December 10, 2019

To All Members of the U.S. Congress:

I am writing on behalf of IPC’s 2,500 U.S. members to express the electronic industry’s strong support for the U.S.-Mexico-Canada Agreement (USMCA) and to commend President Trump and leaders in Congress for reaching a deal that will create greater market certainty and trade opportunities for American workers and businesses.

IPC is the U.S.-based trade association for the global electronics manufacturing industry. We represent approximately 3,500 companies, more than half of which are headquartered in the United States and many of which have operations and supply chains that cross multiple international borders. The industry employs more than 1.3 million Americans who are on the cutting edge of advanced manufacturing and the U.S. manufacturing renaissance.

In May, IPC released a report detailing how USMCA would strengthen the electronics manufacturing industry. Among its conclusions, the report found:

- The value of U.S. electronics trade with Mexico and Canada has grown six-fold since the ratification of the North American Free Trade Agreement (NAFTA), reaching $155.5 billion in 2017.
- U.S. electronics companies have successfully leveraged economic integration across North America to maintain and grow their U.S. operations and to compete against foreign competition.
- The role of intra-firm trade is highly influential in North American cross-border flows. Approximately 78 percent of all electronics imported from Mexico and 47 percent of all electronics exported to Mexico are between parent companies (many of them U.S. employers) and their affiliates.
- Mexico imports 34 percent of U.S. printed circuit board production, making it the largest market for U.S. PCBs and larger than the next four markets combined.
- U.S. electronics companies, more than 80% of which are small and medium-sized businesses, stand to benefit from USMCA’s SME chapter, which will foster awareness and build SME capacity around trade opportunities.
- USMCA provides important new intellectual property protections that are fundamental to electronics manufacturing.

We strongly urge Congress to bring the USMCA implementing language to the floor for a vote as quickly as possible and respectfully ask that you vote in favor of its passage.

Sincerely,

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