

The Honorable Wilbur Ross
Secretary
U.S. Department of Commerce
1401 Constitution Avenue, NW
Washington, D.C. 20230

Dear Secretary Ross:

On behalf of the Environmental Technologies Trade Advisory Committee (ETTAC), I would like to congratulate you on your recent appointment as Secretary of Commerce. Created by Congress in 1994 under the "Jobs Through Trade Expansion Act", ETTAC is a federally-established and biennially chartered committee whose purpose is to advise the Environmental Trade Working Group of the Trade Promotion Coordinating Committee, through the Secretary of Commerce, on the policies and procedures of the United States (U.S.) Government that affect the export of environmental technologies and services. As you take on the role of Secretary, the ETTAC seeks to ensure that our goals are aligned with your strategic objectives for the Department of Commerce under the Trump Administration. The ETTAC and Subcommittee Chairs respectfully request a meeting with you and your team to discuss your priorities and relay our current interests so we can prioritize ETTAC activities and set direction during the current Charter. Your feedback is critical as we in the business community seek to provide our solutions and expand into markets across the globe.

The ETTAC members met in early January 2017 to define specific goals for this Charter and create new subcommittees to focus on anticipated trade objectives of the new administration. Current subcommittees include 1) Trade Policy and American Competitiveness; 2) Trade Promotion and Export Market Development; and 3) Professional Services and Infrastructure Advancement. A summary of subcommittees and their current objectives is attached for your information.

ETTAC's unique role in environmental export guidance advances the economic, sustainable environmental development, and diplomatic goals of the U.S. The Committee is charged with providing the Secretary with actionable recommendations to improve the export competitiveness of environmental technologies. The Committee has successfully advised multiple Secretaries on improvements to trade policy leading to positive growth through fair and open trade that protects existing jobs and expands employment opportunities in the environmental sector.

The U.S. environmental industry is distinct and contributes significantly to U.S. jobs and export revenue. The global market for environmental goods and services reached \$1.05 trillion in 2015 with forecasted growth during the next few years of 4-6% in global recycling, a compound annual growth rate of 5-9% in water sectors, and 10% in monitoring air pollution in emerging markets. According to Environmental Business International, Inc., the U.S. environmental industry revenue in 2016 was \$329.7 billion, an increase of 2.7% from 2015, and supported 1,626,900 jobs. In 2015, export sales contributed \$51.2 billion (15.5%) to this sector. Growth in the U.S. environmental industry is forecasted to average 3.4% annually from 2017-2019 but could be improved with adjustments to trade policy and promotion.

The ETTAC Charter mandates a diverse membership representing multiple technologies across varying environmental media; a broad geographic footprint; and a wide range of organizational size and business sectors. The current Charter's range and diversity is demonstrated by two member companies. The first, Ecolab (includes Nalco Water & Nalco Champion) is a global leader in water treatments and process improvement with a presence in over 170 countries and more than 48,000 employees worldwide. The second, Epcon Industrial Systems, is an SME serving the air pollution control and monitoring sector with 100 U.S. employees and exporting to 15 countries. Attached is a list of the 2016-2018 Charter members

confirming the breadth of technology, market sector, and footprint in the U.S. along with a graphic illustrating impact of ETTAC member companies.

Committee activities include recommendations (based on detailed findings and experience supported by case studies) and dialogue with the U.S. Government interagency in preparation for bilateral/ plurilateral discussions related the export of environmental goods and services. For example, prior to the start of the U.S.-Brazil Commercial Dialogue in 2015, the Committee provided specific examples of environmental products encountering major challenges in exporting to that market and offered guidance on eliminating technical barriers to trade. ETTAC also issued several recommendations on product standards during negotiation of the Transatlantic Trade and Investment Partnership (TTIP) that may be applicable to future U.S. - U.K. trade discussions.

We stand ready to assist in any additional work required to drive the implementation of a more aggressive trade policy and provide the necessary support for the environmental export markets. The Committee looks forward to hearing from your team and scheduling further discussion on how to drive U.S. environmental technology growth and export our products throughout the globe.

Sincerely,

A handwritten signature in cursive script that reads "Ron Swinko".

Ron Swinko
Chair, ETTAC

Attachments:

- 1) Subcommittee Objectives and Issues; 2016-2018
- 2) ETTAC Members List
- 3) ETTAC Member Companies- location/ plant graphic

Environmental Technologies Trade Advisory Committee (ETTAC) 2016-2018 Charter Subcommittee Issues and Topics under Discussion as of March 2017

The ETTAC re-chartered in September of 2016 and deliberated on subcommittee themes and topics of concern to the environmental industry in January 2017. The subcommittees listed below are now in the beginning stages of building out potential recommendations as follows:

Trade Promotion and Export Market Development Subcommittee

- Optimizing the U.S. Government's trade promotion programs, including through digital marketing and online resources;
- Validating the methodology for ITA's selection of target markets for environmental technologies;
- Recommending actions to better-align U.S. interagency communication and priorities that may impact the industry.

Trade Policy and American Competitiveness Subcommittee

- Cataloguing specific examples of trade barriers and problems with regulatory compliance overseas;
- Conferring on domestic content requirements;
- Identifying the pros and cons of existing Free Trade Agreements, including NAFTA, with respect to the industry.

Professional Services and Infrastructure Advancement Subcommittee

- Exploring ways to more accurately capture and quantify data on trade in services in the environmental sector;
- Discussing procurement policy, including issues associated with financing mechanisms, localization, and non-tariff barriers;
- Developing relevant capacity-building efforts in the "resource recovery" and "municipal solid waste" sectors.

**Environmental Technologies Trade Advisory Committee
2016-2018 Charter**

1. Mr. John Adams, Calgon Carbon Corporation
2. Mr. Nathan Allen, WaterStart
3. Mr. Dean Amhaus, The Water Council
4. Mr. John Anderson, American Water Works Association
5. Mr. Philip Benson Jr., CH2M Hill, Inc.
6. Mr. David Biderman, Solid Waste Association of North America
7. Dr. Paul Bowen, The Coca-Cola Company
8. Dr. Rasto Brezny, Manufacturers of Emissions Controls Association
9. Mr. Richard Cawley, Dewberry Engineers, Inc.
10. Mr. Albert Cho, Xylem Inc.
11. Mr. Michael Corvese, Thermo Fisher Scientific
12. Mr. William Decker, Aqua-Aerobic Systems, Inc.
13. Ms. Anne Ellis, Anne Ellis LLC
14. Dr. Aaron Fisher, Water Environment & Reuse Foundation
15. Dr. Ryan Godfrey, Tonka Water
16. Mr. Michael Goo, AJW, Inc.
17. Mr. Lawrence Gottlieb, Resin Tech, Inc.
18. Mr. Jeff Grove, ASTM International
19. Ms. Elizabeth Holst, SplashLink
20. Mr. Brian Hoppy, HDR, Inc.
21. Ms. Jody Howard, Caterpillar Inc.
22. Ms. Tasha Jamaluddin, Epcon Industrial Systems
23. Mr. Nilaksh Kothari, Manitowoc Public Utilities
24. Mr. Alan Krause, MWH Global, Inc.
25. Ms. Vanessa Leiby, Water & Wastewater Equipment Manufacturers Association
26. Ms. Michelle Leonard, SCS Engineers
27. Mr. Anthony Licata, Licata Energy and Environmental Consulting
28. Ms. Ramola Musante, Ecolab
29. Mr. Nicholas Peyton, Mueller Company
30. Mr. Joseph Pickard, Institute of Scrap Recycling Industries
31. Mr. Gabriel Restrepo, American Cast Iron Pipe Company
32. Mr. John Robak, Greeley and Hansen
33. Mr. Ron Swinko, Jet Inc.
34. Ms. Susan Sylvester, Absolute Resource Associates
35. Mr. Claudio Ternieden, Water Environment Federation
36. Mr. Peter Tunnicliffe, CDM Smith Inc.
37. Mr. Kurt Tyler, Danaher Water Quality Group
38. Mr. George Vorsheim, Environment One Corporation
39. Ms. Debra Waggoner, Corning Incorporated
40. Mr. Jim Webb, Bulk Handling Systems



*Full data on branches not represented
**Includes trade associations and their members

ETTAC 2016-2018: Member Headquarters and Branches by Sector