

**United States Senate Committee on Finance**

**February 6, 2025**

**Hearing to Consider the Anticipated Nomination of Jamieson Greer, of Maryland, to be United States Trade Representative, with the rank of Ambassador Extraordinary and Plenipotentiary**

**Questions for the Record submitted to Jamieson Greer from Senator Mike Crapo.**

Question 1: In May 2024, your testimony before the U.S. China-Economic and Security Review Commission highlighted how trade should support manufacturing. If confirmed—

1. What are some of the approaches you would consider to support American manufacturing in critical sectors like semiconductors?

**Answer: Domestic production of semiconductors is critical for our economic and national security. In section 2(c) of the Presidential Memorandum “America First Trade Policy”, President Trump has directed the U.S. Trade Representative to review, and identify, “any unfair trade practices by other countries and recommend appropriate actions to remedy such practices.” As a sector under siege from China’s non-market policies and practices, semiconductor reshoring may stand to benefit such a review. For example, USTR is already investigating China’s acts, policies, and practices related to targeting of the semiconductor industry for dominance under Section 301 of the Trade Act of 1974.**

2. How would you defend the rights and interests of American companies in adversarial markets, particularly those facing forced transfers of intellectual property and sensitive commercial information, preferential treatment for domestic products over U.S.-made alternatives, compelled data handovers, etc.?

**Answer: USTR has significant ability to combat the practices you describe. In President Trump’s first term, USTR used Section 301 of the Trade Act of 1974 to impose tariffs on China in response to forced technology transfer practices and intellectual property theft. That leverage resulted in the Phase One Agreement in which China made new commitments with respect to those practices. In section 3(a) of the Presidential Memorandum “America First Trade Policy,” President Trump has directed the U.S. Trade Representative to review China’s compliance with the Phase One Agreement in order to enforce the rights and interests of American companies and workers as you describe.**

Question 2: Canada and the United States share longstanding and meaningful strategic and economic ties. The United States-Mexico-Canada Agreement (USMCA), negotiated under President Trump’s first term, further strengthened trade and investment between our two

countries, with Canada ultimately surpassing China as our largest trading partner. However, there remain some economic irritants to be resolved.

1. Do you agree it is important for the United States to stay engaged and to prioritize the following issues?

- a. Ensure the United States' lumber producers have appropriate recourse against subsidized and dumped lumber.

**Answer: Yes.**

- b. Achieve market access for America's dairy producers, including by addressing Canada's administration of its tariff rate quotas.

**Answer: Yes.**

- c. Ensure American companies are not unfairly disadvantaged through discriminatory digital services taxes.

**Answer: Yes.**

Question 3: Strong intellectual property protections maintain America's edge in innovation in global markets and support high paying jobs here at home. For example, the creative industries, which rely on strong copyright enforcement, employ 11.6 million workers with wages that on average exceed the U.S. average by 50 percent.

The Biden Administration did not prioritize intellectual property and, in fact, agreed to waive U.S. rights under the WTO TRIPS Agreements. Additionally, it failed to raise the issue of foreign barriers, like local content rules or unreasonable pricing schemes, that undercut investments made by American companies.

1. Do you agree that USTR should promote—rather than suspend or waive—the adoption of strong intellectual property rules?

**Answer: Yes.**

2. What tools would you consider to combat foreign online piracy of U.S. content or state sanctioned local content rules that keep U.S. creative content out of foreign markets?

**Answer: In section 2(c) of the Presidential Memorandum “America First Trade Policy,” President Trump has directed the U.S. Trade Representative to review, and identify, “any unfair trade practices by other countries and recommend appropriate actions to remedy such practices.” If confirmed, I intend for this review to include the unfair practices you describe. According to the Presidential Memorandum, Section 301 of the Trade Act of 1974 is one such authority with which to take appropriate action.**

Question 4: USTR is a special agency precisely because it has very talented and dedicated staff. By many accounts, morale at the agency deteriorated under the Biden Administration. This is

not only because its USTR expressed disdain for the agency's very mission of opening up new markets for Americans, but because of limited direct face-to-face engagement by the USTR and her key aides with the career staff on policy-making.

1. How do you plan to manage USTR to improve morale and harness the talent in the agency?

**Answer: The career staff at USTR are some of the most effective negotiators and talented lawyers in any government in the world. I intend to empower them to serve the national interest and draw upon their expertise in order to execute President Trump's trade agenda. If confirmed, boosting morale and creating a culture of action is a top priority of mine.**

### **Questions for the Record submitted to Jamieson Greer from Senator Cornyn.**

Question 1: As the US Trade Representative, you will be responsible for reviewing specific decisions made by the International Trade Commission - such as their issuance of exclusion orders in Section 337 patent cases. In recent years, Congress has been frustrated with the ITC's lack of full and fair application of the Congressionally required five public interest factors laid out in statute -- these factors are supposed to balance the intellectual property interests of the parties in those cases and if the U.S. public interest significantly outweighs the interests of the individual parties -- the USTR is supposed to disapprove the ITC's exclusion order during the 60-day review period.

3. Will you commit to fully and fairly using the statutory factors set out by Congress in Section 337 cases that come to you for review by the ITC, and do so within the 60 day review period?

**Answer: Yes.**

Question 2: The aerospace industry is committed to American manufacturing. The sector is a major economic driver in the United States, with the largest trade balance (exports minus imports) – valued at over \$110 billion – among all U.S. manufacturing sectors.

4. What are your plans to strengthen the aerospace supply chain and ensure continued growth of the U.S. aerospace industry?

**Answer: I agree that it is vital for our economic and national security for the United States to have a competitive aerospace industry. In section 2(c) of the Presidential Memorandum "America First Trade Policy," President Trump has directed the U.S. Trade Representative to review, and identify, "any unfair trade practices by other countries and recommend appropriate actions to remedy such practices." If confirmed, I intend for this review to include unfair practices threatening the competitiveness of our aerospace sector. I will also seek to ensure that aerospace exports can fairly compete in foreign markets.**

5. How will the Office of the United States Trade Representative work with other agencies to achieve these goals?

**Answer: The USTR serves as a non-voting member of the Export-Import Bank. If confirmed, I would look forward to working with the leadership of the Export-Import Bank to ensure the competitiveness of exports, such as those in the aerospace sector.**

**Question for the Record submitted to Jamieson Greer from Senator Tim Scott.**

Question 1: Mr. Greer, in your nomination hearing before our committee, you rightly noted the importance of USTR's role in conducting trade policy.

Do you agree with me that the role for USTR should extend to establishing an exclusion process for US based manufactures in the event of additional tariffs on our allies and other key partners?

**Answer: During his first term, President Trump created exclusion processes for various tariff related actions. If confirmed, I look forward to discussing the issue in greater depth.**

Question 2: In my mind, such a process would tie potential trade policy remedies more closely to the ongoing trade policy reviews by USTR and the rest of the Administration, thereby advancing the President's trade agenda while allowing exceptions critical to America's national security, jobs and domestic manufacturers supply chain.

Could you please commit USTR to advancing an exclusion process?

**Answer: In his first term, President Trump created some opportunities for importers to seek exclusion from various tariff actions. If confirmed, I look forward to discussing the issue you raise with the President and with Congress to ensure that tariff actions are fit for purpose.**

**Question for the Record submitted to Jamieson Greer from Senator Cassidy.**

Question 1: U.S. companies import and pay 232 tariffs on merchandise that is not manufactured in the U.S. but that is important to our domestic manufacturing base. U.S. manufacturers that claim to make such merchandise may file objections to 232 tariff exclusions, making statements in their objections without needing to prove production and delivery of product to market. The promulgation and implementation of the second final rule entitled Revisions of the Section 232 Steel and Aluminum Exclusions Process (88 FR 58525) (August 2023 Proposed Rule) regarding Section 232 (15 CFR Part 705) Tariff Exclusion Request and Proposed Rule August 28, 2023, would improve this process. Notwithstanding closure of the rulemaking process and submission of comments several months ago, this final rule has never been issued by the U.S. Department of Commerce ("Commerce"). Commerce itself identifies that the critical part of the August 2023 Rule as the elimination of the ability of U.S. steel producers to "submit objections regardless of the merits of those objections...This undermines the effectiveness of the Section 232 exclusion process, creates unnecessary burdens on BIS and industry, and reduces the fairness and efficiency of the process."

*As the United States Trade Representative will you work with U.S. Department of Commerce to ensure that the Final Rule is promulgated as soon as possible in order to provide an open, fair and transparent process for the benefit of domestic importers and U.S. manufacturers?*

**Answer: If confirmed as USTR, I recognize that I would have no institutional role in the promulgation of a Final Rule by the Department of Commerce. To the extent that my opinion is sought by the Department of Commerce, I would intend to review such a rule carefully to ensure it comports with President Trump's trade policy agenda.**

**Question for the Record submitted to Jamieson Greer from Senator Steve Daines**

Question 1: Mr. Greer, agriculture is Montana's leading economic driver and pivotal to US national security as well. Russia's war in Ukraine and resulting agricultural input volatility is top of mind for Montana producers, given Russia's influence in the global potash market. Canada supplies 85% of US potash need, including a significant amount to farmers in Montana. It is invaluable for US farmers to have a neighbor and ally supply this critical input that contributes to a safe, secure, and affordable food supply.

*Mr. Greer, if confirmed, would you consider excluding potash imports from future tariffs on Canadian goods given its importance to food security, and by extension, national security?*

**Answer: I understand the importance of potash to our agricultural industry. If confirmed, I will use USTR's authorities to collaborate with stakeholders from the agricultural community to ensure that President Trump's trade policy advances the interests of American farmers and ranchers.**

Question 2: Mr. Greer – Montana is the only platinum and palladium producer in the United States. Unfortunately, the mine was recently forced to lay off nearly 700 hardworking Montanans largely because Russia has been dumping palladium in international markets, resulting in the current price of palladium which is half of what it was in 2022.

*Will you work with me to protect and rebuild mining jobs in Montana, strengthen U.S. critical mineral supply chains, and curtail unfair trade practices from countries like Russia?*

**Answer: The President has been clear that the United States must establish its position as a leading producer and processor for critical minerals to create jobs and prosperity at home and to strengthen supply chains for the United States and its allies, and reduce the global influence and mercantilist behavior of malign and adversarial states, such as Russia. If confirmed, I will consult with you, other members of Congress, the President's cabinet, and stakeholders to ensure U.S. trade policy works to create jobs and prosperity for our domestic critical mineral sector.**

Question 3: President Trump highlighted the enforcement of antidumping and countervailing duties in his America First Trade Policy. The use of those authorities over the last eight years have been vital to the protection and growth of America's softwood lumber industry.

*Will you commit to supporting the enforcement of those laws when negotiating with partners like Canada, particularly related to the ongoing softwood lumber dispute?*

**Answer: Defending U.S. softwood lumber producers against the injurious effects of unfairly subsidized or dumped imports is critical. If confirmed, I will engage closely with U.S. lumber producers and the Department of Commerce, to ensure U.S. lumber producers are able to compete on a level playing field and maintain access to the important antidumping and countervailing duty protections available to them under statute. The Administration is committed to the robust enforcement of U.S. trade remedy laws.**

### **Question for the Record submitted to Jamieson Greer from Senator Todd Young.**

#### **Question 1**

China strategically undercut U.S. semiconductor manufacturing through subsidies, market manipulation, and IP theft. Now, with nearly half a trillion dollars in private investment bringing chip production back, American firms still face an uphill battle as China floods the market and pressures countries to buy its state-backed chips.

*You've stated that "it is very important for the American people—and our allies—that the United States have a robust manufacturing base." If confirmed, what specific steps will you take to encourage countries around the world buy Made-in-America chips instead of being forced into dependence on China's state-backed semiconductor industry?*

**Answer: In section 2(g) of the Presidential Memorandum "America First Trade Policy," President Trump has directed the U.S. Trade Representative to "identify countries with which the United States can negotiate agreements on a bilateral or sector-specific basis to obtain export market access..." If confirmed, I would intend for this review to include opportunities for the production and export of Made-in-America semiconductors.**

#### **Question 2**

Mexico is the top export market for American corn, yet its politically driven ban on genetically modified corn threatens U.S. farmers and violates trade commitments under the USMCA. Fortunately, a trade panel confirmed the ban isn't science-based, but enforcement is now key to preventing Mexico from sidestepping the ruling or imposing watered-down restrictions that still harm U.S. agriculture.

*How will you ensure that Mexico fully complies with the panel report and eliminates all trade restrictions on GM corn? And given that Mexico is the top market for U.S. corn, what steps will you take to safeguard market access and prevent future protectionist measures?*

**Answer: As I understand, Mexico came into compliance with the panel report on genetically modified corn on February 5th. In section 2(d) of the Presidential Memorandum “America First Trade Policy”, President Trump has directed the U.S. Trade Representative to “commence the public consultation process set out in section 4611(b) of title 19, United States Code, with respect to the United States-Mexico-Canada Agreement (USMCA) in preparation for the July 2026 review of the USMCA.” If confirmed, I intend to use the upcoming USMCA review to ensure the agreement remains in the interest of American farmers, ranchers, growers, workers, manufacturers, and service providers.**

### **Question 3**

*Some products simply aren't made in the U.S. due to a lack of available raw materials, yet tariffs and trade restrictions can still drive up costs for consumers. Will there be an exclusions process for these products, and if evidence shows harm to American industries and the public, what factors would you prioritize?*

**Answer: During his first term, President Trump created exclusion processes for various tariff related actions. If confirmed, I look forward to discussing this issue in greater depth.**

**Question 4** For too long, foreign competitors—especially China—have exploited loopholes in our trade laws to flood the U.S. market with artificially cheap, subsidized goods, undercutting American industries. The Leveling the Playing Field 2.0 Act would strengthen our antidumping and countervailing duty enforcement to stop these abuses and close enforcement gaps that foreign firms have used to evade consequences.

*Do you believe current trade laws are strong enough to counter foreign subsidies and predatory pricing, or do you see a need for further reforms?*

**Answer: I believe we must take action to protect American producers from the harmful effects of non-market policies and practices. In section 2(h) of the Presidential Memorandum “America First Trade Policy”, President Trump has directed the Secretary of Commerce to review policies and regulations regarding the application of antidumping and countervailing duty (AD/CVD) laws, and to consider modifications to these procedures, as appropriate. Section 2(c) of the Memorandum identifies a range of legal authorities that the U.S. Trade Representative is encouraged to draw upon in seeking to remedy unfair trading practices by foreign countries. If confirmed, I look forward to working with my fellow cabinet members and using all powers under my authority to counter foreign subsidies and predatory pricing. I am also happy to discuss potential new legislative authorities to enhance AD/CVD enforcement.**

### **Question 5**

Hoosier farmers rely on biotechnology to maximize efficiency, conserve resources, and maintain high yields, yet some foreign markets impose trade restrictions on biotech products that have no scientific basis.

*How will you ensure that our trade partners adhere to science-based international standards and remove unjustified restrictions?*

**Answer: If confirmed, I commit to working to ensure that American producers, who are on the cutting edge of their industries and operate to exceptionally high standards, are not treated unfairly in foreign markets. In section 2(c) of the Presidential Memorandum “America First Trade Policy,” President Trump has directed the U.S. Trade Representative to review, and identify, “any unfair trade practices by other countries and recommend appropriate actions to remedy such practices.” This includes identifying foreign markets that adopt and adhere to standards and technical regulations that are inconsistent with science-based, international standards.**

**Questions for the Record submitted to Jamieson Greer from Ranking Member Wyden**

Question 1: In the first two weeks in office, President Trump heightened tensions with China by placing a 10% tariff on all goods from the country. If confirmed, you will have responsibility for how the United States confronts and combats China’s unfair trade practices. What specific enforcement issues will be your top priority for the bilateral relationship with China?

**Answer: In section 3(a) through 3(d) of the Presidential Memorandum “America First Trade Policy,” President Trump has directed the United States Trade Representative to review the US-China Phase One Agreement to determine whether the PRC is acting in accordance with this agreement, and to recommend appropriate actions to be taken based upon the findings of this review, up to and including the imposition of tariffs or other measures as needed. I also intend to focus on duty evasion by Chinese companies and other unfair trade practices that harm U.S. workers.**

Question 2: It’s my understanding that the Office of Personnel Management (OPM) requested that all agencies and departments identify all employees on probationary periods. It’s also my understanding that OPM asked each agency and department to submit this list to OPM, alongside an explanation of why each employee should not be fired, by 12:00pm on February 5, 2025. The expertise and professionalism of USTR’s career staff is widely recognized. And I understand that USTR currently has significant vacancies. If confirmed, how will you ensure that OPM’s actions do not impact USTR staff and undermine the ability of USTR to fulfill its mission?

**Answer: The career staff at USTR are indeed some of the most effective negotiators and talented lawyers in any government in the world. I intend to empower them to serve the national interest and to draw upon their expertise in order to execute President Trump’s trade agenda.**

Question 3: The hardworking fishers in Oregon and the Pacific Northwest face unfair competition from Russia and China, including unsustainable fishing practices and subsidies that contribute to overfishing. How will you level the playing field for U.S. fishers?



**Answer: The American fishing industry operates to the highest standards and quality in the world. In section 2(c) of the Presidential Memorandum “America First Trade Policy,” President Trump has directed the U.S. Trade Representative to review, and identify, “any unfair trade practices by other countries and recommend appropriate actions to remedy such practices.” Leveraging the results of this review is the first step to effectively combatting unsustainable fishing practices and unfair subsidies that contribute to overfishing and disadvantage American producers.**

Question 4: USTR is the President’s “principal advisor” on trade and reports directly to the President and Congress by law. However, no officials in the Administration consulted with the Committee prior to President Trump’s tariff announcements with respect to Canada, Mexico, and China. No agency took ownership over the announcements, and no agency was able to answer questions from Finance Committee staff. Meanwhile, agencies were left trying to figure out whether and how the President’s announcements would be implemented in practice. If confirmed, this Committee needs to know that you will be the person it can go to on trade – and, to be clear, if the President is threatening tariffs, that is trade. Will you commit to reporting to Congress before and after all important actions that affect trade?

**Answer: I understand that there were significant bipartisan concerns from Committee members about the previous Administration's lack of transparency. If confirmed, I intend to work collaboratively and transparently with the Committee and its staff on trade related issues.**

Question 5: Transparency for the American public and meaningful consultation with Congress and stakeholders are essential for ensuring that trade policy reflects and promotes the interests and values of U.S. workers and businesses. Congress has long asserted this view on a bipartisan basis. In 2015, USTR issued guidelines for consultation and engagement to implement certain requirements in the *Bipartisan Congressional Trade Priorities and Accountability Act*. USTR published updated transparency principles in 2021. I was disappointed that you could not commit in advance to similar principles to ensure Congress and the public are not left in the dark on this Administration’s trade policy.

- A. Will you consult closely with Congress with respect to any trade agreement negotiations, regardless of whether the agreement would require the modification of U.S. tariff levels or existing U.S. law?

**Answer: If confirmed, I commit to fulfilling my statutory transparency commitments and regularly consulting with the Committee on trade related actions.**

- B. Will you commit to putting out guidelines for consultation and engagement once confirmed?

**Answer: If confirmed, I will work with you and my staff to evaluate the best way to memorialize USTR transparency policy.**

Question 6: The *Bipartisan Congressional Trade Priorities and Accountability Act* established the position of Chief Transparency Officer within USTR to promote transparency in the development and implementation of trade policy. Members of Congress on both sides of the aisle expressed concerns with the lack of transparency and consultation by USTR in the past. In meetings with staff, you indicated that you were considering designating one of the Deputy United States Trade Representatives to serve in this important role. Could you confirm whether that is your intention?

**Answer: Again, I understand the Committee's bipartisan concerns with the previous Administration's many issues related to transparency. If confirmed, I commit to fulfilling**

**my statutory commitments on transparency and regularly consulting the Committee on trade related actions. If confirmed, I intend to name a Deputy USTR level appointee as Chief Transparency Officer.**

Question 7: In the first Trump Administration, USTR began free trade agreement negotiations with the Republic of Kenya and the United Kingdom. In meetings with staff, you conveyed the view that comprehensive trade agreements can be unhelpful because of the length of time it can take to negotiate and get them approved by Congress and because they can require significant political capital. You did not appear to indicate that sectoral agreements should be submitted to Congress for approval either. As I understood it, your preferred approach consists of obtaining market access for U.S. exporters by gaining leverage through the imposition of significant tariffs and then requiring trading partners to make trade concessions. This approach appears to remove Congress from the discussion and involves executive agreements that undermine Congress's Constitutional authority over trade.

- A. In this new scenario of executive trade agreements, what is the role of Congress in trade with foreign nations?

**Answer: USTR's incorporating statute clearly states that the USTR reports directly to the President and to the Congress. If confirmed, I look forward to consulting closely with Congress in furtherance of strong and effective U.S. trade policy, including on obtaining foreign market access.**

- B. How will you ensure that stakeholders, across sectors and across the country, are able to participate in and benefit from any gains realized through this process?

**Answer: I believe U.S. trade policy is an important tool for advancing the interests of all Americans. If confirmed, I look forward to engaging with stakeholders throughout the trade policy making process, including through our advisory committee structure and other means.**

Question 8: In meetings with staff, you remarked that preference programs do not seem to have any benefit for the United States because they are non-reciprocal. You referred to the African Growth and Opportunity Act (AGOA) as "a giveaway." However, in the first Trump Administration, USTR used the Generalized System of Preferences (GSP) as leverage for achieving certain policy changes. Would you support efforts to renew the GSP program?

**Answer: If confirmed, I will—if requested by the Congress—provide technical assistance and consultation on trade related legislation, including with respect to reauthorization of trade preference programs.**

Question 9: The USMCA includes a facility-specific Rapid Response Labor Mechanism (RRM) that allows for expedited review and enforcement of workers' free association and collective bargaining rights at the facility level. The Biden Administration prioritized the use of the RRM as an enforcement tool, seeking Mexico's review under the RRM 32 times.

A. Do you intend to make use of this mechanism?

**Answer: Yes.**

B. In your confirmation hearing, you noted that you'd like to make improvements to this mechanism. Please explain your considerations here.

**Answer: In section 2(d) of the Presidential Memorandum "America First Trade Policy", President Trump requires USTR to begin public consultations and solicit input on potential changes to the USMCA agreement. Specific improvements to the RRM mechanism will reflect input from stakeholders and reflect a collaborative interagency process. I cannot prejudge the results of that process.**

C. How will you ensure our free trade agreement partners comply with their labor commitments?

**Answer: Section 2(c) of the Presidential Memorandum on "America First Trade Policy" instructs the U.S. Representative to "identify any unfair trade practices by other countries and recommend appropriate actions to remedy such practices under applicable authorities." Section 2(f) of the Memorandum instructs the U.S. Trade Representative to "review existing United States trade agreements and sectoral trade agreements." If confirmed, I will hold our trading partners accountable to their commitments regarding labor.**

Question 10: The Biden Administration's negotiation of a Global Arrangement on Sustainable Steel and Aluminum stalled, and the European Union's suspension of retaliatory tariffs against the United States is set to expire on March 31, 2025. What is your plan to prevent these retaliatory tariffs from being re-imposed by the EU?

**Answer: The United States has a sovereign right to defend its economic integrity and take actions in line with that aim. If confirmed, I look forward to engaging with the EU and others to address trade imbalances and unfair trading practices where they exist.**

Question 11: USTR develops and coordinates U.S. international trade policy through an interagency structure. From your previous experience with USTR, you must appreciate that experts and resources from other federal departments and agencies are essential to USTR's mission. For example, with respect to enforcing environmental commitments in our free trade agreements, experts from a range of federal agencies – including the Department of State, the Department of Justice, the U.S. Forest Service, and others – contribute to stopping illegal timber products from entering the United States. This is not just an issue of preventing harm to the environment; these efforts help to level the playing field for producers in Oregon and the wood products industry across the United States. However, the Trump Administration appears to be eliminating a number of positions working on environmental issues across the government. If confirmed, how will you ensure that any actions by the Administration with respect to federal agencies or personnel do not undermine the ability of USTR to rely on the expertise and resources of the interagency?

**Answer: The trade negotiators, lawyers, economists, and other expert staff at USTR are highly capable and experienced professionals. USTR staff regularly consult and engage with the U.S. interagency, including through the Trade Policy Staff Committee process. I intend to use that process with respect to relevant environmental issues in the trade context.**

Question 12: With respect to digital trade, how do you intend to engage our trading partners to resolve concerns relating to discrimination against U.S. companies? What specific instances discrimination are you tracking?

**Answer: Section 2(c) of the Presidential Memorandum “America First Trade Policy” directs the United States Trade Representative to “undertake a review of, and identify, any unfair trade practices by other countries and recommend appropriate actions to remedy such practices.” American companies, which are on the cutting edge of progress and are a force for job creation and prosperity, should not be subject to unreasonable and discriminatory practices of other countries.**

Question 13: American food and agricultural products represent one of the most prosperous exporting industries in the United States. Farmers and ranchers depend on export markets to support their livelihoods. For example, more than 90% of the wheat grown in Oregon each year is exported. I understand you are interested in growing export opportunities for American agriculture. At the same time, tariffs are not expected to be used lightly or sparingly under this Administration, and I am concerned about the likelihood of retaliation from our trading partners. How will you grow export market opportunities for American agriculture, while also protecting farmers and ranchers from any retaliatory tariffs that may come from existing markets?

**Answer: Our farmers and ranchers are the best in the world and deserve fair and reciprocal access to global markets. If confirmed, I look forward to engaging with you on specific market access priorities and helping to protect our producers against potential retaliation.**

Question 14: President Trump and Elon Musk are trying to unilaterally gut the United States Agency for International Development (USAID), with broad “stop work” orders and sweeping layoffs. And the State Department has issued broad “stop work” orders on nearly all foreign aid and assistance programs. Congress enacted laws with broad bipartisan support to fund these programs because they save lives; reduce poverty; foster democracy and the rule of law; promote economic growth, stem irregular migration, and improve health outcomes for Americans and others around the world. Moreover, State and USAID personnel and programming support are critical to USTR’s mission. State and USAID funding help our trading partners implement and enforce the trade agreements that USTR negotiates, which ensures Americans get what they bargained for. USTR sits on the Forced Labor Enforcement Task Force and is in charge of ensuring countries are keeping their relevant commitments in trade agreements, including labor and environment. Do you support these efforts by President Trump and Elon Musk regarding State and USAID?

**Answer: I believe in the strong enforcement of all our trade laws across the board. Strong enforcement of our trade laws and agreements is essential. If confirmed, I will make enforcement a priority at USTR.**

**Question for the Record submitted to Jamieson Greer from Senator Cantwell.**

Question 1: Washington goods exports were \$61.2 billion and accounted for 7.6 percent of Washington GDP in 2023. Nationally, jobs supported by goods exports pay up to an estimated 18 percent above the national average. We know what a tariff-driven policy looks like in real life. Farmers in Washington State took the hit during the first Trump Administration alongside farmers across this country.

From mid-2018 to the end of 2019, retaliation by China to Trump’s tariffs caused a \$25.7 billion decrease in U.S. agriculture exports nationally, according to USDA. Exports of US soybeans dropped by over 70% due to Trump’s first tariffs, 2018-2019, instead of growing their exports the estimated 4.4 to six percent year on year. Cherry exports to China from the Pacific Northwest were valued at \$141 million before trade disputes, that dropped to \$53 million in 2021. By volume, that was a decline in cherry exports of over 500 percent since the 2017 crop. For India, annual Washington apple exports to India fell from \$120 million pre-Section 232 tariffs to just over \$3 million in the 2021/2022 season.

You have been involved with the President’s trade policy over the years – and you are a trade lawyer who understands the benefit of trade to American businesses and consumers.

*Does the Administration have any new plan to grow exports and flip this script with China?*

**Answer: Sections 3(a) through 3(d) of the Presidential Memorandum "America First Trade Policy" instruct the USTR to comprehensively review our trading relationship with China. This includes identifying unfair trade practices and evaluating China's compliance with previous commitments. If confirmed, I will follow the Presidents instructions and work to review and rectify the imbalances in the U.S.-China trade relationship.**

*Do you agree that countries in Southeast Asia as well as India are important opportunities for stronger trade relationships?*

**Answer: Section 2(c) of the Presidential Memorandum “America First Trade Policy” directs the United States Trade Representative to “undertake a review of, and identify, any unfair trade practices by other countries and recommend appropriate actions to remedy such practices.” Numerous countries, including India and those in Southeast Asia, impose significant barriers to U.S. exports. I expect this review will identify those barriers and create the opportunity to trade with those countries on more balanced and reciprocal terms than has occurred historically.**

*Are there other countries, regions, or sectors you are looking closely at for opportunities to open markets for U.S. goods?*

**Answer: Section 2(g) of the Presidential Memorandum “America First Trade Policy” directs the United States Trade Representative to “identify countries with which the United States can negotiate agreements on a bilateral or sector-specific basis to obtain export market access for American workers, farmers, ranchers, service providers, and other businesses and to make recommendations regarding such potential agreements.” If confirmed, I intend to vigorously pursue new market access opportunities for American exports and I look forward to working with you to determine the market access opportunities that would be most meaningful for your constituents.**

Question 2: In the global economy China is about 19 percent of global GDP and the US is about 15 percent. But if we work to create markets with like-minded partners like—Japan, Europe, and the UK, and builds a coalition of like-minded democracies grounded in the rule of law, we could have a market representing 34% of global GDP. And if we include partners like Canada, South Korea, Australia, New Zealand and India, then we are looking at a market that accounts for almost half of global GDP. If we want to be tough on our adversaries, we need allies.

*Do you recognize the stable economic power that can come from coalition building?*

**Answer: I agree that friends and allies can be helpful in combating the threat posed by China. We have many existing FTAs with such countries. However, there is no substitute for the technological, economic, and military primacy of the United States.**

Question 3: There are also legitimate domestic concerns about who loses in a sweeping trade war. Several of my Republican colleagues asked Mr. Lutnick at his hearing before the Commerce Committee about specific sectors they – and many on my side of the aisle – are worried will be particularly hurt by these sweeping tariffs. They talked about agriculture and manufacturing and small business importers, and I would include aviation. Given the America First Trade Policy memorandum:

*Will you commit to undertake an analysis of the effect tariffs could have on different sectors, including collecting information from a wide range of stakeholders, before making the decision to impose tariffs? If so, can you summarize the process you will undertake? If not, why not?*

**Answer: If confirmed I will give serious consideration to the potential impacts that any trade actions may have on the American economy.**

*Will you consider taking a different strategic approach and imposing only targeted tariffs with clear objectives and outcomes rather than across the board tariffs?*

**Answer: Section (a) of the Presidential Memorandum "America First Trade Policy" directs agencies to look at the challenges associated with the large, persistent trade deficit. Section 2(c) of the same instructs USTR to investigate and compile particular discriminatory and unfair trade practices by foreign nations. Reports on both issues are due to the President for his decision on April 1 and, if confirmed, I will work to execute what the President decides.**

*Will you make public the deliberations and justifications for any recommendations for remedies or strategies to be considered by the President as a result of the memorandum?*

**Answer: I understand that there were significant bipartisan concerns from Committee members about the previous Administration's lack of transparency. If confirmed, I intend to work collaboratively and transparently with the Committee and its staff on trade related issues.**

*Do you envision an exemption process for these tariffs? If so, will you commit to establishing an orderly process that is fair and transparent?*

**Answer: In his first term, President Trump created some opportunities for importers to seek exclusion from various tariff actions. If confirmed, I look forward to discussing the issue you raise with the President and with Congress to ensure that tariff actions are fit for purpose.**

Question 4: We have also seen issues elsewhere where American companies and products are unfairly targeted by foreign governments. For example, the EU and Canada have singled out American technology companies with digital services taxes. In South Korea, there is legislation under consideration that could unfairly target U.S. companies with digital regulation. Japan's Ministry of Agriculture, Farming and Fisheries has raised phytosanitary concerns over U.S. table stock potatoes; however, the U.S. has a strong history of exporting fresh potatoes to Asia, including South Korea, Taiwan, Hong Kong, Singapore, Indonesia, the Philippines, Malaysia, and Thailand.

*What is your plan for addressing nontariff discrimination against U.S. companies and products by foreign governments?*

**Answer: Section 2(c) of the Presidential Memorandum "America First Trade Policy" instructs the Office of the USTR to identify unfair trade practices by foreign nations that limit American export opportunities and make recommendations to remedy such practices. If confirmed, I will review all accusations of unfair trading practices, including discriminatory digital service taxes and disingenuous phytosanitary regulations and evaluate all possible remedies to address these concerns.**

Question 5: Whether it's Washington businesses, large or small, in aerospace, agriculture, electronics, craft distilling, or manufacturing equipment, I fear they will all be retaliated against by all countries where pursue a trade war. For example, we have distillers in Washington State that are having a hard time opening accounts in new foreign markets because those countries are concerned there will be a tariff war.

*What steps will you take to make sure these businesses are not harmed through retaliatory or collateral actions by our trading partners?*

**Answer: The United States has a sovereign right to impose remedies on unfair foreign trading practices. If confirmed, I look forward to working with you on specific concerns**

**regarding potential retaliation, including working with you on relevant alternative market access opportunities.**

Question 6: Capacity building and technical assistance programs are an onramp for our trading partners. In 2015, I worked to create the Trade Enforcement Trust Fund, which provides resources for enforcement actions and helps agencies in charge of enforcing international trade agreements build capacity with trading partners on environmental, labor, intellectual property, and other issues. In 2019, I got legislation passed to provide \$75 million to the U.S. Department of Labor and the U.S. Agency for International Development for technical assistance and trade enforcement programs. Capacity building is essential to bring developing countries along so they can implement a trade agreement. USAID supports the establishment of the rule of law and good labor and environmental practices. Trade capacity building (TCB) at USTR leads developing countries ready themselves negotiate and implement market-opening and reform-oriented trade agreements. The United States is the largest single-country provider of trade-related assistance.

*How will you work to increase USTR's enforcement capacity and how will USTR engage in capacity building with our trading partners and future trading partners?*

**Answer: Strong enforcement of our trade laws and agreements is essential. If confirmed, I will make enforcement a priority at USTR.**

**As to your question about trade capacity building in foreign nations: Since the inception of the WTO, very few countries have graduated from “developing” nation status. Despite years of financial assistance, many of our trading partners have repeatedly failed to make “trade capacity building” a legitimate priority and, therefore, have made little progress. Accordingly, there is often reason to believe that this lack of capacity is not due to a lack of resources, but is instead the result of deliberate policy choices by foreign governments. If confirmed, I intend to communicate to our trading partners the importance of upholding their commitments and legal obligations.**

Question 7: USTR established a federal advisory committee (FACA), the Seasonal and Perishable Agricultural Products Advisory Committee, to help find a solution to the seasonal imports issue. The FACA on Seasonal imports focuses on the Southeastern region of the U.S. This FACA has not met to date.

*If confirmed, will you consider expanding the scope of the FACA membership to include a Washington State representative and raspberries which are also impacted by imports?*

**Answer: USTR's agricultural team consults with a wide variety of stakeholders on trade related matters, including the trade advisory committees. USTR will consult with your office and your raspberry producers on their engagement related to USTR's trade advisory committees.**

**Question for the Record submitted to Jamieson Greer from Senator Bennet.**

**1. Tariffs and Industrial Policy**



I understand your view that tariffs, coupled with industrial policy, can bring manufacturing back to the U.S. – which would create jobs and reduce our dependence on China. But President Trump has been skeptical of industrial policy like the *CHIPS and Science Act* that you have suggested using as an example for future efforts to bolster domestic investment in critical sectors like telecommunications and medical devices.

*Please explain why or why not industrial policies like the CHIPS and Science Act are critical to bringing manufacturing back to the U.S.?*

**Answer: I believe domestic policy is an essential part of growing the American economy and I welcome engagement on industrial policy to assess effectiveness. During his first term, President Trump's leadership in reforming our tax, regulatory, and energy policies all contributed to his amazing success in growing our economy and increasing real wages for American workers.**

*Do you believe that tariffs can accomplish these re-shoring efforts on their own? Why or why not?*

**Answer: Trade policy—including the use of tariffs—is an essential part of strengthening and reestablishing our domestic industrial base. As stated above, I believe President Trump's leadership and transformative vision for improving American domestic and foreign policy will result in substantial economic growth.**

## **2. United States-Mexico-Canada Agreement (USMCA)**

Many U.S. workers supported the USMCA because the agreement updated the North American Free Trade Agreement to include improved and enforceable labor standards. The USMCA also required Mexico to update its labor policies, which previously kept workers' wages artificially low and created unfair competition for American workers. While these were positive movements to support working families, we have an important opportunity to review the USMCA to further these efforts.

*How would you evaluate Mexico's work to meet its obligations under USMCA through reforms to its labor relations?*

**Answer: The USMCA Interagency Committee on Monitoring and Enforcement (ILC) is continually gathering and assessing information about Mexico's labor reform. Pursuant to the USMCA Implementation Act, the ILC sends detailed biannual reports to Congress on this subject. In addition, the statute created the Independent Mexico Labor Expert Board, which also collects information and provides Congress with an independent review of Mexico's progress on its labor reform. In addition, section 2(d) of the Presidential**

**Memorandum "America First Trade Policy" tasks USTR with public consultations to gather information about the operation of the USMCA. If confirmed, I will review all of this information in order to evaluate Mexico's work to meet its obligations under the USMCA.**

*How do you evaluate the USMCA's Rapid Response Mechanism? Is it working? Are there reforms you would make during the USMCA review process?*

**Answer: The RRM is an important tool in leveling the playing field for American workers, ensuring that facilities in Mexico cannot gain an unfair advantage by violating workers' rights to freedom of association and collective bargaining. If confirmed, I intend to continue to use the RRM to effectively enforce Mexico's obligations.**

*What are your overall goals for the U.S.-Mexico-Canada Trade Agreement (USMCA) review?*

**Answer: The six-year review of the USMCA is an important opportunity to ensure the Agreement is operating as President Trump and the Congress intended when the USMCA Implementation Act was passed in 2020. If confirmed, the review will be a top priority for me; I will broadly solicit input from stakeholders to ensure that USMCA creates more balanced and reciprocal trade, and supports good-paying jobs for Americans.**

*Would you agree that it is critical to ensure USMCA stays in place moving forward to preserve and build upon North American supply chains and better compete with China?*

**Answer: The USMCA is a landmark agreement that establishes the rules of the road for trade and investment with Canada and Mexico. The Agreement must also be effective in strengthening regional supply chains, and preventing free riding from third countries, especially China. If confirmed, this will be a priority for me during the USMCA Review process.**

*Would you outline how you plan to consult with members of the Senate Finance Committee and our staff and commit to regular meetings to provide us with updates as you go through the review process?*

**Answer: I understand that there were significant bipartisan concerns from Committee members about the previous Administration's lack of transparency. If I am confirmed, USTR will hold regular meetings with the Senate Finance Committee throughout the USMCA review process.**

### **3. USMCA and Energy**

In recent years, Mexico has taken a number of actions inhibiting private companies' ability to participate in its energy markets. These steps have hindered private sector investment, threatened U.S. companies and their workers, and undermined North American energy integration and our regional competitiveness.

The Biden administration requested consultations with Mexico in July 2022 under the USMCA but that process never resulted in a formal panel. And Mexico continues to privilege its state-run electric utility and state-run oil and gas companies over American energy companies.

*If confirmed, what steps would you take to ensure that Mexico treats American energy companies fairly – including both those in the clean energy sector as well as the oil and gas sector?*

*Will you commit to early and substantive consultation with affected U.S. companies in the energy sector?*

**Answer: I share your concerns about Mexico's policies that unfairly favor Mexico's state-owned energy companies over American energy companies, undermine U.S.-produced energy, and raise serious concerns about Mexico's compliance with the USMCA. If confirmed, I will consult closely with Congress and affected stakeholders, including in advance of the USMCA Joint Review, to assess the impact of these policies on American energy companies and workers. I am committed to holding our trading partners accountable and, if confirmed, will press Mexico, including as part of the Review, to adhere to its commitments under the USMCA and will carefully consider further actions the United States could take to resolve this issue.**

#### **4. Western Hemisphere**

President Trump's "America First Trade Policy" memo calls for reviewing and revising existing trade agreements to benefit American workers – and businesses – and directs federal agencies to recommend trade measures to reduce migration at the border.

*How do the Central America-Dominican Republic Free Trade Agreement (CAFTA-DR) and USMCA fit into this puzzle?*

**ANSWER: In accordance with President Trump's America First Trade Policy, USTR will review existing United States trade agreements, including CAFTA-DR and the USMCA. USTR will coordinate a unified report to President Trump, which will include any recommendations regarding potential revisions to CAFTA-DR and the USMCA. This**

**review conducted in accordance with the presidential memorandum is an important opportunity to review the operation these trade agreements and ensure they are delivering for American workers, manufacturers, farmers, ranchers, entrepreneurs, and businesses.**

*As you review and update existing trade agreements like CAFTA-DR and USMCA, will you commit to working with me and my office on efforts, like the Americas Act, that grow opportunities in the Western Hemisphere for critical supply chains like semiconductors, textiles, footwear, medical devices, and other important sectors?*

**ANSWER: Consultations with members of both the Senate Finance Committee and the House Ways and Means Committee will be critical throughout my tenure as USTR. If I am confirmed, we will review and develop trade policies that secure critical supply chains in the Western Hemisphere.**

## **5. Agriculture's Place in Trade Debates**

We spend a lot of time in Congress arguing about the “right way” to pursue trade policy. But what sometimes gets lost in fights over trade philosophies is the effect these decisions have on Colorado family farmers and ranchers. We have spent over a decade working to improve access to the Mexican market for Colorado potato growers. We worked with the U.S. Trade Representative on this issue, and we’ve had some success. We should be careful not to squander achievements like these.

The most obvious hostage to be taken in any trade dispute is American agriculture, because other countries understand the importance of our agricultural industry.

*How do you plan to integrate concerns from Colorado family farmers and ranchers as you pursue negotiations with our trading partners?*

**Answer: If confirmed, I will use my authorities to collaborate with stakeholders from the agricultural community to ensure that President Trump's trade policy advances the interests of American farmers and ranchers, including those from Colorado.**

Potash, formally known as potassium oxide equivalent, is one of three key ingredients in fertilizer. The U.S. Geological Survey designates it as a critical material for its essential role in agriculture. The United States imported about 13 million tons of potash in 2023; 85 percent of this potash came from Canada, which maintains the world’s largest reserves (of around 1.2 billion tons). From 2019 to 2022, 77 percent of U.S. potash imports came from Canada, followed by 11 percent from Russia and six percent from Belarus.

Raising tariffs on Canadian potash, coupled with expected Canadian retaliation, will likely raise costs for Colorado farmers – and for American consumers who depend on them – and increase reliance on potash from Belarus and Russia, which are waging an illegal, unjustified, and unprovoked war on Ukraine.

Colorado's family farmers are already struggling with rising production costs. Raising input prices by imposing large-scale tariffs on Canada will hurt farmers and make U.S. agricultural exports less competitive in international markets.

*What steps will you take to prevent Colorado family farmers from becoming collateral damage in the Trump administration's trade dispute with Canada, particularly with regard to potash – for which there are limited alternative suppliers?*

**Answer: I understand the importance of potash to the agricultural industry. If confirmed, I will use USTR's authorities to collaborate with stakeholders from the agricultural community to ensure that President Trump's trade policy advances the interests of American farmers and ranchers, including those reliant on potash.**

## **6. Countries of Interest for Trade Negotiations**

*Which countries would you prioritize in potential trade negotiations either for broad market access agreements or more sectoral agreements?*

**Answer: Section 2(g) of the Presidential Memorandum "America First Trade Policy" instructs the USTR to explore opportunities for new market access for American exports. If confirmed, I will follow the President's instructions, but I cannot prejudge the outcome of the process. As appropriate, I will update the Committee on the policy outcomes produced by those processes.**

*Are there any specific countries in Latin America and the Caribbean that you would target for such negotiations? If so, are there specific sectors you would target for discussions with these countries?*

**Answer: Again, if confirmed, I will follow the President's instructions in section 2(g) of the Presidential Memorandum "America First Trade Policy," but I cannot prejudge the outcome of such process.**

*Would you continue the Biden administration's negotiations with Taiwan? What about the Biden administration's Indo-Pacific Economic Framework and Americas Partnership for Economic Prosperity?*

**Answer: If confirmed, I will follow the President's instructions in section 2(g) of the Presidential Memorandum "America First Trade Policy," but I cannot prejudge the outcome of such process.**

*In pursuing new trade agreements, how would you use the U.S.'s massive leverage to advance foreign policy, human rights, and other priorities? Could you give me examples in the case of negotiations with, say, India?*

**Answer: Human rights, labor, and environmental practices are extremely important. If confirmed, I commit to working with you and the rest of Congress to consider the trade implications of our trading partners' human rights, labor, and environmental practices.**

## **7. Congressional Consultation**

Your predecessor during the first Trump administration, Ambassador Robert Lighthizer, met House Democrats weekly during USMCA negotiations, and met frequently with members of this committee throughout his tenure.

*Will you commit to engaging the Senate Finance Committee members on a specific frequency?*

**Answer: I look forward, if confirmed, to meeting with the Senate Finance Committee as appropriate. I expect the frequency of these meetings will vary according to circumstances.**

*How do you define "consultation" with Congress?*

**Answer: If confirmed, I will consult with USTR's office of General Counsel to understand the term's specific legal definition.**

*Will you negotiate trade agreements in partnership with Congress?*

**Answer: If confirmed, I will consult with Congress on a range of issues, including on any new trade agreements being negotiated.**

*Do you commit to adjusting the goals and outcomes of negotiations because of the views of Congress to ensure that any resulting agreement has the support of Congress?*

**Answer: If confirmed, I will consult with Congress and solicit its input on issues of importance to my conversations with our trading partners.**

*Would you commit to not reinterpreting existing, Congressionally-approved trade agreements without seriously and substantively consulting Congress?*

**Answer: I intend to follow all consultation requirements proscribed by law, including those that pertain to previously negotiated agreements.**

## **8. China**

I understand that you support (1) revoking China's Permanent Normal Trade Relations status (which would put China in the same category as Cuba, North Korea, Russia, and Belarus and

subject all Chinese exports to much higher levies); (2) expanding the use of export controls on China; and (3) greater reviews of outbound investment into China, among other measures.

*In your view, what would such measures accomplish?*

**Answer: Section 3(d) of the Presidential Memorandum "America First Trade Policy" requires the USTR to review potential changes to China's PNTR status. I cannot prejudge the outcome of such a review.**

*How would you expect China to respond to such measures, particularly given that Chinese policymakers have in recent months assembled an extensive and actionable toolbox – backed by updated legal frameworks for export controls and list-based economic sanctions – to respond to U.S. and other actions to constrain trade and limit China's access to technology?*

**Answer: The Trump Administration and USTR will remain cognizant of China's potential response to our efforts to remedy unfair trading practices. It is inappropriate, however, for me to speculate about actions that may or may not be undertaken by Beijing in the future.**

*Are you concerned that China could catch the United States off guard by wielding these tools to retaliate quickly and decisively, with Chinese officials potentially willing to suffer through the impact on China's economy?*

**Answer: President Trump and the United States will not be "caught...off guard."**

## **9. Preference Programs**

The African Growth and Opportunity Act (AGOA) is critical to bolstering growth and raising standards in sub-Saharan Africa, as well as pushing back against China's growing influence in the region. This is particularly important given that investment from China is often opaque, enabling corruption and poor labor and environmental standards. But the longer we wait to reauthorize AGOA, the less time we give U.S. firms to make decisions to invest in sub-Saharan Africa. Waiting until the last minute will weaken AGOA's effectiveness.

*Would you commit to working with Congress on an AGOA reauthorization bill?*

**Answer: The Presidential Memorandum "America First Trade Policy" outlines a number of interagency processes that are pertinent to the Trump Administration's policy towards trade-relevant legislation, like AGOA. I cannot prejudge the results of those processes. However, if confirmed, as appropriate, I look forward to consulting with Congress on this issue.**

*What specific improvements to AGOA would you like to see?*

**Answer: I cannot prejudge the results of the processes required by the Presidential Memorandum.**

## **10. Trade and Technology**

U.S. science and technology leadership is one of our nation's greatest strengths. Trade rules on issues like digital trade and intellectual property protections – when properly designed and applied – can help us maintain that competitive advantage and ensure that American companies of all sizes can compete fairly in global markets.

*Please identify your key priorities in the digital trade space.*

**Answer: The digital economy is an area of U.S. strength and expanding U.S. exports in this sector is important to a growing economy. Advancing digital trade is a key objective of U.S. trade policy. If confirmed, I intend to consult with Congress and domestic stakeholders to ensure that our strategy advances U.S. competitiveness and technological leadership.**

*What role do you envision the USTR playing in advancing agreements on cross-border data flows?*

**Answer: With respect to any new agreements or updates to existing agreements with trading partners regarding digital trade provisions, USTR, in consultation with Congress, will play a leading role in advancing provisions that enhance U.S. leadership in this area. Similarly, if confirmed, I will examine new and existing barriers to digital trade.**

## **11. Approach to Tariffs Exemptions**

In previous tariff regimes applied by the first Trump administration, exemptions for certain products were granted without regard to company size. Should any tariff be imposed – whether on China, Canada, Mexico, the European Union, or others – entities will continue seeking to have their products or industries exempted from tariff duties.

*How do you anticipate creating a potential tariff exemption process? Are there particular categories of exemptions – such as infant formula – that you would consider providing as a matter of course?*

**Answer: In his first term, President Trump created some opportunities for importers to seek exclusion from various tariff actions. If confirmed, I look forward to discussing the issue you raise with the President and with Congress to ensure that tariff actions are fit for purpose.**

*In your view, how would you approach cross-border products that are being transferred between two entities belonging to the same corporate parent? How would tariffs on Mexico and Canada affect companies who have established footprints across North America?*

**Answer: Section 2(d) of the Presidential Memorandum "America First Trade Policy" instructs USTR to begin the public consultation process to review the USMCA agreement. The issue you have raised could be part of this review process. If confirmed, I will follow the President's instructions but cannot prejudge the outcome of such a review.**

## **12. Uyghur Forced Labor**



Chinese companies often seek to avoid tariffs and restrictions under the Uyghur Forced Labor Prevention Act (UFLPA) by shipping products made with Uyghur forced labor to third countries – including in Latin America and the Caribbean. These goods eventually make their way into the U.S despite the Uyghur Forced Labor Prevention Act (UFLPA).

*In your view, what additional resources does USTR need to enforce UFLPA, particularly with regard to the Western Hemisphere?*

**Answer: I take seriously the United States’ commitments to address forced labor under U.S. law, including the Uyghur Forced Labor Prevention Act (UFLPA). If confirmed, I am committed to using existing authorities and exploring new trade tools to combat forced labor.**

### **13. Generalized System of Preferences (GSP)**

Historically, the Generalized System of Preferences (GSP) has been a tool to bolster growth in developing countries by offering them increased access to our market. GSP long benefited American firms as well, supporting thousands of jobs in the United States. Unfortunately, since GSP expired in 2020, outdoor retailers like The North Face have paid a total of \$1.53 billion in duties on products that were once GSP-eligible. The program’s expiration continues to strain businesses of all sizes that are critical to my state’s economy.

*Would you commit to working with Congress on a bill to reauthorize the GSP, for which there is bipartisan support?*

**Answer: The America First Trade Policy Presidential Memorandum outlines a number of interagency processes that are pertinent to the Trump Administration’s policy towards trade-relevant legislation, like GSP. I cannot prejudge the results of those processes. However, if confirmed, as appropriate, I look forward to consulting with Congress on this issue, if requested.**

*What specific improvements would you like to see to the GSP?*

**Answer: Again, I cannot prejudge the results of the processes required by the Presidential Memorandum.**

### **14. Combating China’s Malign Influence at the World Trade Organization**

Over the past decade, China has made a mockery of World Trade Organization (WTO) rules, including by requesting dispute consultations over the clean energy tax credits we passed as part of the *Inflation Reduction Act*. The WTO dispute settlement is not imperfect, but it remains a

useful avenue for the United States to build a formal record of China's anti-competitiveness trade behavior – particularly if we were to improve WTO enforcement capabilities.

*How will you use the WTO to prosecute a case against China's blatant violation of international trade rules?*

**Answer: If confirmed, I will stand ready to use any and all tools at my disposal to respond to actions taken by any country that violate international trade rules or their commitments to the United States.**

*Do you believe the United States should remain a member of the WTO or seek to reform the body? Please explain your reasoning.*

**Answer: The WTO, in its current state, is deeply flawed. If confirmed, I will consult with the President and Congress on this issue.**

**Question for the Record submitted to Jamieson Greer from Senator Mark R. Warner (D-VA).**

Question 1:

President Trump has repeatedly indicated his desire to impose a 25, 50, or even 100 percent tariff on foreign-made semiconductors, specifically those produced in Taiwan. Ironically, while President Trump's stated purpose for the proposed tariffs on a critical U.S. ally is to help reshore the domestic semiconductor industry, the President has routinely criticized the historic investments made by the bipartisan *CHIPS and Science Act*, which provided \$52 billion to breathe new life into this industry in the U.S.

Thanks to the *CHIPS Act*, we've seen over \$450 billion in private investment in the semiconductor industry across 20 states helping to reshore critical technologies and creating 120,000 new jobs in the process. However, these are *long-term* investments, and basically all *current* leading-edge semiconductors including those vital to the buildout of artificial intelligence (AI) still come from Taiwan.

Let's be clear, across-the-board tariffs of up to 100 percent on chips produced in Taiwan would result in dramatic price increases for American businesses and consumers on everything from computers, smartphones, vehicles, medical equipment, and countless other essential items.

It's also hard to conceptualize a policy that would damage U.S. AI innovation – and drive large-scale AI deployment overseas – more than this proposal. It would also alienate a key ally in our strategic competition with China, which should be our primary focus as we examine our trade tools.

- Can you explain how – at a time when there’s insatiable global demand for leading-edge AI chips – it would help U.S. technology innovation by raising barriers to U.S. acquisition of these chips?

**Answer: In section 2(c) of the Presidential Memorandum “America First Trade Policy”, President Trump has directed the U.S. Trade Representative to review, and identify, “any unfair trade practices by other countries and recommend appropriate actions to remedy such practices.” Trade policies enacted by previous Administrations have resulted in significant obstacles to domestic production of semiconductors and "chips." USTR is already investigating China’s acts, policies, and practices related to targeting of the semiconductor industry for dominance under Section 301 of the Trade Act of 1974. If confirmed, I expect to continue this investigation.**

- Do you agree that the *CHIPS and Science Act* is working to reshore the domestic semiconductor industry, and will you advise President Trump to fully implement the law – including provisions that call on the U.S. and allies to improve subsidy transparency and take *multilateral* steps with allies to penalize countries like China that subsidize their semiconductor industry in illicit and opaque ways?

**Answer: Domestic policy is also extremely important to economic growth. During his first term, President Trump proved himself to be extremely capable in shepherding reforms to both domestic and foreign policies that benefitted all Americans. If confirmed, I look forward to working with the President and Congress on ways to improve the domestic semiconductor industry.**

- Right now, U.S. AI companies are envisioning investments in the tens and even hundreds of billions of dollars in new compute infrastructure, the single biggest expense item of which is often the GPUs that President Trump is proposing to tariff. At a time when foreign rivals are lining up capital to build competing compute infrastructure – thereby undermining U.S. compute leadership – can you walk me through why it makes sense to drive up the cost of U.S. digital infrastructure by 25 to 100 percent?

**Answer: The Presidential Memorandum "America First Trade Policy Presidential Memorandum" lays out a number of interagency processes for determining trade policy outcomes, including those relevant to U.S. digital infrastructure. I would not want to prejudge the results of any of those processes. However, I look forward to apprising you and the other members of the Committee of those policy outcomes, as appropriate.**

Question 2:

I have a keen interest in the U.S. – Africa commercial relationship. In recent years, I've had multiple conversations with the African diaspora in Virginia, State Department, and the head of the African Continental Free Trade Area regarding the need for increased trade between the U.S. and Africa.

I'm also deeply concerned about the growth of China's influence in the continent through investments like their Belt and Road Initiative. Currently, the U.S. – Africa trade relationship is just one-fifth the size of the China – Africa relationship. The U.S. lags China, Russia, and the UAE in foreign direct investment on the continent.

For years, the cornerstone of the U.S. – Africa commercial relationship has been the African Growth and Opportunity (AGOA), which sustains nearly 1.3 million jobs in Africa and has nearly doubled African exports to the U.S. over two decades.

As you know, AGOA is set to expire this year leaving the future of this program in doubt.

- Do you believe strengthening the U.S. – Africa trade relationship and peeling back the influence of China and Russian on the continent is a high priority for our national and economic security?

**Answer: Yes.**

- If confirmed, how do you plan to grow the U.S. – Africa trade relationship? Where do you see the opportunities to deepen our ties on the continent? How do you plan to prioritize the trade relationship with Africa?

**Answer: If confirmed, I look forward to collaborating with colleagues from across the administration to align the Trump Administration's trade policy towards Africa with U.S. economic and national security interests. I also anticipate that the processes outlined in the America First Trade Policy Presidential Memorandum will address the trade relationship with Africa. I cannot prejudge the results of those processes. If confirmed, however, as appropriate, I will apprise the committee of the policy outcomes produced by those processes, including those relevant to the U.S. – Africa trade relationship.**

- On AGOA, does the Trump administration plan to prioritize renewal as part of its legislative agenda? Overall, what are your views on AGOA? Do you have thoughts on how the program could be improved to bolster our trade relationship with the continent?

**Answer: The Presidential Memorandum "America First Trade Policy" outlines a number of interagency processes that are pertinent to the Trump Administration's policy towards trade-relevant legislation, like AGOA. I cannot prejudge the results of those processes. However, if confirmed, as appropriate, I look forward to consulting with Congress on this issue.**

- Are you concerned President Trump and Elon Musk's dismantling of USAID could hinder our ability to counter China's Belt and Road Initiative on the continent and make it more difficult to forge trade agreements?

**Answer: The office of the U.S. Trade Representative has no statutory role with respect to USAID or to foreign assistance policy. If confirmed, I look forward to working on issues that the Office of the U.S. Trade Representative has statutory roles in addressing.**

Question 3:

As Co-Chair of the Senate India Caucus, I've spent a lot of time during my Senate tenure helping further the important and strategic bilateral relationship between India and the U.S.

On the trade front, I have pushed multiple administrations to prioritize the advancement of this relationship – whether it is a comprehensive trade agreement or one with a more limited scope. Being able to resolve outstanding barriers and support American businesses in overcoming market access issues in India is all incredibly important.

The Biden administration achieved some success in growing market access in India, particularly in getting India to remove retaliatory tariffs on turkeys, apples, and a few other agricultural products. However, many other existing disputes remain unresolved.

- *If confirmed, how do you plan to prioritize the U.S. – India trade relationship? What do you see as some realistic trade objectives for the U.S. to pursue with respect to India?*

**Answer: If confirmed, I look forward to collaborating with colleagues from across the administration to align the Administration's trade policy towards India with U.S. economic and national security interests. I cannot prejudge the results of that collaborative process. However, if confirmed, I look forward to apprising members of the Committee of the results of that process, at the appropriate time.**

- *Do you believe strengthening our trade relationship with India is a critical national economic and national security priority? How can we incentivize our Indian counterparts to be more willing trade partners?*

**Answer: There is no doubt that India continues to enforce trade barriers on a wide range of U.S. products. Addressing the trade imbalance between our countries is critical. If confirmed, I will work with you, and the Congress, to open further market access by using all appropriate trade tools available.**

Question 4:

I'm deeply concerned by China's control of supply chains for critical minerals. China's control of much of the market for these minerals and other rare earth elements – combined with the exponential growth in demand that is expected in the coming years – is particularly alarming.

China has spent years tightening their grip on the world's supply of key critical materials– from controlling the mines where these materials are located *and* the infrastructure to process these materials.

China has also taken steps – as recently as earlier this week – to limit U.S. access to certain critical minerals and materials utilizing export controls. At other times, China has flooded the market with various minerals and materials to discourage investment in domestic supply chains.

While I agree with many of my colleagues that we need to address barriers to extracting critical minerals in the U.S. to develop a domestic supply chain, we are not going to be able to source every needed material in the country.

To address this issue, we need a comprehensive strategy that includes multilateral engagement with our allies across the globe to ensure we are not reliant on China for these critical materials.

- *If confirmed, how do you plan to address U.S. reliance on China for critical minerals, rare earth elements, and other critical materials? How can we better leverage our trade relationships to reduce our dependence on China and build stronger and more resilient supply chains?*

**Answer: Sections 3(a) through 3(d) in the Presidential Memorandum "America First Trade Policy" instruct USTR to comprehensively evaluate America's economic relationship with China. While I cannot prejudge the results of this process, if confirmed, I will ensure that a review of our critical mineral supply chains is a part of this process.**

- *Do you agree that it will take a multilateral effort to shift critical mineral supply chains (extraction, processing, and refining) outside of China? Do you believe President Trump's attacks on trade allies, including Canada and Mexico, makes it more difficult to work with our allies to achieve this goal?*

**Answer: The President has not imposed tariffs on Canada or Mexico. He has, however, raised tariffs on China.**

**Policy questions at the intersection of trade policy and America's relationship with the People's Republic of China will be addressed through the interagency processes described in the Presidential Memorandum on America First Trade Policy. I cannot prejudge the results of those processes. However, if confirmed, I look forward to apprising the Committee of the policy outcomes produced by those processes.**

- *You've raised the possibility of pursuing sector-specific trade agreements with nations. Do you plan on pursuing sector-specific agreements focused on critical minerals? If so, which countries do you plan to prioritize?*

**Answer: The question of what sectors and countries to prioritize during trade negotiations is an important one. Section 2(g) of the Presidential Memorandum "America First Trade Policy" instructs USTR to "identify countries with which the United States can negotiate agreements on a bilateral or sector specific basis..." If confirmed, I will ensure that access to critical minerals is a consideration in this process.**

#### **Question 5:**

As you know, Virginia is a top poultry producing state, consistently ranking in the top ten nationally in both broilers and turkeys.

Unfortunately, the poultry industry has faced numerous challenges in recent years amidst one of the worst outbreaks of avian influenza to hit the U.S., and it doesn't appear we're close to eliminating this disease. I believe we're going to need a new approach if we're going to overcome this scourge.

I understand the United States Department of Agriculture (USDA) has primary responsibility for negotiating with our trading partners on avian influenza and health certificates, but I think USTR could play a more significant role in a coordinated plan to negotiate updated trade deals that reflect the potential need to vaccinate our poultry and livestock in the hope that we can eliminate avian influenza.

*How will you work with USDA and this Committee to ensure our domestic poultry growers maintain access to the global marketplace? Will you commit to ensuring our trading partners follow through on their commitments on poultry? Will you work to ensure stronger protections for our poultry growers in future trade agreements?*

**Answer: Sections 2(c) and 2(g) of the Presidential Memorandum "America First Trade Policy" instruct USTR to identify unfair barriers limiting exports, as well as new opportunities for American exports. If confirmed, I will commit to working with the**

**Congress and other relevant agencies to pursue policies that not only maintain, but expand export markets for U.S. agricultural products.**

**Question for the Record submitted to Jamieson Greer from Senator Whitehouse.**

Question 1:

To be fully transparent, I despise Investor-State Dispute Settlement (ISDS), as a sink of unfair special-interest power damaging to national security and the public interest. During the first Trump administration, you were involved in negotiating the United States-Mexico-Canada Agreement (USMCA), which eliminated ISDS with respect to Canada and significantly limited it with respect to Mexico, reducing the incentives it provided to outsource American jobs. *Would you support building on this achievement from USMCA by leaving out ISDS from any future trade agreements?*

**Answer: As you know, USMCA comes up for a joint review every six years. By statute that review will begin on July 1, 2026. If confirmed, I look forward to working with you, this Committee, and Congress on ISDS and other investment-related issues in USMCA.**

**Questions for the Record submitted to Jamieson Greer from Senator Warren.**

Question 1: Will you commit to recuse yourself from all particular matters involving your former clients and employers for at least four years?

**Answer: If confirmed, I will follow all ethics rules and regulations required by law.**

Question 2: Will you commit to divest from any privately owned assets that will be directly impacted by your decisions in government?

**Answer: If confirmed, I will follow all ethics rules and regulations required by law.**

Question 3: Will you commit to not seeking employment or board membership with, or another form of compensation from, a company that you regulated or otherwise interacted with while in government, for at least four years after leaving office?

**Answer: If confirmed, I will follow all ethics rules and regulations required by law.**

Question 4: Will you commit to not lobbying any part of your agency for at least four years after leaving office?

**Answer: If confirmed, I will follow all ethics rules and regulations required by law.**

Question 5: Tariffs are an important tool, and members of the incoming Trump Administration have floated many different ideas. What is your view on how the U.S. can make the best strategic use of tariffs?

**Answer: I agree with you that tariffs are important tools. The President has directed USTR, along with other agencies, to assess the causes and consequences of our persistent and massive trade deficit, and to consider the advisability of imposing tariffs as one way to**



**address this issue. If confirmed, I will follow the President's instructions and study this matter.**

Question 6: What is your view on the purpose of tariffs— is their function to promote domestic industry, to raise revenue, or to induce behavior change in our trade partners?

**Answer: Historically, tariffs have been used to pursue each of these goals. As the President has noted, the U.S. government was previously primarily funded by tariff revenues. For example, during the Biden administration, tariffs were imposed on Chinese electric vehicles in order to support domestic manufacturers.**

- b. For any tariffs the administration would apply as a means to raise revenue, please confirm which tariffs will be permanent and how much revenue you expect them to raise.

**Answer: If confirmed, I will consult with the Committee on this issue.**

- a. Will these tariffs be used to pay for extensions of the Trump tax cuts?

**Answer: It is inappropriate for me to speculate on what actions may or may not be taken by Congress.**

B. For any tariffs the administration would apply to change a foreign government's behavior, please state your specific negotiating objectives. Would these tariffs be used for leverage in trade negotiations, or to coerce broader policy changes by foreign countries? Will American companies and workers be affected by the unpredictable revocation of tariff increases if and when foreign governments change their behavior?

**Answer: If confirmed, I look forward to working with you and the rest of Congress on ways to ensure that Americans are treated fairly, and will seek to eliminate practices that discriminate against or otherwise block market access to our goods, and force American workers and firms to compete against foreign companies that engage in unfair practices.**

C. If the primary objective is to protect domestic industry, please describe how, in your view, tariffs can best be employed to protect domestic industry and workers. How will you identify and prioritize critical sectors in which to boost manufacturing?

**Answer: Section 2(c) of the Presidential Memorandum "America First Trade Policy" instructs USTR to evaluate foreign unfair trading practices—including those that may harm American workers—and identify remedies to these practices. If confirmed, I will follow the President's directive.**

D. Other objectives? If so, please describe.

**Answer: Please see the Presidential Memorandum "America First Trade Policy" for a list of the President's trade objectives.**

E. If a single set of tariffs is meant to achieve multiple objectives, what is your strategy for balancing those objectives?

**Answer: If confirmed, I will follow the directives outlined in the Presidential Memorandum "America First Trade Policy."**

F. What tools other than tariffs do you think are critical to advance the economic and national security of the United States?

**Answer: There are many, but within the remit of the office of USTR, one of the most powerful is ensuring that the agreements we are already party to are enforced. An agreement is only as good as its enforcement mechanism, and ensuring that countries are abiding by the terms we agreed to is critical.**

G. What do you expect will be the impacts on working Americans of any foreign retaliation to U.S. tariffs?

**Answer: Americans are already experiencing the costs and consequences of unfair trading practices. Undertaking actions to change the status quo neither justify nor will necessarily inspire retaliation by foreign nations. If confirmed, I look forward to engaging with you on specific market access priorities and helping to protect our producers against potential retaliation.**

Question 7: What, if anything, distinguishes your views on trade and the goals and functions of USTR from those of former Robert Lighthizer, for whom you served as Chief of Staff?

**Answer: I am proud to have served as Chief of Staff for Ambassador Lighthizer, and we agree on many things. I would note that one thing we certainly agree on is that America should be a country of producers. We also agree that trade policy should promote Americans' ability to work in good paying jobs producing goods and services.**

Question 8: Do you plan to pursue new trade deals and, if so, do you support Trade Promotion Authority (Fast Track)?

**Answer: Section 2(g) of the Presidential Memorandum "America First Trade Policy" directs USTR to "identify countries with which the United States can negotiate agreements on a bilateral or sector-specific basis obtain market access for American workers..." If confirmed I intend to follow this directive and consult with Congress as appropriate.**

Question 9: Experts have found that tax cuts during President Trump's first administration encouraged offshoring of pharmaceutical production outside the United States. The President recently stated that the administration is now considering new tariffs in the pharmaceutical sector to increase U.S. production, but do you agree that tax policy changes could be an alternative tool?

**Answer: During his first term, President Trump demonstrated tremendous talent in creating meaningful economic growth for all Americans. His economic and national security policies—including tax policy—resulted in the fastest growth of real wages in decades. I have every confidence in President Trump's ability to negotiate effective tax policy that benefits all Americans.**

Question 10: Will you recommend that President Trump's tariffs include an exclusion process to exempt certain importers or imported products from tariffs?

**Answer: During his first term, President Trump created exclusion processes for various tariff related actions. If confirmed, I look forward to discussing the issue in greater depth.**

A. If so, what are the criteria and processes for obtaining exclusions, and how will you advise against permitting the rampant corruption that occurred in the exclusion process during the first Trump Administration?

**Answer: Again, if confirmed, I look forward to discussing the issue in greater depth.**

B. Will you recommend that the president implements a transparent and objective process that protects America's small businesses and workers? If so, what specific recommendations will you make to achieve that outcome?

**Answer: I understand that there were significant bipartisan concerns from Committee members about the previous Administration's lack of transparency. If confirmed, I intend to work collaboratively and transparently with the Committee and its staff on trade related issues.**

Question 11: Last year, I asked the Department of Homeland Security and the Treasury Department to make use of their statutory authority to eliminate the de minimis exemption for e-commerce shipments. The exemption as it currently exists allows fentanyl to be shipped in small packages from China into the U.S. Do you support eliminating the de minimis exemption?

**Answer: Section 2(i) of the Presidential Memorandum "America First Trade Policy" instructs Treasury and others to review the impacts of the de minimis exemption in consultation with USTR. If confirmed I will follow the President's directive.**

How do you plan to address dominance of corporate interests on trade advisory committees?

**Answer: If confirmed, I look forward to working with Congress and all of our stakeholders on recommendations for the composition of our trade advisory committees.**

Will you commit to a major renegotiation of USMCA? If so, what would your primary goals be in such a renegotiation?

**Answer: Section 2(d) of the Presidential Memorandum instructs USTR to begin the review process of USMCA. I cannot prejudge the outcome of such a review, but, if confirmed, I will follow the President's directive and consult with the public and Congress.**

Question 12: The Trump Administration negotiated USMCA, which included digital trade rules that helped big tech try to evade congressional oversight and bypass domestic tech regulations. Congress has since enacted strict bans on flow of data with respect to certain countries, and some states have enacted right to repair laws. Do you support the Biden Administration's updates to digital trade policy to align with U.S. tech policy?

**Answer: USMCA digital trade rules have not prevented Congress, nor the Administration, from adopting measures to ensure that our essential security and legitimate public policy objectives are met. I support reasserting U.S. leadership on digital trade. If confirmed, I will work with Congress and all U.S. stakeholders to ensure that U.S. competitiveness is advanced in the digital space, while ensuring that essential security needs are protected.**

Question 13: You were part of an important improvement in sovereignty and protection of rule of law by getting rid of Investor-State Dispute Settlement with Canada and reducing it with Mexico. Will you commit to revisiting ISDS in existing trade agreements and BITs?

**Answer: Answer: If confirmed, I will look forward to working with you, this Committee, and Congress on ISDS and other investment-related issues in USMCA and other agreements, as appropriate.**

Question 14: Do you agree that maintaining domestic investments is essential alongside tariffs and trade policy to strengthen the American economy?

**Answer: I agree that domestic policy is an important component of growing our economy. During his first term, President Trump showed tremendous prowess in improving our domestic policies to significant grow our economy and increase real wages for all Americans.**

Question 15: USTR employs many dedicated career civil servants, whose employment is not tied to one political party or president. President Trump has proposed sweeping cuts to the career civil service. What are your views on Schedule F and the importance of career civil service at USTR?

**Answer: I was proud to serve as Chief of Staff in President Trump's first term. In that time, I have come to know the career staff of USTR. They are some of the most effective negotiators and talented lawyers in any government in the world. I intend to empower them to serve the national interest and draw upon their expertise in order to execute President Trump's trade agenda.**

Question 16: Trade agreements that lack enforceable labor and environmental standards enable companies to gain an unfair competitive edge by exploiting workers and skirting environmental responsibilities. Will you commit to ensuring that all future trade agreements include binding and enforceable labor and environmental standards to prevent unfair competition and promote sustainability?

**Answer: This is something that I think is extremely important. If confirmed, examining the labor and environmental practices of parties to potential agreements is something I will take seriously.**

Question 17: Do you support renewing Trade Adjustment Assistance (TAA)? Additionally, would you withhold your support from proposals for renewal of unilateral trade preference programs without renewing TAA?

**Answer: If confirmed—and requested to do so by Congress—I look forward to providing technical assistance on potential TAA and other trade-related legislation, as appropriate.**

Question 18: What is your opinion on Carbon Border Adjustment Mechanisms (CBAMs) and would you consider implementing any such measure if confirmed?

**Answer: If confirmed, I will—if requested—provide technical assistance to Congress on legislation that impacts tariffs and other trade matters, as appropriate.**

Question 20: Strong enforcement mechanisms are essential to ensure that labor, environmental, and trade rules are upheld. Without enforcement, agreements fail to deliver their intended benefits. Will you make enforcement of labor, environmental, and trade provisions a top priority, so American workers and businesses are not undercut by bad actors?

**Answer: Yes. If confirmed, I will act to ensure that all of our trading partners are abiding by their obligations to the United States—including labor and environmental obligations—so that the interests of American workers and businesses are protected**

**Question for the Record submitted to Jamieson Greer from Senator Sanders.**

Question 1: The U.S.-Mexico-Canada Agreement (USMCA) included some modest wage and rules-of-origin requirements for the automotive industry, as well as a facility-specific labor enforcement system called the Rapid Response Mechanism (RRM). Will you commit to using the RRM mechanism to strengthen labor enforcement and make employers agree to fair contracts with workers?

**Answer: The RRM has been an effective tool in leveling the playing field for American workers, ensuring that facilities in Mexico cannot gain an unfair advantage by violating workers' rights to freedom of association and collective bargaining. If confirmed, I intend to continue to utilize the RRM to its fullest potential.**

Question 2: As we approach the USMCA six-year review: will you commit to increase the wage requirements for automotive workers and the rules-of-origin requirements for automotive parts to protect American workers and ensure they do not compete against starvation wages?

**Answer: Section 2(d) of the Presidential Memorandum "America First Trade Policy" instructs USTR to begin the statutory review process of USMCA. If confirmed, I will ensure that labor and rules-of-origin are part of this review.**

Question 3: Under USMCA, the tariff for autos that do not meet the wage or rules-of-origin requirements is just 2.5 percent, which means many companies just pay the tariff. Will you commit to seeking to raise that tariff as part of the USMCA review?

**Answer: If confirmed, I will ensure this issue is part of the review process.**

Question 4: For decades, USTR has gone to bat for Big Pharma around the world, pushing for stronger patent protections that drive up prescription drug prices at the expense of public health. Only very recently has USTR announced the United States will no longer bully countries that stand up to Big Pharma. Will you commit that as USTR you will continue this policy and not push developing countries into adopting stronger patent or other intellectual property protections that interfere with public health?

**Answer: If confirmed, I will work to ensure that Americans are able to access the pharmaceuticals they need, and will look into any trade practices that may be an obstacle.**

Question 5: One of my biggest concerns is that the United States is rapidly moving toward an oligarchic form of society. While tariffs can be a tool to protect good paying jobs in America, unfairness or corruption in their implementation undermines that goal and benefits powerful vested interests. A study from Lehigh University found that during the first Trump Administration, companies that gave money to Republicans were more likely to receive tariff exemptions than companies that supported Democrats. What will you do to ensure that the tariff exemption and other processes do not become just another area for corruption?

**Answer: During his first term, President Trump created exclusion processes for various tariff related actions. If confirmed, I look forward to discussing the issue in greater depth.**

Question 6: Will you commit to publish any and all tariff exemption or delay decisions, with the specific companies affected and the justification for the exemptions?

**Answer: I understand that there were significant bipartisan concerns from Committee members about the previous Administration's lack of transparency. If confirmed, I intend to work collaboratively with the Committee and its staff on trade related issues.**

Question 7: Given Vermont's deep economic ties with our Canadian neighbor, President Trump's unilateral 25 percent tariffs on Canada will substantially increase costs for working people in my state. While President Trump has temporarily paused these tariffs, how will you track the impact of these arbitrary tariff threats on states like Vermont, and what steps will you take to mitigate those impacts?

**Answer: I believe U.S. trade policy is an important tool for advancing the interests of all Americans. If confirmed, I look forward to engaging with stakeholders, including those from Vermont, throughout the trade policy making process.**

Question 8: President Trump justified his unilateral 25 percent tariffs on Canada as being linked to migration and drugs, but just 0.2 percent of fentanyl seizures and 1.5 percent of migrant encounters take place at the Canadian border. Do you believe that we should enact across the board 25 percent tariff on Canada?

**Answer: The migration crisis and opioid epidemic are tragedies that should never have occurred. I support the President doing whatever it takes to address them, and I trust his judgment.**

Question 9: Can you explain how increasing the prices Vermonters pay for clean hydro-electricity helps combat fentanyl trafficking?

**Answer: Again, I support President Trump doing whatever is necessary to address the opioid epidemic, and I trust his judgment.**

Question 10: Vermont depends on Canadian sources of electricity for which there is no immediate U.S. substitute and would be badly affected by President Trump's across-the-board tariffs. Will you commit to exempt electricity from any tariffs on Canada?

**Answer: If confirmed, I look forward to engaging with you on issues related to Vermont.**

Question 11: I have heard from many constituents who cannot access the prescription drugs they need because of drug shortages. Some generic drug companies sell products at profit margins of 10 percent or less – in this context, a tariff of 25 percent could cause generic producers to exit the market, leading to shortages. Will you ensure that tariffs are not imposed on generic drugs?

**Answer: If confirmed, I will work to ensure that Americans have access to the medicines they need, and that critical supply chains are not disrupted by an overreliance on foreign manufactures not subject to American standards of production.**

Question 12: Investor State Dispute Settlement (ISDS) provisions in our old trade agreements let corporations sue governments in front of private tribunals made up of corporate lawyers, and can lead to outrageous settlements. As you correctly pointed out in our meeting, these provisions also incentivize companies to offshore American jobs. Will you oppose the inclusion of ISDS provisions in any new trade agreements?

**Answer: If confirmed, I look forward to working with you and Congress on this issue.**

Question 13: In recent years, Congress has passed legislation forbidding data brokers from moving Americans' data to certain nations and requiring cloud storage contractors store certain data only domestically. In addition, 42 states including Vermont have passed more than 100 right-to-repair, child online safety, and other bills relating to data privacy. Will you commit not to internationally preempt these U.S. federal and state domestic policies with any "digital trade" terms in trade agreements?

**Answer: The digital economy is an area of U.S. strength and expanding U.S. exports in this sector is important to a healthy economy and a key objective of U.S. trade policy. My focus is on expanding opportunities for U.S. companies and working to address the actions of foreign governments that discriminate against U.S. companies. If confirmed, I will consult**

**with Congress and domestic stakeholders to develop digital trade provisions that are consistent with U.S. law.**

Question 14: In addition to not enacting new digital trade rules that undermine our domestic sovereignty to regulate data security and competition, will you also commit to removing any digital trade terms in existing trade agreements that may threaten to international preempt and undermine our domestic data security and privacy and other digital policies from the USMCA during its mandatory six-year review and renegotiation?

**Answer: If confirmed, I will ensure that U.S. trade agreements support, rather than undermine, domestic policies on data security, privacy, and competition. During the upcoming mandatory review of the USMCA, I will review all provisions, including those related to digital trade, and ensure that they align with U.S. interests and laws.**

Question 15: Do you support the use of carbon border adjustment mechanisms (CBAMs) to prevent countries with lower wages and environmental standards from undercutting American producers who are held to higher standards?

**Answer: The digital trade provisions in the USMCA digital trade chapter were developed in close consultation with Congress and have been an important tool for advancing U.S. competitiveness in the digital economy. If confirmed, I will consult with Congress and other stakeholders to ensure these issues are included in the USMCA review process.**

**Question for the Record submitted to Jamieson Greer from Senator Warnock.**

Question 1: I am concerned about the potential harms that broad-based, untargeted tariffs will have on the cost of prescription drugs and medical devices. I frequently hear from Georgians about the consequences that drug shortages have on their ability to access timely and affordable health care. I'm also very concerned that President Trump's proposed tariffs, particularly on Canada and Mexico, but also potential tariffs on the European Union, will lead to increased health care costs for Georgia.

- Do you expect prescription drug and medical device prices to increase because of President Trump's proposed tariffs?

**Answer: No.**

- Can you commit that prescription drug and medical device prices will not increase as a result of President Trump's proposed tariffs?



**Answer: If confirmed, I will work to ensure that Americans have access to the medicines they need, and that critical supply chains are not disrupted by an overreliance on foreign manufactures not subject to American standards of production.**

- If confirmed, how would you ensure Americans aren't harmed by increased prescription drug and medical device prices because of tariffs?

**Answer: Again, If confirmed, I will work to ensure that Americans have access to the medicines they need, and that critical supply chains are not disrupted by an overreliance on foreign manufactures not subject to American standards of production.**

Question 2: Canada and Mexico are our country's two largest trading partners, and Georgia farmers rely on access to them as key export markets. President Trump's threatened 25 percent across-the-board tariffs on Canada and Mexico invites retaliation against Georgia farmers who just want to sell their goods to these markets. During the last Trump trade war, retaliatory tariffs cost Georgia farmers nearly \$100 million.[\[4\]](#)

- What do you expect the effect of President Trump's proposed tariffs will be on Georgia farmers?

**Answer: If confirmed, I will use USTR's authorities to collaborate with stakeholders from the agricultural community to ensure that President Trump's trade policy advances the interests of American farmers and ranchers.**

- Do you expect President Trump's proposed tariffs to have a negative economic effect on Georgia farmers?

**Answer: Again, if confirmed I will work closely with the agricultural community to ensure the President's trade policies advance the interests of American farmers and ranchers.**

If confirmed, how would you ensure these proposed tariffs do not escalate into a retaliatory trade war?

**Answer: Our farmers and ranchers are the best in the world and deserve fair and reciprocal access to global markets. If confirmed, I look forward to engaging with you on specific market access priorities and helping to protect our producers against potential retaliation.**

- If confirmed, how would you ensure farmers are able to get their products access to international markets, particularly in countries that retaliate?

**Answer: Section 2(g) of the Presidential Memorandum "America First Trade Policy" instructs USTR to identify new market access opportunities for American products. If confirmed, I will ensure that agricultural products are part of this process.**

Question 3: The African Growth and Opportunity Act (AGOA) strengthens ties between the United States and Sub-Saharan Africa through free trade and promotes sustainable economic

growth, human rights, and democracy. I believe that Congress must take action to reauthorize this critical program, especially to counter China's growing influence in the continent.

- How do you think Congress should be thinking about AGOA as we consider policies to reauthorize it?

**Answer: The Presidential Memorandum "America First Trade Policy" outlines a number of interagency processes that are pertinent to the Trump Administration's policy towards trade-relevant legislation, like AGOA. I cannot prejudge the results of those processes. However, if confirmed, as appropriate, I look forward to consulting with Congress on this issue.**

- What would you recommend Congress include in an AGOA reauthorization?

**Answer: Again, I cannot prejudge the results of the processes required by the Presidential Memorandum.**

- Do you believe that trade agreements, like AGOA, can be a useful tool to combat China's influence, while promoting economic growth, human rights, and democracy?

**Answer: Yes.**

- If we withdraw from our investments in Africa, do you believe it is likely that China will fill the vacuum?

**Answer: It is inappropriate for me to speculate on hypotheticals.**

If confirmed, do you commit to working with Congress to reauthorize AGOA?

**Answer: If confirmed I will, as requested and appropriate, provide technical assistance to Congress on trade related legislation, including potential AGOA reauthorization.**

Question 4: U.S. peanut exports have struggled for several years, particularly with access to the European Union (EU) where we now export fewer peanuts than we did in the 1980s. Even though U.S. peanut growers are subject to stringent aflatoxin testing by the USDA to assure our peanuts are safe to enter the food supply, the EU requires expanded testing for U.S. peanut imports, selecting 20% of U.S. shipments for additional testing. These requirements are far more extensive for the U.S. than for competitors, including China, and are costing the U.S. peanut industry hundreds of millions of dollars each year.[\[5\]](#)

- If confirmed, will you review and help resolve the EU peanut testing issue?

**Answer: If confirmed, I will review the EU's aflatoxin testing requirements and work to resolve discriminatory barriers that unfairly disadvantage U.S. peanut exporters.**

- If confirmed, will you keep our committee apprised on the progress with this issue and provide a briefing, upon request?

**Answer: Yes.**

Question 5: The agricultural trade deficit is expected to reach over \$45 billion in fiscal year 2025. Low-priced imports of seasonal and perishable fruits and vegetables from Mexico and other Latin American countries have significantly contributed to that deficit and caused widespread harm to produce growers in Georgia and other areas of the country.[\[6\]](#)

- If confirmed, will you work with me and my colleagues, including in the upcoming United States-Canada-Mexico Agreement (USMCA) renegotiation, to help stem these growing import levels and keep our produce farmers in business?

**Answer: If confirmed, I will ensure this matter is included in the USMCA review required by statute and section 2(d) of the Presidential Memorandum "America First Trade Policy."**

Question 6: President Trump mentioned sectoral agreements in the America First Trade Policy memorandum.[\[7\]](#)

- Can you elaborate on what type of trade agreements may be a priority and how you plan to work with Congress to advance this agenda?

**Answer: As you noted, Section 2(g) of the Presidential Memorandum "America First Trade Policy" directs the United States Trade Representative to "identify countries with which the United States can negotiate agreements on a bilateral or sector-specific basis to obtain export market access for American workers, farmers, ranchers, service providers, and other businesses and to make recommendations regarding such potential agreements." If confirmed, I intend to vigorously pursue new market access opportunities for American exports and I would appreciate hearing from you and your colleagues in Congress on what opportunities would be most meaningful for your constituents.**

Question 7: Entry Type 86 shipments constitute a large share of low-value imports into the United States.[\[8\]](#)

- How do you plan to account for the extra resources needed to inspect these shipments?

**Answer: Section 2(i) of the Presidential Memorandum "America First Trade Policy" instructs Treasury and others to review the impacts of the de minimis exemption in consultation with USTR. If confirmed I will follow the President's directive.**

- What measures will you implement to reduce the volume of non-compliant low-value imports while maintaining the continued flow of compliant low-value imports?

**Answer: Again, If confirmed, I will follow the President's instructions under section 2(i).**

Question 8: Targeted tariffs for critical technology have worked to level the playing field for Georgia's advanced manufacturers. As someone who worked on the Section 201 solar safeguard during the last Trump administration, you are aware that China uses large-scale industrial subsidies to attempt to drive Georgia solar manufacturers out of business with a flood of cheap

imports. The current Section 201 safeguard for solar will expire next year.[\[9\]](#) Georgia's solar manufacturers deserve consistent protection from China's predatory trade practices.

- How can we level the playing field for Georgia's manufacturers who are impacted by China's industrial policy?

**Answer: Domestic production of energy products is critical for our economic and national security. In section 2(c) of the Presidential Memorandum "America First Trade Policy", President Trump has directed the U.S. Trade Representative to review, and identify, "any unfair trade practices by other countries and recommend appropriate actions to remedy such practices." As a sector under siege from China's non-market policies and practices, solar panels may stand to benefit such a review.**

- Should the Trump administration continue tariff protections for domestic solar manufacturers? If so, how?

**Answer: If confirmed, I will ensure this matter is considered as part of the 2(c) review process.**

Question 9: Class I medical devices, such as prescription eyewear, are considered by the FDA as 'medically necessary' and typically are excluded from the Section 301 tariffs given their low propensity for intellectual property theft from foreign adversaries. However, USTR's limited exclusion process has provided preferential treatment to certain devices and not others, creating uncertainty and economic instability in the medical device industry.[\[10\]](#)

- What can USTR do to ensure that there is parity between the FDA classification system and USTR's exemption process?

**Answer: In his first term, President Trump created some opportunities for importers to seek exclusion from various tariff actions. If confirmed, I look forward to discussing the issue you raise with the President and with Congress to ensure that tariff actions are fit for purpose.**

- What can Congress do?

**Answer: If confirmed, I will consult with the Committee on this issue.**

Question 10: The Generalized System of Preferences (GSP) lapsed at the end of 2020 and the African Growth and Opportunity Act (AGOA) and the Haiti HOPE/HELP programs expire this September. As American companies diversify their supply chains, we can better leverage these programs to shift production away from China and reduce the influence China has on these countries. Leaving AGOA and Haiti HELP/HOPE in limbo will lead to similar uncertainty for American businesses.

- Can you confirm the Trump administration's support for the renewal of AGOA?

**Answer: Again, the Presidential Memorandum "America First Trade Policy" outlines a number of interagency processes that are pertinent to the Trump Administration's policy**

**towards trade-relevant legislation, like AGOA. I cannot prejudge the results of those processes. However, if confirmed, as appropriate, I look forward to consulting with Congress on this issue.**

- Can you confirm the Trump administration's support for the renewal of Haiti HOPE/HELP?

**Answer: Again, I cannot prejudge the results of the processes required by the Presidential Memorandum.**

Question 11: Regardless of the Administration, the FDA's response to drug and product shortages has focused on importation of non-FDA approved products, including from places like China. The FDA had discounted the ability and desire of domestic manufacturers to step in to fill voids. This is particularly troublesome when the nation is faced with a crisis, such as lack of PPE during the COVID response or fluid shortages during the Hurricane Helene recovery.[\[11\]](#)

- Do you plan to prioritize for immediate review the US companies that step forward in crisis? If so, how will you do that?

**Answer: Again, If confirmed, I will work to ensure that Americans have access to the medicines they need, and that critical supply chains are not disrupted by an overreliance on foreign manufactures not subject to American standards of production.**

- How are you evaluating the potential impact of tariffs to critical medical supplies that don't have, or don't yet have, domestic or other sourcing for their raw materials?

**Answer: If confirmed I look forward to working with the Committee on this matter.**

Question 12: Digital trade is an important part of our economy and forms the foundation for many of the devices, platforms, and technologies we interact with in a global economy. More specifically, it is the safe and secure flow of data across borders enabled by digital trade agreements that has helped US companies improve products and services, enter new markets, and compete globally in the 21st Century. Digital trade has historically been a place for bipartisan cooperation, helping fuel innovation in the US and reducing transaction costs for businesses large and small. USTR will play a leading role in furthering digital trade policies, as well as leading broader trade negotiations in consultation with Congress.

- If confirmed, will you pursue robust digital trade negotiations with our trading partners, either multilaterally or bilaterally, and work with Congress to ensure that our digital economy continues to grow?

**Answer: The digital economy is an area of U.S. strength and expanding U.S. exports in this sector is important to a healthy economy and a key objective of U.S. trade policy. If confirmed, my focus will be on expanding opportunities for U.S. companies and working to address the actions of foreign governments that discriminate against U.S. companies. If**

**confirmed, I will consult with Congress and domestic stakeholders to develop digital trade provisions to advance U.S. competitiveness and technological leadership.**

Question 13: The European Union represents a significant market for U.S. raw wood products, as it faces a significant deficit of both hardwood and softwood fiber due to wildfires, droughts, tree losses, slower growth, and strong demand. The war in Ukraine and the subsequent ban on Russian wood imports into the EU have further exacerbated this shortage. This situation presents a key opportunity for the U.S. to significantly reduce our trade deficit with the EU and establish a permanent market for U.S. wood products. However, in 2020, the European Union banned the use of a previously approved fumigant for treating U.S. logs exported to the EU, effectively blocking exports of raw wood products while countries like Brazil, Uruguay, Argentina, and South Africa expand their market share. Today, this remains one of the most significant trade barriers affecting U.S. raw wood exporters, who have already suffered substantial economic harm and job losses due to these sanitary and phytosanitary non-tariff market barriers into the EU. Allowing this restriction to continue risks further decline, job losses, and a decrease in land value.

- If confirmed, will you commit to working with me and my office to elevate EU market access for U.S. forest products?

**Answer: Yes.**

Question for the Record submitted to Jamieson Greer from Senator Welch.

Question 1: The Impact of Tariffs on Energy Prices

The average Vermont household spends 11% of its annual household income on energy, with low-income households experiencing a higher energy burden. Vermont imports almost 100% of its natural gas and more than 20% of its electricity from Canada. Initial estimates indicate that a 10% tariff on energy imports would increase consumer prices for essential utilities and home heating oil in Vermont by millions of dollars.

Question: How will you ensure working families and small businesses are protected from energy inflation caused by the President's trade disputes?

**Answer: If confirmed, I look forward to working with you and consulting with members of the public to learn more about this issue.**

Question: In addition to affordability, how will you ensure that tariffs on imported energy products do not threaten grid reliability?

**Answer: If confirmed, I look forward to learning more about the New England power grid.**

Question: Do you support including electricity or renewable energy credits (RECs) generated in Canada as a covered energy product under the President's tariff regime?

**Answer: If confirmed, I will use USTR's authorities to consult with stakeholders from across the country, including Vermont, to ensure that President Trump's trade policy advances the interests of all Americans.**

## Question 2: Trade & Domestic Semiconductor Production

Onshoring domestic semiconductor production and bringing manufacturing jobs back to America is a bipartisan issue. The passage and implementation of the CHIPS Act was an important first step, investing billions in our domestic semiconductor supply chain, and it is already making a difference throughout the country. The CHIPS has had a major impact in Vermont with the presence of chips producer GlobalFoundries, which received a substantial CHIPS award this past Fall, which will lead to the creation of many jobs in Vermont. Commerce Secretary nominee, Howard Lutnick, who you will be working with closely should you both be confirmed, described the CHIPS Act as “an excellent down-payment.” Moving forward, trade policy will play a crucial role in the continued proliferation of our domestic semiconductor production capabilities.

Question: Do you believe you can increase demand for domestic semiconductor production exclusively through trade policy?

**Answer: As stated above, domestic production of semiconductors is critical for our economic and national security. In section 2(c) of the Presidential Memorandum “America First Trade Policy”, President Trump has directed the U.S. Trade Representative to review, and identify, “any unfair trade practices by other countries and recommend appropriate actions to remedy such practices.” As a sector under siege from China's non-market policies and practices, semiconductor reshoring may stand to benefit such a review. For example, USTR is already investigating China's acts, policies, and practices related to targeting of the semiconductor industry for dominance under Section 301 of the Trade Act of 1974.**

Just last week, President Trump tried to freeze CHIPS Act funding as part of his illegal effort to halt the distribution of federal grants. Thankfully, the courts stepped in—but CHIPS Act funding, and the semiconductor industry it supports, are in real danger.

Question: Do you think President Trump's efforts to halt CHIPS Act funding will be harmful to the semiconductor industry?

**Answer: President Trump is a proven leader on domestic policy matters. During his first term his policies resulted in some of the fastest growth in median real wages in decades. While the USTR has no formal role in domestic policy formation, I support the President's domestic agenda.**

Question: If confirmed, how would you stand up to President Trump when he proposes actions that would harm our domestic semiconductor industry, including my constituents in Vermont?

**Answer: I agree with President Trump that it is important to re-shore production to the United States, including for semiconductors. In section 2(c), 3(b), 3(c), 4(a), 4(c), 4(d), and 4(e) of the Presidential Memorandum “America First Trade Policy”, President Trump has directed various agencies, including the USTR, to engage in work which may cover the reshoring of the semiconductor supply chain.**

### Question: 3: **Tariff Plans**

On February 1, 2025, President Trump announced broad, sweeping 25% tariffs on Mexico and Canada, he also imposed a 10% tariff on China. The President quickly reserved his decision and paused the tariffs on Mexico and Canada for a month in exchange for commitments on increased border security from our neighboring nations. These decisions have real impacts, especially in northern border states like Vermont that rely on strong trade relations with Canada. These decisions have real impacts. Small businesses and producers in Vermont are confused and worried about the effect of these tariffs. They have no idea how to plan or prepare.

Question: The Mexico & Canada tariffs are currently paused for a month. If confirmed, will it be your recommendation to reinstate the previously proposed 25% tariffs?

**Answer: As previously stated, the migration crisis and opioid epidemic are tragedies that should never have occurred. I support the President doing whatever it takes to address them, and I trust his judgment.**

### Question 4: **Vermont Tariff Impact**

Recently, I held multiple roundtables with businesses and stakeholders in Vermont to discuss the impact of President’s Trump proposed tariffs on Mexico & Canada as well as the currently imposed tariffs on China. I heard from small businesses, including a 4<sup>th</sup> generation family-owned business owner, manufacturers, energy producers, and state leaders about their concerns, trepidation, and confusion. It is clear they are worried about how they are going to be able to survive in the new world of President Trump’s tariffs.

Small businesses, especially those in small rural states like Vermont, operate on the thinnest of margins. They have a much harder time absorbing the increased costs and finding new sources of materials. This forces many businesses to pass costs directly to the consumer, making life more expensive, and going against one of the President’s key campaign promises of making America more affordable.

Canada is Vermont’s biggest trading partner, Vermont exports \$680 million in goods and \$165 million in services to Canada annually. Canada, in turn, provides Vermont with \$775 million in electricity each year and \$421 million in fuel oil. Many Vermont agricultural producers in Vermont rely on Canada for equipment and raw materials. Canada is also one of the largest sources of energy production for Vermont. Small businesses in Vermont are concerned that consumers will shift away from small businesses as they become more cost-sensitive and are forced to absorb the financial burden of Trump’s tariffs.



Question: When considering levying future tariffs, how will you consider the needs of small businesses especially those in border states that rely on trading with neighboring nations?

**Answer: Small businesses are a critical part of the U.S. economy. USTR conducts robust engagement with small and medium size businesses on a variety of trade-related policy matters and in various forums. Ensuring that the relevant stakeholders have a voice in future trade policies will be a priority of mine should I be confirmed.**

Question: How will you consider the impact tariffs and trade talks have on small businesses when considering future trade policies? Can you commit to speaking with small businesses during trade talks?

**Answer: Senator, if confirmed, I will ensure that small businesses, relevant industry stakeholders, and Congress have inputs in future trade policy decisions. The Office of the USTR has a number of International Trade Advisory Committees (ITACs), including an ITAC focused on small business issues. I look forward to working with your office to ensure that small businesses are heard.**

Question: The uncertainty stemming from President Trump's tariff announcements will impact future investments in our supply chain. How do you plan to leverage U.S. trade policy to mitigate uncertainty and unpredictability caused by our President?

**Answer: President Trump intends to have a robust trade policy agenda that puts America first and protects our manufacturers, innovators, and workers. If confirmed, I will work with the President to ensure that the United States is implementing a fair trade policy which ensures that the American people are not being taken advantage of.**

Question: Vermont relies on a strong trading relationship with Canada to prosper. What steps have you taken to assess how tariffs on Canada will add directly or indirectly to production costs for my constituents, particularly the food, energy, and construction industries in Vermont?

**Answer: If confirmed, I will monitor and analyze the outcomes of any proposed tariffs on Canada. I will consult with industry experts, Congress, and relevant stakeholders to ensure that all Americans benefit from these policies which emphasize fair trade.**

Question: The abruptness and lack of clarity of Trump's announcement have created chaos and confusion throughout the federal government and in the markets. How do you plan on ensuring that Americans are adequately informed on the impacts of tariffs when announcing future policies?

**Answer: I understand that there were significant bipartisan concerns from Committee members about the previous Administration's lack of transparency. If confirmed, I intend to work collaboratively and transparently with the Committee and its staff on trade related issues.**

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