



ASIA-PACIFIC COUNCIL OF AMERICAN CHAMBERS OF COMMERCE

September 10, 2009

The Honorable Daniel Inouye
Chairman, Committee on
Appropriations
United States Senate
Washington, D.C. 20510

The Honorable David Obey
Chairman, Committee on Appropriations
United States House of Representatives
Washington, D.C. 20515

The Honorable Thad Cochran
Committee on Appropriations
United States Senate
Washington, D.C. 20510

The Honorable Jerry Lewis
Committee on Appropriations
United States House of Representatives
Washington, D.C. 20515

Dear Chairman Inouye, Chairman Obey, Ranking Senator Cochran, and Ranking Member Lewis:

On behalf of the Asia Pacific Council of American Chambers of Commerce (APCAC), which has 27 chapters in 21 economies across Asia and represents the interests of more than ten thousand American businesses in the Asia Pacific region, I am writing to urge you to adopt the increase in funding for the International Trade Administration and the U.S. and Foreign Commercial Service of the U.S. Department of Commerce approved in the Senate Appropriations Committee's version of H.R. 2847.

The Senate version of H.R. 2847 includes additional funding in FY2010 over the President's request to address significant staff reductions that have occurred in the Foreign Commercial Service, and to support other improvements to the Foreign Commercial Service workforce.

U.S. companies of all sizes operating abroad rely on the assistance they receive from the Foreign Commercial Service's Commercial Counselors, officers, and country trade experts. The USFCS enables U.S. companies to leverage their marketing and sales efforts to win government contracts and generate U.S. exports that create jobs at home. Support for the U.S. and Foreign Commercial Service is especially critical to small and medium sized U.S. businesses that may not have the resources to mount marketing operations abroad, and particularly important in the Asia Pacific region due to the economic growth of many key emerging markets.

USFCS assists American companies to access international markets directly from their U.S. base. For example, the USFCS was instrumental in helping Snibbe

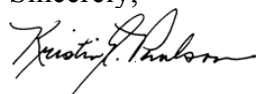
Interactive, a small California-based company that was new to the international marketplace, make a \$250,000 sale to SM Science Discovery Center in the Philippines. As a result of the help of the USFCS, the company is better able to support jobs in its U.S. headquarters.

USFCS also effectively assists American companies and organizations with offices outside the U.S. to access additional overseas markets. One example of this is the assistance two embassies provided the Singapore-based Conference of Asia Pacific Express Carriers (CAPEC). CAPEC members had limited in-country presence in Japan. USFCS in Singapore counseled CAPEC and referred them to the Embassy and USFCS offices in Japan. The result was a Postal Reform Seminar for the Japan Government in Tokyo that helped CAPEC members gain access to that lucrative market.

Developing opportunities for U.S. companies to sell their products in key markets in Asia as well as other regions will allow companies to retain and create jobs in the United States and contribute to our economic recovery.

On behalf of the American businesses that APCAC represents in the Asia Pacific region, we urge that you approve increased funding for the U.S. and Foreign Commercial Service provided in the Senate Appropriations Committee's version of H.R. 2847.

Sincerely,



Kristin Paulson

Chair

Asia Pacific Council of American Chambers of Commerce (APCAC)

cc: The Honorable Barbara Mikulski, Chair, Subcommittee on Commerce, Justice, Science and Related Agencies, Committee on Appropriations, U.S. Senate

The Honorable Congressman Alan Mollohan, Chair, Subcommittee on Commerce, Justice, Science and Related Agencies, Committee on Appropriations, U.S. House of Representatives

The Honorable Richard Shelby, Subcommittee on Commerce, Justice, Science and Related Agencies, Committee on Appropriations, U.S. Senate

The Honorable Congressman Frank Wolf, Subcommittee on Commerce, Justice, Science and Related Agencies, Committee on Appropriations, U.S. House of Representatives