

## **Statement of Jeffrey D. Gerrish**

### **Before the United States Senate Committee on Finance**

**October 5, 2017**

Chairman Hatch, Ranking Member Wyden, and distinguished Members of the Senate Finance Committee, it is a great honor for me to appear before you today. I feel both privileged and humbled to have been recommended by Ambassador Lighthizer and nominated by President Trump to serve as Deputy United States Trade Representative.

I would like to take a moment first to thank my wife Kelly and our three children Jacob, Kate, and Grace. They have been a constant source of inspiration, strength, and support for me throughout my career, and I would not be where I am today without them. I would also like to thank the incredible mentors and role models I have had over the years, including Ambassador Lighthizer and my friend and former partner, John Mangan, who is here with us today. I have been blessed with the opportunity to work with and learn from many immensely talented individuals, and I am truly grateful for that.

In addition, I would like to express my thanks to the Members and staff that I have been able to visit with over the past couple of months. If confirmed, I look forward to working with you on the critical trade issues facing our great country.

To give you a little background about me, I grew up in a city by the name of Troy in upstate New York. Troy used to be a manufacturing town, with steel and then textiles the primary goods produced there. The manufacturing is gone now and the city has faced difficult times, but the people of Troy remain as fundamentally decent, down-to-earth, and hard working as any you will find. I was taught the value of a strong work ethic from an early age by my parents and grandparents and others in my hometown, and that virtue has remained with me and served me well in every single thing I have done.

For almost 20 years, I have practiced international trade law. Over that time, I have worked extensively on behalf of U.S. manufacturers in seeking to combat unfair trade in this market, the massive subsidies and trade distorting industrial policies employed by countries around the world, and the challenge of global overcapacity facing a number of industries. I have fought for strong enforcement of our trade laws and to preserve U.S. policies at the World Trade Organization and other international bodies. My work has also entailed assisting American companies that have been improperly denied access to other markets around the world. Through my work, I know first-hand the problems that unfair trade can cause but also the opportunities that trade can present for U.S. companies.

My experience has clearly demonstrated to me that we need a trade policy that puts America first. This does not mean closing ourselves off from the rest of the world. It simply means putting American manufacturers, workers, farmers, ranchers, and service providers first in everything we do in the trade arena. It means negotiating stronger and

more effective trade agreements and ensuring that the trade agreements we have are properly enforced and applied in the manner originally intended. We must aggressively and effectively apply our trade laws to counteract unfair trade practices and work with like-minded trading partners to defend the use of such trade laws and to address the enormous overcapacity problem plaguing our steel, aluminum, and other industries. For our creators and innovators, it means promoting greater intellectual property protection and enforcement among our trading partners. It is absolutely critical that we protect American companies' intellectual property, which is one of our greatest assets.

If confirmed, I hope to work with this Committee, others in Congress, those in the Administration, and all interested parties to craft and implement a trade policy that increases trade and spurs economic growth but does so in a way that promotes fair and reciprocal trade that benefits all segments of our economy. The trade issues confronting the United States are numerous and daunting, and I would welcome the opportunity to work with you in tackling them. If confirmed, I promise you that I will bring my strong international trade experience to bear and will work tirelessly to achieve the best possible results for your constituents and the country.

Thank you for your consideration, and I would be happy to answer any questions.