



ENGAGING THE WORLD IN TRADE

Now, more than ever, U.S. companies are poised to help strengthen our nation's standing in the world economy. Just as the country engages the world politically and diplomatically, so we must remain a leader in the world economy. This is the job of policy makers and government agencies, as well as U.S. business.

President Bush's efforts to improve market access and open new markets mean more opportunity for U.S. businesses, as exemplified by the pending accessions of China and Taiwan to the World Trade Organization. Some voices are pressing for a new round of WTO talks, and negotiations are scheduled for this year.

Recently, legislation removing all trade barriers between Jordan and the United States was signed into law. Soon, the Senate will vote on a bilateral trade agreement with Vietnam. This Administration is dedicated to obtaining Trade Promotion Authority (TPA), which will further increase trade and open new markets for U.S. business. As Secretary Evans recently said, "Trade Promotion Authority is critical for the United States to maintain its leadership in the global economy. In fact, what Trade Promotion Authority really provides is a vehicle to ensure that Congress and the President work together, cooperate and have agreed on negotiating objectives." All businesses, regardless of ownership or size, will

benefit from the passage of TPA. Small and medium-sized businesses represent nearly 97 percent of U.S. exporters. Additionally, smaller companies accounted for close to 98 percent of the 1992 to 1999 growth in the exporter population. And two-thirds of all exporters have less than 20 employees.

Through our trade policy and promotion efforts, the expertise of the International Trade Administration's specialists worldwide continue to be a valuable resource for companies of

all sizes. Specialists are in place from Houston to Hanoi and San Francisco to Santiago poised and ready to help companies go global, equipped with an incredible array of services to meet the needs of all exporters. Our analysts and specialists, domestically and abroad, help companies conduct market research, create comprehensive market entry strategies, locate buyers and distributors and participate in trade events promoting products and services overseas. ■

A Note From William Spitler, Director of the New York U.S. Export Assistance Center

It is a great blessing that the entire staff of the New York U.S. Export Assistance Center, which was located at 6 World Trade Center, was safely evacuated.

For the time being, I am working out of our Newark office and the rest of the staff is working from our Harlem office. Our trade specialists are bright, energetic professionals who take great pride in serving America's exporters and are eager to get back to business. We hope to be reassembled as a team in Manhattan office space by mid-October. I've been hard at work searching for new office space. We are solidly committed to having our office ultimately located at the newly rebuilt New York World Trade Center, and we have received floods of encouraging mail and telephone calls from our partners and clients.

Our office is here to serve New York exporters, and I encourage you to contact us via email William.Spitler@mail.doc.gov or telephone Newark: (973) 645-4682; Harlem: (212) 860-6200. We look forward to working with you.