



## Made in America Panel Urges the Nation to Conduct a Worldwide Talent Hunt for Skilled Workers

Neal Asbury, together with co-host Dr. Rich Roffman, opened the nationally syndicated "Neal Asbury's Made in America" show on Radio America (aired by almost 100 affiliates) by sharing the promising news that there is a surge in manufacturing in nine Midwest states.

"Manufacturing is up and so is hiring. That's great news. But you wouldn't know it from the lack of media coverage it is receiving," suggested Neal.

The first guest on Made in America was Ernest P. Goss, PhD, a professor, from the Heider College of Business at Creighton University, who recently surveyed banking and manufacturing concerns in nine Midwest states.

"We're seeing expansion in manufacturing and in trade. Exports are growing, energy is growing and agriculture is growing. But we still need more trained workers to fill the available jobs. We also need taxes to drop so we can get more companies to relocate to the Midwest so they can grow and hire," proposed Dr. Goss.

Dr. Roffman agreed, adding that employment is up nationally, as is consumer confidence.

"The country is headed in the right direction. In essence, the Rust Belt, once thought beyond recovery, is coming back to life--big time," noted Dr. Roffman.

Neal added that despite the upsurge in manufacturing, taxes and regulations in some states are forcing manufacturing plants to relocate. Neal, a manufacturer with five plants, had to move one facility from the Chicago area due to an unfriendly business and tax climate. One of Neal's California plants was floundering due to a poorly trained workforce, so he was forced to move the plant to China -- something that Neal has tried to prevent throughout his career.

Dr. Goss has found that Midwestern states have taken the initiative to entice relocation and expansion by lowering taxes, building a strong transportation system and working to expand the pool of skilled workers.

"We need to focus on our vocational schools. We're making progress but we don't have enough schools yet to meet demand," concluded Dr. Goss.

Neal agreed, and would like to see the government pay more attention to vocational schools. Instead, the government is cutting funding for vocational training.

"Vocational schools are a priority. And until we can create more training facilities, we should bring in trained immigrants. Matching jobs to skills makes all kind of sense. We have to stop bringing in unskilled workers and their families, who drain our

resources," according to Dr. Roffman, who agreed with Neal that we need to conduct a worldwide search for the most qualified foreign workers.

The next guest on Made in America was Alfredo Ortiz from Job Creators, who noted that there are 85 million small businesses in America that account for 2/3 of all job growth. Some 8 million small businesses are owned by minorities, and 10 million are women-owned.

"High taxes have a chilling effect on small business. Tax reform will help give a boost to small businesses so they can reinvest in their businesses, hire and raise wages," according to Ortiz, who noted that Bernie Marcus, who founded Home Depot with two stores, today, is a national presence with 400,000 employees.

Dr. Roffman agreed, noting that by liberating small businesses from high taxes, it will create wealth and boost hiring.

The final guest on Made in America was Jesse Hathaway from the Heartland Institute, who is working to protect the North American Free Trade Agreement (NAFTA), which has come under fire by the Trump administration.

Neal is a supporter of NAFTA, and while the agreement isn't perfect, he does not want to see it revoked.

"We have been meeting with Canadian and Mexican trade representatives since August. We are now in our fourth round of negotiations and there remain some sticking points. The biggest is that the U.S. wants to renegotiate NAFTA every five years; something not favored by Mexico or Canada. The other sticking point is that the U.S. will tack on higher tariffs to any cars exported to the U.S. that don't have at least 84 percent of its parts made in the U.S. The old percentage was 62 percent," noted Hathaway.

He also added a fresh take on trade deficits, suggesting that trade deficits shouldn't be a dirty word since they don't indicate unfair trade practices or a lack of American competitiveness. Trade deficits are caused by factors in the macroeconomy that are not directly related to trade.

Neal and Dr. Roffman segued to a discussion of the frustration expressed by progressives that recently howled in frustration in Times Square over their inability to know what to do with Trump.

"It's gotten so bad that former vice president, Joe Biden, told an interviewer that he regrets not being president. Well, it's a little late for that. I'm sure you have to run for president to get elected," quipped Dr. Roffman.

Dr. Roffman moved onto the news that after testing a sampling of TSA agents, 80 percent failed to meet minimum standards. "That's kind of a scary thought," suggested Dr. Roffman.

Finally, Dr. Roffman was angry that a program that paired service dogs with military veterans was abruptly cancelled by the government.

"This is a great program that deserves our support. Service animals make such a big difference in helping veterans cope with their post military life. We need to get this program restarted," proposed Dr. Roffman.

Neal agreed, adding that while service animals help veterans cope, the best thing for veterans to cope with civilian life, is to be able to transfer the skills they learned in the military to jobs in the private sector, without having to overcome certification issues.

Each week Neal Asbury' 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>.



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