



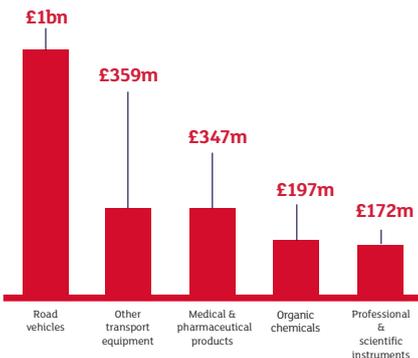
# How the North West could benefit from a Free Trade Agreement with the US

- **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.

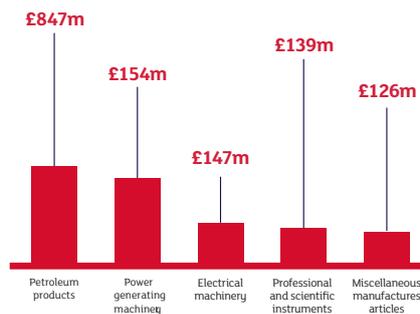
## Top Three Trade Facts

- 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



## 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

Sources: goods trade value and business counts refer to the period 2018, taken from HMRC Regional Trade Statistics Q3 2019 (refers to the Exporting/importing Industry). Number of businesses trading with US from HMRC - Regional trade in goods statistics 2018. Ports value from HMRC overseas trade in goods statistics, November 2019. An ambitious UK-US FTA is estimated to increase GVA in North West by 0.2% in the long-run - as an indicative order of magnitude, based on 2016 prices, this equates to c.£389 million. For information on the methodology and scenarios please see the publication: "Scoping Assessment for a bilateral Free Trade Agreement between the United Kingdom and the United States". Source: ONS Regional Gross Value Added (2016), ONS Business Register Employment Survey (2016), NISRA Business Register Employment Survey (2016), GTAP data and DIT modelling.