



CHINA'S TRADE PLAYBOOK

SCOUTING REPORT: CHINA

SIZE: *Big*

The U.S. is the largest non-Asian exporter to China. America exported \$113 billion goods and services to China in 2010.

SPEED: *Fast*

China is the fastest rising market for U.S. exports, averaging over 15% annual growth.

UPSIDE: *Huge*

260 million *new* middle class Chinese consumers by 2020.

SIZE: U.S. Trade Representative.
SPEED: U.S. International Trade Commission DataWeb.
UPSIDE: Congressional Research Service.



BLOCKING U.S. EXPORTS

#1 Lock-Out Players

Import barriers keep America from playing in China's market.

#2 Enhance Performance

"Pumping-up" Chinese firms with subsidies and currency manipulation.

#3 Home Field Advantage

Regulators play favorites with China's state-owned companies.

#4 Change the Rules

Using "homegrown" technical rules to unfairly help Chinese firms.

#5 Steal the Play

Robbery and forced transfer of valuable U.S. ideas.

#6 Hide the Ball

Not publishing or allowing comment on important rules.

#7 Change the Play

Replacing one unfair trade barrier with another.

#8 Bend the Rules

Using unfair loopholes to violate key trade principles.

#9 Run Out the Clock

Stalling on promises to play by trade rules.

GAME PLAN:
SLOW THE FLOW
OF U.S. GOODS
AND SERVICES!!



USA



GAME PLAN



From the Third Way report "China's Trade Barrier Playbook: Why America Needs a New Game Plan" available at: <http://www.thirdway.org/publications/483>.

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