

**Statement of Susan C. Schwab**  
**Nominee for Deputy United States Trade Representative**  
**Before the Senate Committee on Finance**  
**October 18, 2005**

Chairman Grassley, Senator Baucus, Members of the Committee,

My parents, Gerald and Joan Schwab, are here today, along with Professor Mac Destler and some of our students from the University of Maryland School of Public Policy. I would also note that my husband, Curtis Carroll, and my sister Teresa and her husband, Steve Marshall, were unable to be here today, but are certainly with me in spirit.

It is great to be back with the Senate Finance Committee. I spent many fascinating hours here during the 1980s when it was my privilege to work for Senator John Danforth, then chair of your International Trade Subcommittee.

For me, today is about taking a fond look back in anticipation of moving forward. I am grateful for the honor of being here; for the President's and Ambassador Portman's faith in my potential to serve our nation in this important role.

When I left graduate school in 1977, I came to Washington looking for a job in international trade, development and agriculture. Arriving at 1800 G Street, then the home of the President's Special Representative for Trade Negotiations (STR), I picked an interesting title from the directory in the lobby, and went upstairs to find its owner. I had in hand a form letter from their office thanking me for my job inquiry and advising me there were no vacancies. The gentleman I sought was not there, but his assistant was, and she looked at my resume and introduced me to her friend down the hall who was an agricultural trade negotiator. It turned out they had a vacancy – someone had turned down a job the previous week. An interview with her boss, and one security clearance later, they hired me; just in time for the Tokyo Round Multilateral Trade Negotiations. Ambassador Robert S. Strauss was then the Trade Representative.

It was an amazing office then; it is an amazing office today – with some of the smartest, hardest working career professionals you will ever meet. Their dedication to representing America's interests in international trade is unparalleled. It is an honor to be nominated and it will be a great privilege to become their colleague once again.

In the intervening years, I have had the opportunity to work in U.S. trade policy and promotion from multiple perspectives – in the government and the private sector; from the executive branch and the legislative branch; as a career foreign service officer and as a political appointee; as a negotiator who helped to open doors for U.S. business, and as a Commercial Service employee helping small, medium and large firms walk through those doors. My current role at the University System of Maryland – while not directly engaged in trade negotiations – has reinforced my belief that the work we do at

America's public universities contributes to U.S. competitiveness and to our ability to hold our own in global commerce.

I sense that the United States stands at a crossroads in our approach to global trade. We are looked to for leadership in the international trading system, both in what we say and in what we do. We cannot afford to shirk that responsibility. But neither can we forget that support for open markets at home requires that trade be perceived as fair as well as free; that negotiation of promising trade agreements be followed by strong enforcement; and that those impacted by the rigors of competition have the opportunity to succeed in today's knowledge-based economy.

We will have many opportunities in the coming years to exercise our leadership and to make and reinforce the case for open trade in the United States. In addition to the negotiation and implementation of agreements that contribute to economic and political freedom around the world, we must ensure that the benefits of trade to the American people are articulated in a clear, consistent, and bipartisan manner.

If confirmed, I look forward to working with colleagues in the interagency process; and with industry, agriculture, labor and other interested groups both within and outside of USTR's statutory advisory committee structure. And above all, I look forward to working with members of this Committee and your colleagues across the Capitol to ensure that the promise of international trade is realized in the years ahead -- through forward looking U.S. trade policy, negotiations and implementation.

Let me close with a special word of thanks to my parents, Gerald and Joan Schwab. They dedicated their lives to public service in the United States' military, the Department of State, the U.S. Agency for International Development and the International Labor Organization. Our lives abroad together, and their passion for public service, instilled in me a profound appreciation for the United States and for the importance of serving and representing my country to the best of my abilities.

If confirmed by the Senate, I look forward to doing so in the role of Deputy United States Trade Representative.