

Penn United launches Free Market Coalition to have voice on economic agreements

# Trade Men

## TOTAL EXPORTS

Here is a look at the total value of all goods exported from the United States, Pennsylvania and the Pittsburgh Metropolitan Statistical Area, which is comprised of Pittsburgh and the seven counties surrounding it, from 2005 to 2013.

YEAR	U.S.	PA	PMSA
2013	\$1.58 trillion	\$41.2 billion	\$10.4 billion
2012	\$1.55 trillion	\$38.9 billion	\$14.1 billion
2011	\$1.48 trillion	\$41.1 billion	\$15.2 billion
2010	\$1.28 trillion	\$34.9 billion	\$12.2 billion
2009	\$1.06 trillion	\$28.4 billion	\$8.3 billion
2008	\$1.29 trillion	\$34.7 billion	\$11.3 billion
2007	\$1.15 trillion	\$29.2 billion	\$9.8 billion
2006	\$1.03 trillion	\$26.4 billion	\$8.3 billion
2005	\$901.1 billion	\$22.3 billion	\$6.9 billion

SOURCE: International Trade Administration, U.S. Department of Commerce

After years of advocating for fair international trade rules, Penn United Technologies recently formed its own organization to help the cause.

The new Free Market Coalition is comprised of officials from the employee-owned Jefferson Township manufacturer and other policy advisers, such as legislators and business leaders.

Bill Jones, president of Penn United, said while the organization formed out of Penn United, it will likely become a stand-alone nonprofit in the future.

The organization's mission is to work toward a free market economic system, to reduce big government, and to

“



— Dave Frengel, former director of government affairs at Penn United Technologies

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grow American business and manufacturing.

Jones explained that about \$30 million to \$35 million of Penn United's annual sales in recent years — about 30 percent of its total business — is from exports.

Most of those exports

go to European countries, he said, but the company would increase its exports, and the countries to which it exports, if there were rules in place to level the playing field on a global scale and protect U.S. companies.

Dave Frengel, who works with the FMC and retired last year as director of government affairs at Penn United, said doing business internationally is similar to doing business domestically.

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"We like getting contracts. We're not against business because we turn down a bad contract offer," Frenzel said.

"Just like there are good contracts and bad contracts, there are good trade agreements and bad ones, and we're against the bad ones. ... Just like bad contracts put us out of business, bad trade agreements put us out of business," he said.

The FMC is working to influence the negotiations on two major trade agreements: the Trans-Pacific Partnership (TPP) and the Transatlantic Trade and Investment Partnership (TTIP).

The Trans-Pacific Partnership is a proposed trade treaty with many of the countries that touch the Pacific Ocean. It encompasses Asia, North America and South America, which equals about 40 percent of the global economy, Frenzel said.

The Transatlantic Trade and Investment Partnership is a trade agreement between the U.S. and the European Union. It accounts for about another 40 percent of the global econ-

omy, Frenzel said.

"If you get those wrong, you're going to live with that for a long time," he said.

Trade agreements set rules on issues such as sanctions, subsidies, enforcement, environmental issues and labor issues. They also can create new international ruling bodies that override the sovereignty of the nations involved.

Frenzel said the FMC is fighting to keep the U.S. from agreeing to unfavorable terms.

He said a number of countries manipulate their currency, use taxes and subsidize businesses to gain an unfair advantage and create a trade imbalance.

Frenzel said good trade policies should eliminate those practices.

One way the FMC is going about that is by watching how Congress allows the president to use trade promotion authority.

Often referred to as "fast track" trade authority, trade promotion authority promotes international trade by typically allowing the president to negotiate deals and then sub-

mit an agreement to Congress for a "yes" or "no" vote.

When Congress doesn't grant trade promotion authority to the president, it has full

authority to regulate trade. However, Frenzel said few deals have historically been achieved without trade promotion authority because Con-

gress takes too long to agree.

President Barack Obama in January asked for trade authority during his State of the Union Address.

Here is a look at the top five types of goods Pennsylvania companies have exported from 2008 to 2013.

**2013**  
Chemicals — \$7.4 billion  
Machining, except electrical — \$4.8 billion  
Computer and electronic products — \$3.9 billion  
Transportation equipment — \$3.7 billion  
Primary metal manufacturing — \$3.7 billion

**2012**  
Chemicals — \$7.5 billion  
Machining, except electrical — \$4.9 billion  
Primary metal manufacturing — \$3.9 billion  
Computer and electronic products — \$3.8 billion

**2011**  
Chemicals — \$7.9 billion  
Machining, except electrical — \$4.9 billion  
Primary metal manufacturing — \$4.2 billion  
Computer and electronic products — \$4.1 billion  
Transportation equipment — \$3.4 billion

**2010**  
Chemicals — \$7.7 billion  
Machining, except electrical — \$4 billion  
Primary metal manufacturing — \$3.7 billion  
Computer and electronic products — \$3.2 billion  
Transportation equipment — \$3.1 billion

## PA. EXPORTS, TOP 5 PRODUCTS

Transportation equipment — \$3.2 billion

**2009**  
Chemicals — \$6.1 billion  
Machining, except electrical — \$3.4 billion  
Transportation equipment — \$3.1 billion  
Computer and electronic products — \$2.6 billion  
Primary metal manufacturing — \$2.6 billion

**2008**  
Chemicals — \$5.5 billion  
Machining, except electrical — \$4.8 billion  
Transportation equipment — \$4.2 billion  
Primary metal manufacturing — \$4.2 billion  
Computer and electronic products — \$3 billion

**2009**  
Chemicals — \$6.1 billion  
Machining, except electrical — \$3.4 billion  
Transportation equipment — \$3.1 billion  
Computer and electronic products — \$2.6 billion  
Primary metal manufacturing — \$2.6 billion

**2008**  
Chemicals — \$5.5 billion  
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SOURCE: International Trade Administration, U.S. Department of Commerce

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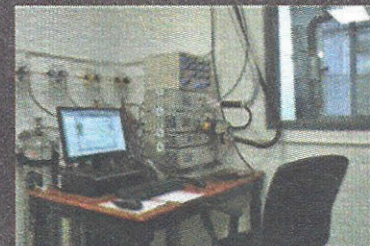
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## PA.'S TOP 5 EXPORT COUNTRIES

Here is a look at the top five countries to which Pennsylvania companies have exported goods from 2008 to 2013.

### 2013

Canada — \$11.7 billion  
Mexico — \$3.5 billion  
China — \$2.9 billion  
Netherlands — \$2.4 billion  
Germany — \$1.7 billion

### 2012

Canada — \$11.5 billion  
China — \$2.9 billion  
Mexico — \$2.8 billion  
Germany — \$1.8 billion  
United Kingdom — \$1.5 billion

### 2011

Canada — \$11.5 billion  
China — \$3.6 billion  
Mexico — \$2.6 billion  
Japan — \$2.1 billion

Germany — \$1.8 billion

### 2010

Canada — \$10.3 billion  
China — \$2.7 billion  
Mexico — \$2.4 billion  
Japan — \$1.7 billion  
Germany — \$1.4 billion

### 2009

Canada — \$9 billion  
Mexico — \$2 billion  
China — \$1.5 billion  
United Kingdom — \$1.2 billion  
Japan — \$1.2 billion

### 2008

Canada — \$10.5 billion  
Mexico — \$2.4 billion  
Belgium — \$1.7 billion  
China — \$1.6 billion  
Japan — \$1.5 billion

*SOURCE: International Trade Administration, U.S. Department of Commerce*

Fregel said the FMC supports trade promotion authority, but only if Congress is able to set key requirements that oppose unfair trade, allow negotiations to be done in the open and keep the U.S. from

losing sovereignty to any foreign body.

"We think a good trade agreement helps us do more," Fregel said. "But no trade agreement is better than a bad trade agreement." ❖

# PERSONNEL MATTERS

## Home administrator earns Hero Award

Brenda Campbell, personal care home administrator at Quality Life Services' Chicora Medical Center, was honored with an award for the impact she has had on facility residents, their families and her colleagues.

Campbell was among seven selected for the Pennsylvania Health Care Association/Center for Assisted Living Management Hero Awards program.

She was presented with the Administrator of the Year Award at the association's annual convention Nov. 11 in Valley Forge.

Campbell has been instrumental in changing the personal care unit by having the nurse's station removed for a more homelike appearance,

creating a library that is used by the community, and overseeing the remodeling of residents' rooms.

Campbell's dedication has been shown despite health complications.

In spring 2012, she was diagnosed with a malignant brain tumor. She had surgery to remove it and began chemotherapy.

Campbell returned to work after about three weeks and resumed her 40-hour workweek. Campbell now has a clean bill of health.

## Marmon/Keystone lists 2 promotions

Marmon/Keystone, a wholesale distributor of tubular products, announced two promotions.

Randy Bono advanced from inside sales manager at its East Butler office to purchas-

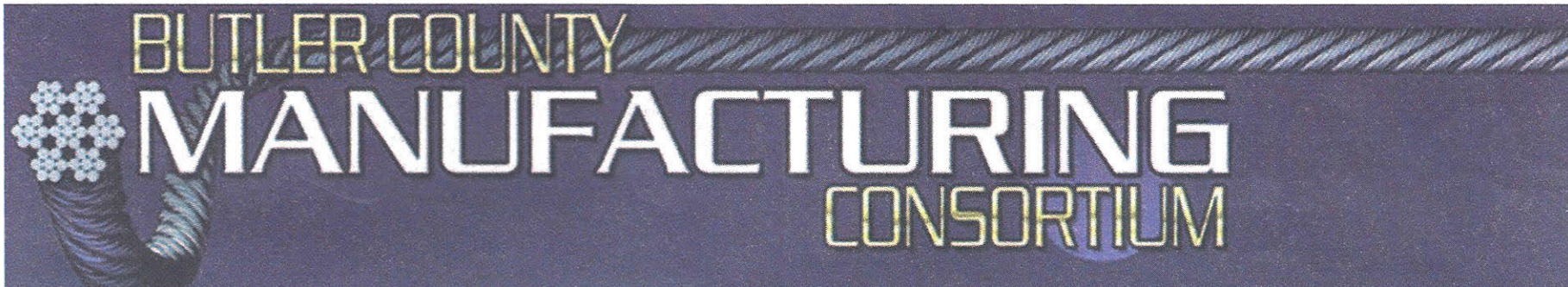
ing manager at its corporate office in Butler, responsible for stainless and aluminum products.

He started with Marmon/Keystone in 1989 as a sales trainee and then moved to inside sales, account manager, white metals product manager and carbon product manager. He obtained his bachelor's in marketing from Slippery Rock University.

Chris Lehman was promoted from fluid power product manager to inside sales manager at Marmon/Keystone's East Butler branch, overseeing the inside staff in East Butler, Cleveland, Hebron, Ky.; New Castle, Del.; and Rochester, N.Y.

He started with the company in corporate telemarketing in 1995, then became the telemarketing supervisor before relocating to the East Butler branch.

He earned a marketing degree from Grove City College and an MBA from the University of Pittsburgh's Katz Graduate School of Business.



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