



**TO:** WSW Clients  
**FROM:** WSW Team  
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On January 18, 2017, Wilbur Ross, the nominee for Secretary of Commerce, appeared before the Senate Commerce Committee. It was a markedly friendlier than other confirmation hearings. Wilbur Ross was well prepared and in the words of Senator Nelson, the Ranking Democrat, was detailed and non-evasive. Key topics were trade, tariffs, infrastructure, spectrum, cyber security and to a lesser degree environmental issues including fisheries, sea level rise and coastal protection. I have reported out to the team on specific areas of client interest. Below are some key links to media coverage and a brief ticker of Senators interests. PLS know it is not complete as I was in and out of meetings.

**HIGHLIGHTS/KEY POINTS:**

Senator Rubio (R-FL) introduced the nominee and expressed confidence in Ross's extensive business experience in nearly every industry within the private sector.

In his opening statement, Ross stressed the importance of the United States' fishing industry and explained that he will prioritize the trade deficit in fishing by creating policies that promote self-sufficiency in fishing. He also emphasized the necessity of reforming international trade to protect American workers and businesses. In the question and answer period, many questions focused on economic growth, domestic job protection, international trade reform, holding violators of trade law accountable, and development of infrastructure. Ross specifically explained that he will support fisheries by balancing trade and prioritizing cost-benefit analyses of regulations. He also stated that he will focus on bilateral trade agreements rather than multilateral ones, like NAFTA.

**NOMINEE INFORMATION & LINK TO TESTIMONY**

Wilbur Ross is a Wall Street investor with experience restructuring failed companies, particularly in the manufacturing and steel industries. He also served as President-elect Donald Trump's economic advisor during his campaign.

[HTTP://WWW.COMMERCE.SENATE.GOV/PUBLIC/INDEX.CFM/HEARINGS?ID=D31485C6-69E7-4AA5-A9B4-1025C364B3DF](http://www.commerce.senate.gov/public/index.cfm/hearings?id=D31485C6-69E7-4AA5-A9B4-1025C364B3DF)

## **MEMBER INTERESTS**

Thune (R-SD) Trade policy - particularly with China, Canada and NAFTA, funding infrastructure needs in rural areas

Nelson (D-FL) Job creation, support for dissemination of information from NOAA scientists, rising sea levels

Cantwell (D-WA) Job creation in the maritime sector, conflicts of interest, the Jones Act, pension obligations and guarantees

Blunt (R-MO) Integrated transportation systems, public-private efforts to grow economy, referenced Chao, intermodal, tourism, infrastructure

Klobuchar (D-MN) Iron ore and steel production/workers, lifting Cuba embargo, tourism

Sullivan (R-AK) Economic growth, management of fisheries

Blumenthal (D-CT) Controlling fishing quotas, protecting fishery jobs through legislative reform, effect of trade on fishing industry, conflict of interest

Heller (R-NV) Regulatory reform, balancing trade, TPP, tariffs

Wicker (R-MS) Outsourcing and insourcing jobs, infrastructure

Schatz (D-HI) Telecommunications, NOAA data and forecasting programs, balancing NOAA budget and adequate funding, tourism

Gardner (R-CO) exports and trade, United States leadership in international trade, cyber technology, preventing port shutdowns

Peters (D-MI) enforcing duties and investigating violations of trade laws, transparency, outsourcing

Cortez Masto (D-NV) tourism, Brand USA, increased research and data collection for air travel, small businesses owned by minorities and their access to capital, immigration reform to stimulate the economy

Johnson (R-WI) economic growth, barriers to trade, tariffs

Hassan (D-NH) small businesses, small-boat fishing industry, NOAA rule negotiations to help small industry

Udall (D-NM) TPP and trade deals

Lee (R-UT) understanding consequences of trade deals

Young (R-IN) market-distorting practices, steel dumping, preserving free trade, tariffs

Duckworth (D-IL) accountability for violators of trade laws, steel dumping, currency manipulation, minority business growth

Booker (D-NJ) funding for infrastructure creation projects, productivity of NE corridor

Fischer (R-NB) agriculture, protecting domestic jobs

Cruz (R-TX) protecting domestic jobs, expanding bandwidth and spectrum, Chinese acquisitions in the United States and effects on free speech, regulatory reform

Baldwin (D-WI) Trade reformation, addressing issues with NAFTA, Trump Trade doctrine, manufacturing

Moran (R-KS) Expanding broadband to rural areas, spectrum expansion, protecting manufacturing and exports, future of SRF fund, 2011 GAO report on NTIA, trade barriers

Capito (R-WV) Expanding broadband to rural areas, EDA, NOAA facility in WV

Inhofe (R-OK) United States-Taiwan trade relationship, economic relationship with African countries, NAFTA reform

Markey (D-MA) cybersecurity, incentives for vacating or sharing spectrum, Internet of Things and Internet of “Threats”, privacy

Blumenthal, again. Anti-boycott laws and their enforcement, cybersecurity, increased regulation against look-alike toy guns

Sullivan, again. Tariffs, TPA, reciprocity, reforming permit system

Nelson, again. Rising sea levels, climate change, tourism, environmental protection, need to protect largest military training area in the Gulf

Thune, again. FirstNet and identifying waste, fraud, and abuse within

### **Some Inside the Beltway Press Coverage of Hearing**

<http://thehill.com/policy/finance/314846-ross-prefers-inking-bilateral-trade-agreements>

<http://thehill.com/policy/finance/314835-ross-says-tariffs-play-useful-role-in-trade>

<http://thehill.com/policy/finance/314815-trumps-commerce-pick-admits-to-unknowingly-hiring-undocumented-worker>

<http://www.politico.com/story/2017/01/wilbur-ross-confirmation-hearing-commerce-department-233756>