

GE's global sales boost Upstate's

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GUEST COLUMNIST

You may have read the recent news that General Electric is selling gas turbines to a power plant in Mexico. What may surprise you is the good economic news that this sale brings not only for our workers, but for all of Greenville and the state of South Carolina. That's because when GE succeeds in selling our products to customers across the globe, it creates a ripple effect of economic opportunities here at home.

The turbine deal we announced last month will allow us to supply two of our Greenville-made 7HA.01 gas turbines to a brand-new power plant being built in Mexico. Each turbine we create directly supports more than 600 GE jobs in Greenville and more than 10,000 total U.S. jobs, including our suppliers.

When we compete and win, it creates opportunities for our workers. Behind all of our innovative products are thousands of hard-working, well-trained employees. With 3,200 employees in Greenville alone and 4,320 employees

We owe it to our employees and workers across South Carolina to make sure GE – and all US manufacturers – are positioned to win customers across the globe.

working at four manufacturing facilities across the state, GE has been a strong contributor to the state economy.

According to a recent third-party analysis, GE's total economic impact on the state is \$4.9 billion per year. Much of that impact comes from the direct work of our employees, who make 2.4 times more than the South Carolina average.

We also rely on 190 suppliers, which includes small and medium sized businesses that do everything from IT to manufacturing support. The products and services that these businesses provide to GE support 4,077 additional jobs in South Carolina.

The snowball effect only grows from there. More than 7,000 full-time jobs support the needs of our employees in South Carolina – that's jobs in retail, health care, education, food service and other industries. In total, more than 16,000 jobs in South Carolina are connected to GE, or three South Carolina jobs for every one GE job – enough people to fill Bon Secours Wellness Arena.

This kind of success wouldn't be possible without strong policies at the state and federal level that ensure companies like ours can win in the global economy. Today, 70% of what we make at GE is sold to customers overseas, where 95% of consumers are located.

economy

We need policies that strengthen manufacturing, a tax code that is competitive, and policies that encourage trade and innovation.

We are committed to the future of manufacturing in South Carolina. Today our gas turbine factory is the largest of its kind in the world, and we continue to grow. We announced \$327 million in investments across our campus to drive innovation over the next 10 years, including our new Advanced Manufacturing Works facility (AMW), where we use the latest technologies in material science, 3-D printing and robotics.

Our investments, combined with good policies, make this success possible, through sales to places like Mexico, Canada and beyond. Our workers and the communities we operate in depend on our ability to continue to sell our products to markets across the globe and innovate and grow here at home. We owe it to our employees and workers across South Carolina to make sure GE – and all US manufacturers – are positioned to win customers across the globe.

Matthew Krause is executive plant manager of Greenville GE.