



Proudly syndicated By Radio America

06/08/2018

Made in America Panel Predicts that China will have to Face Up to its Trade Stance with America

The ongoing trade and tariff battles with China, helping armed forces families relocate, and the challenges impacting California entrepreneurs, were among the topics tackled by host Neal Asbury, co-host Dr. Rich Roffman, and a panel of experts on the nationally syndicated "Neal Asbury's Made in America" show on Radio America (aired by almost 100 affiliates and by the Armed Forces Network).

Neal shared his experience traveling to Qingdao (also spelled Tsingtao) a city in eastern Shandong Province on the east coast of China, where Neal opened a new manufacturing facility. To no one's surprise, his Chinese hosts were not enamored with Trump's U.S. trade policies with China.

The first guest on Made in America was Ken Robbins, CEO and co-founder of Millie, which helps military families relocate when they move to military bases in the U.S. and around the world.

"About 500,000 military members move to other bases every year, and each move can be challenging, particularly for families, who need to understand housing and school systems in nearby communities. Only 35 percent of military members actually live on the base; the rest must live within a nearby community," according to Robbins, who served 20-years in the military.

Robbins explained that his organization maintains a free website so that military members can gain insights into their new base and community. He also retains 500 military spouses who act as "scouts" who can work with families (for a fee) to help them identify homes and schools. This service supplements the moving service that is provided by the military.

Dr. Roffman appreciated the market intelligence that Millie provides to help military families make informed decisions prior to their move.

Neal and Dr. Roffman returned to the Chinese trade war, where both agreed that it was about time that the U.S. stood up to China, which has been saber rattling for years, but with nothing being done to put an equitable trade policy in place.

"While Americans are learning more about Chinese trade policies, Chinese citizens are kept in the dark about the expanding trade war between the U.S. and China. They don't want to allow citizens to discover how this trade war will hurt them financially," according to Neal.

"The Chinese know that Trump is not bluffing when he threatens large tariffs. It is appropriate that the Chinese conform to the trade policies practiced by the rest of the world," proposed Dr. Roffman.

The next guest on Made in America was Roy Paulson, founder of Southern California-based Paulson Manufacturing, which employs 200 workers

and produces the highest quality and most reliable safety protective gear.

Neal was puzzled that despite California's tax policies and policy roadblocks that impede entrepreneurial growth, Paulson has been able to succeed.

"Yes, California poses challenges for manufacturers. For example, it's 25 percent more expensive to manufacture in Southern California than in any other state. But to stay profitable we are constantly innovating to create products that allow us to fill a market niche so we can command higher prices. People don't understand that if California was a country, it would be the fifth largest economy in the world. It's also the largest manufacturing state in the country—bigger than any state in the Midwest," noted Paulson.

Dr. Roffman wondered if California will adopt the same kind of anti-business policies that have plagued Seattle's largest corporations with an outrageous head tax.

"I hope not, but I had a private conversation with Governor Brown, who told me that he doesn't know anything about manufacturing. His goal was to get one more vote than his competitor. I liked the fact that he's a fiscal conservative, and serving his last term, but I want to see someone who appreciates the role of manufacturing to the state's economy. California's got a good vibe going for it and I'd like to see it continue," proposed Paulson, who noted that as a result of Trump's economic policies, most California manufacturing plants are operating at full capacity including his own, which is at 70 percent.

Neal agreed that the Trump economy has brought huge dividends to all Americans, which is why a recent Rasmussen poll found that 68 percent of Americans are more confident in the economy than they have been in many years. This is a far cry from the mentality of Americans under Obama, who suffered as a result of Obama's anti-business policies.

"I am optimistic that our current economy will continue for many years, although that may depend on the next election," predicted Neal.

"Trump has the mojo working for him. GDP is going up, more people are working, and a recent Rasmussen poll found that 2/3 of people surveyed believe that anybody who wants to get a job can find one," noted Dr. Roffman.

Dr. Roffman found it incredulous that Paulson must continue to out-innovate just to make any money. If he worked in a right-to-work state, the financial pressure would be far less, and his business would be more profitable.

"It's amazing that Chick-fil-A is being pressured

into raising their minimum wage to \$17-\$18 an hour instead of its current wage of \$12-\$13 an hour. I don't know how they can make any money," suggested Dr. Roffman.

Dr. Roffman admitted he was impressed that despite Jerry Brown's shortcomings, he was able to date Linda Ronstadt.

Each week Neal Asbury's Made in America provides Neal's insights into the week's top news stories and their impact on the worlds of entrepreneurship, small business ownership and the overall economy. Neal's analysis, together with co-host Dr. Richard Roffman, a veteran 30-year publisher with extensive domestic and international experience, takes a non-biased approach based on real life experience in business as an American manufacturer and exporter. Made in America airs nationally each Saturday from 7-8:00 PM on Radio America. Link to Made in America at <http://www.nealasburysmadeinamerica.com>.



Can't wait for the show?
Click Here for Neal's Blog.

