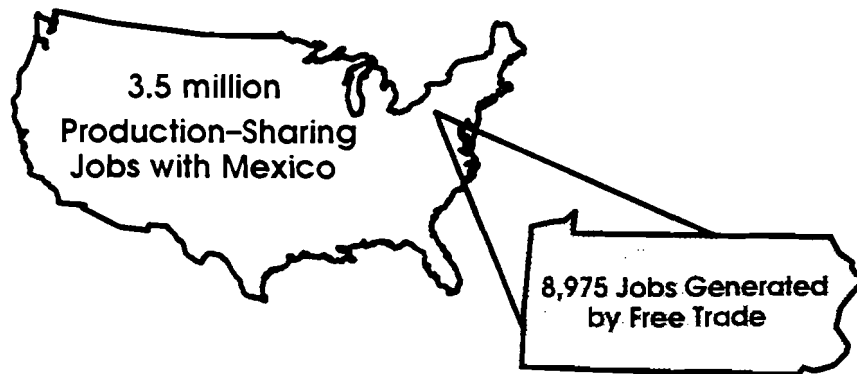
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### 7th District

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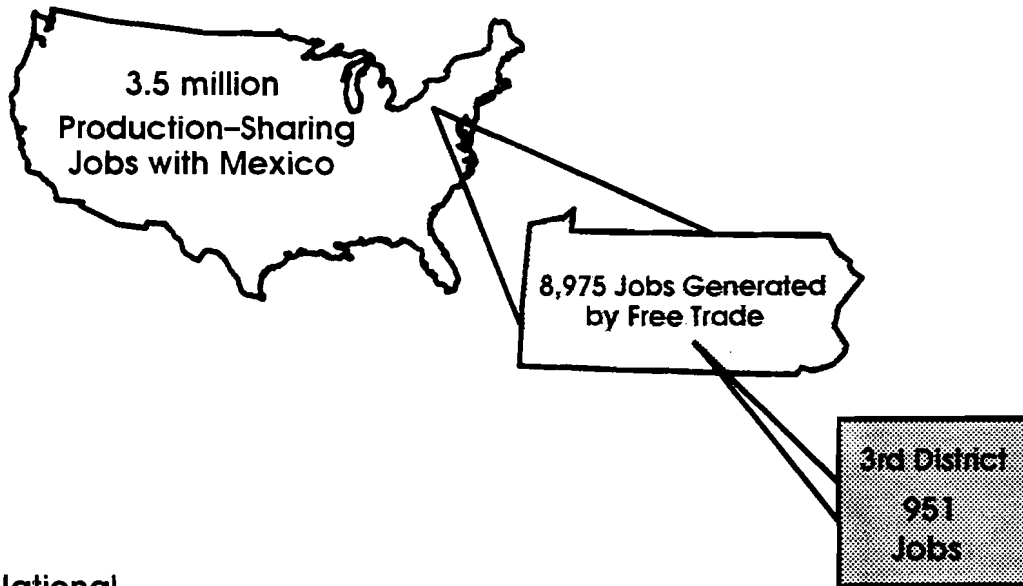
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### Pennsylvania

Pennsylvania exported \$474 million of goods and services to Mexico in 1989, which ranked it among the top exporters. (Source: U.S. Department of Commerce, 1991)

There are 6,022 jobs associated with the Mexican production-sharing industry in your state. Under free trade this total could jump to **14,997**. (Source: Border Trade Alliance, Maquiladoras: The Impact of Free Trade Survey, 1991)

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### Pennsylvania

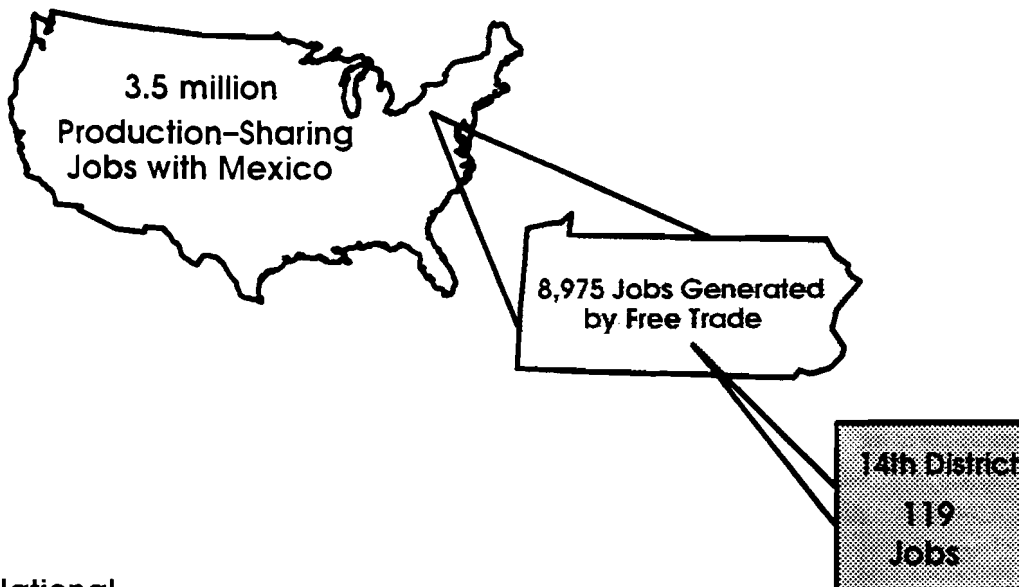
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### 3rd District

A free trade agreement with Mexico would add up to **951** jobs to your district.

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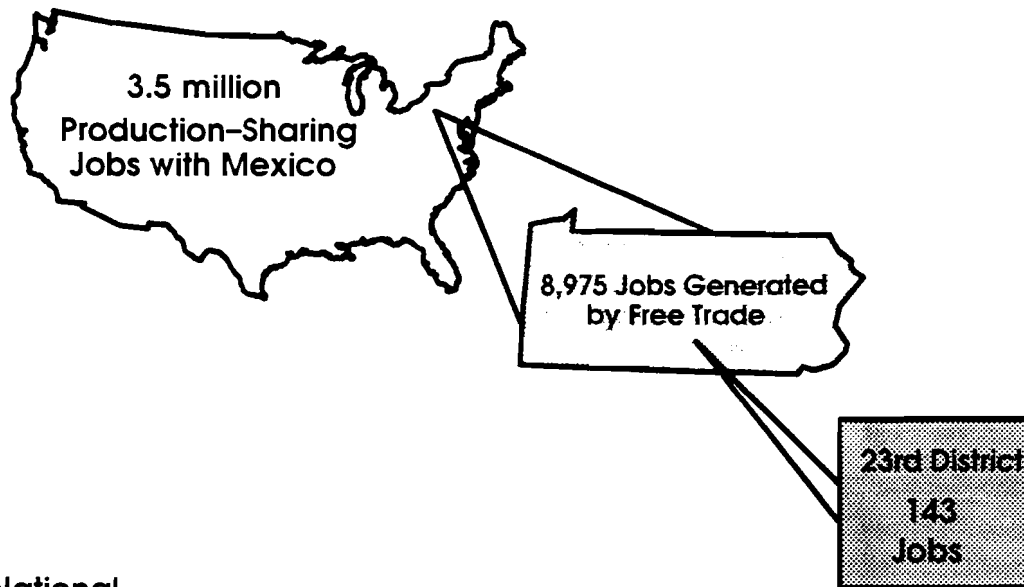
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### 14th District

A free trade agreement with Mexico would add up to **119** jobs to your district.

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### Pennsylvania

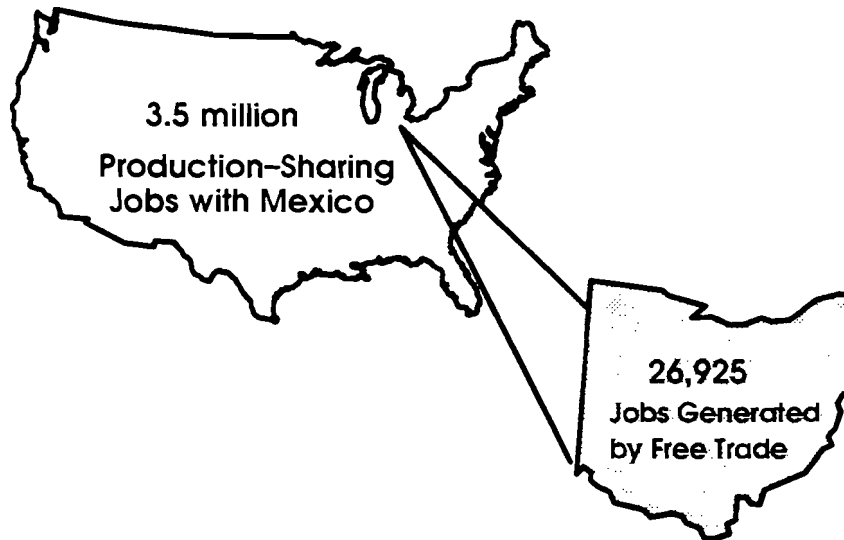
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### 23rd District

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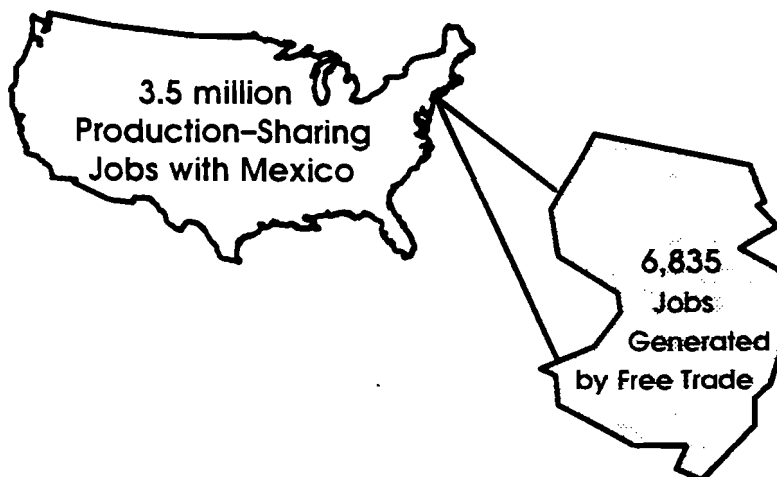
### Ohio

Ohio exported \$464 million of goods and services to Mexico in 1989, which ranked it among the top exporters. (Source: U.S. Department of Commerce, 1991)

There are 34,598 jobs associated with the Mexican production-sharing industry in your state. Under free trade this figure could jump to **61,523**. (Source: Border Trade Alliance, Maquiladoras: The Impact of Free Trade Survey, 1991)



## North American Free Trade Agreement Business & Employment Benefits



### National

Mexico is the United States' third largest trading partner. In 1990 that translated into trade worth \$58.5 billion, \$28.5 billion of which was generated by exports to Mexico. (Source: U.S. Department of Commerce, 1991)

3.5 million U.S. workers depend on Mexico's production-sharing (maquiladora) industry for their jobs. (Source: Institute for Manufacturing and Materials Management, Maquiladora Impact Survey, 1988)

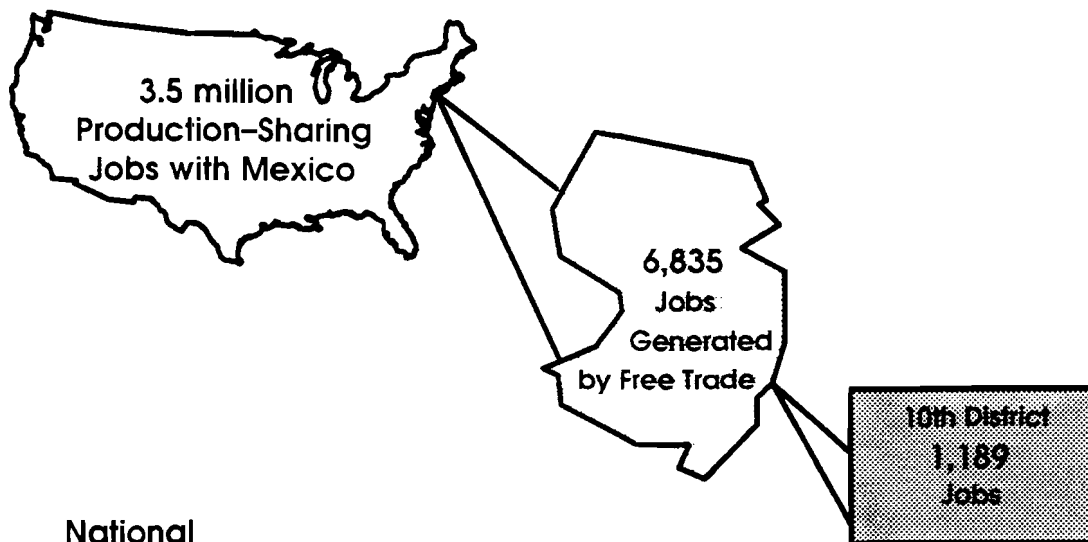
A U.S.- Mexico Free Trade Agreement could add **279,380** new jobs for American workers. (Source: Border Trade Alliance, Maquiladoras: The Impact of Free Trade Survey, 1991)

### New Jersey

New Jersey exported \$390 million of goods and services to Mexico in 1990, which ranked it among the top exporters. (Source: U.S. Department of Commerce, 1991)

There are 6,458 jobs associated with the Mexican production-sharing industry in your state. Under free trade this total could jump to **13,293**. (Source: Border Trade Alliance, Maquiladoras: The Impact of Free Trade Survey, 1988)

## North American Free Trade Agreement Business & Employment Benefits



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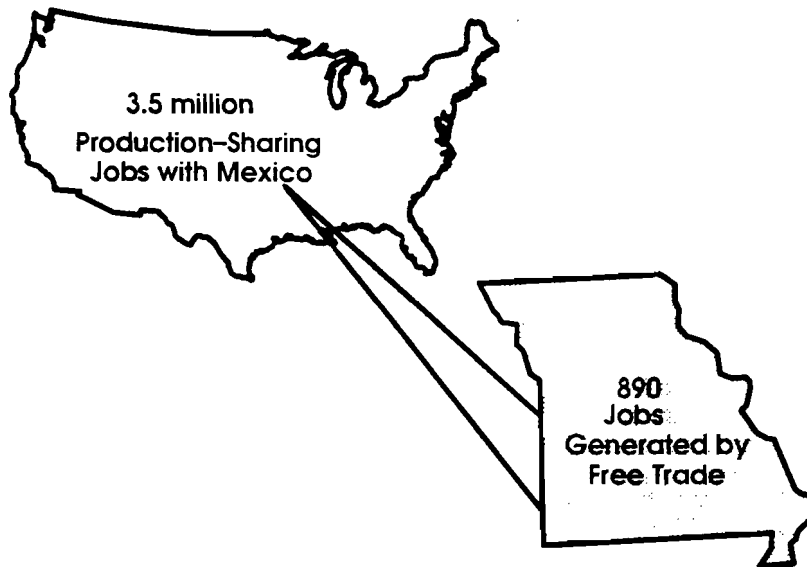
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### 10th District

A free trade agreement with Mexico would add up to **1,189** jobs to your district.

## North American Free Trade Agreement Business & Employment Benefits



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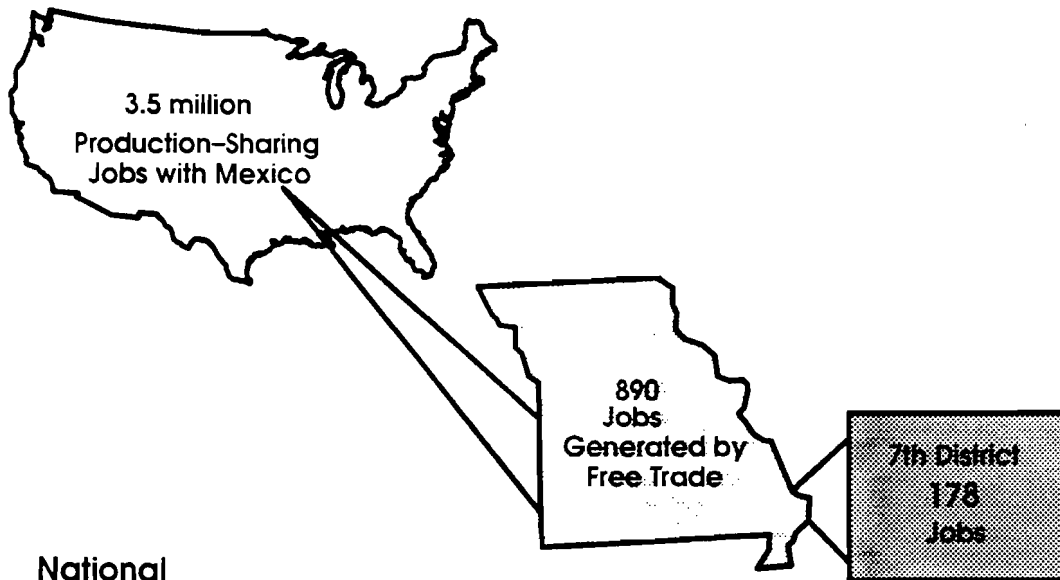
A U.S.-Mexico Free Trade Agreement could add **279,380** new jobs for American workers. (Source: Border Trade Alliance, Maquiladoras: The Impact of Free Trade Survey, 1991)

### Missouri

Missouri exported \$322 million of goods and services to Mexico in 1989, which ranked it among the top exporters. (Source: U.S. Department of Commerce, 1991)

There are 26,547 jobs associated with the Mexican production-sharing industry in your state. Under free trade this figure could jump to **27,437**. (Source: Border Trade Alliance, Maquiladora Impact Survey, 1991)

# North American Free Trade Agreement Business & Employment Benefits



## National

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3.5 million U.S. workers depend on Mexico's production-sharing (maquiladora) industry for their jobs. (Source: Institute for Manufacturing & Materials Management, Maquiladora Impact Survey, 1988)

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## 7th District

A free trade agreement with Mexico would add up to **178** jobs in your district.

## North American Free Trade Agreement Business & Employment Benefits



### National

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3.5 million U.S. workers depend on Mexico's production-sharing (maquiladora) industry for their jobs. (Source: Institute for Manufacturing & Materials Management, Maquiladora Impact Survey, 1988)

A U.S.-Mexico Free Trade Agreement could add **279,380** new jobs for American workers. (Source: Border Trade Alliance, Maquiladoras: The Impact of Free Trade Survey, 1991)

### New Mexico

New Mexico exported \$14 million of goods and services to Mexico in 1989 which ranked it among the top exporters. (Source: U.S. Department of Commerce, 1991)

There are 636 jobs associated with the Mexican production-sharing industry in your state. Under free trade this figure could jump to **1,111**. (Source: Border Trade Alliance, Maquiladoras: The Impact of Free Trade Survey, 1991)