



How the North West could benefit from a Free Trade Agreement with the US

- **A boost to the economy:** indicative estimates show that an ambitious UK-US FTA could boost the economy in the North West by £389m in the long-run.
- **Boosting the automotive industry:** £1.3bn of road vehicles are exported from the North West to the US. An agreement could reduce tariffs of up to 2.5% faced by the region's car manufacturers and exploring ways to improve regulatory dialogue between the UK and US could help to reduce barriers to trade.
- **Opening up new markets:** the North West exports £180m of meat products to the world – £426,000 to the US. An FTA may help provide wider opportunities for these sectors.
- **Support digital businesses:** digital businesses could benefit from agreements on data flows and agreed copyright frameworks.
- **Helping small businesses:** reducing non-tariff barriers to trade such as arduous customs procedures and testing requirements, that make it easier for SMEs to sell to the US market.

Case studies

Briggs Automotive Company



The supercar manufacturer signed two new dealership agreements in the US last year and demand is on the rise. In 2018 19% of BAC's exports were to the US, increasing to 25% in 2019.

"We would certainly welcome a Free Trade Agreement with the US, helping us to continue taking the Mono to the world!"

Neill Briggs, co-founder of the Briggs Automotive Company, Speke, Liverpool

ICC Solutions



Warrington's ICC Solutions, which provides testing certification services for the payment industry, sees 57% of its turnover generated in the US, and saw its team more than double in size in 18 months after entering the US market.

Over a three-year period US sales increased by over 500%.

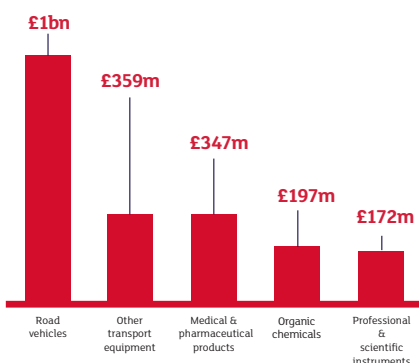
"ICC Solutions is truly committed to strategic growth in trading with the US, which is by far our largest export market since 2014 accounting for around 60% of overall turnover."

David Maisey, OBE, CEO, ICC Solutions, Warrington

Top Three Trade Facts

- 1 The North West exports the equivalent of £7,700 of goods to the US every minute.
- 2 Over a quarter of the road vehicles exported by the North West go to the US.
- 3 3,137 businesses in the North West export goods to the US, whilst 3,718 import from US.

Exports to the US 2019: £4.0bn Goods exports



Imports from the US 2019: £2.7bn Goods imports

