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Current positions:

President, Trade Partnership Worldwide, LLC, 2001 to present.

President, The Trade Partnership, 1991 to present.

Selected past positions:

Senior Economist, C & M International Ltd., Washington, DC, 1988 to 1991.

Senior Economist, Mudge Rose Guthrie Alexander & Ferdon, Washington, DC, 1984 to 1988.

Economist, National Planning Association, Washington, DC, 1978 to 1984.

Education:

M.A. in economics, 1978, Columbia University.

B.S.F.S. in international economics 1977, Georgetown University, School of Foreign Service.

Selected research projects:

Imports Work for America. Washington, DC: May 2021, prepared for the American Chemistry Council, American Apparel & Footwear Association, Consumer Technology Association, National Foreign Trade Council, National Retail Federation, Retail Industry Leaders Association, U.S. Global Value Chain Coalition, United States Fashion Industry Association (with J. Francois).

Trade and American Jobs: The Impact of Trade on U.S. and State-Level Employment: 2020 Update. Washington, DC: the Business Roundtable, October 2020 (with J. Francois).

Dear Political Candidates: On the Importance of Exports in the 2020 Election. Washington, DC: Policy Brief, August 3, 2020.

Trump Trade Policy: Founded on Rock or Sand? Washington, DC: Policy Brief, July 13, 2020.

Before Launching a New Trade War with Canada, Let's Examine the Impacts of the Last One. Washington, DC: Policy Brief, June 25, 2020.

- Estimated Impacts of Proposed Tariffs on Imports from China: Apparel, Footwear, Toys, Household Appliances, Furniture, Travel Goods and Televisions.* Washington, DC: June 12, 2019, prepared for National Retail Federation (with J. Francois).
- Estimated Impacts of Proposed Tariffs on Imports from China: Cell Phones, Laptops and Tablets, Video Game Consoles and Toy Drones.* Washington, DC: July 17, 2019, prepared for The Consumer Technology Association (with J. Francois).
- The U.S. Foreign-Trade Zones Program: Economic Benefits to American Communities.* Washington, DC: February 2019, prepared for National Association of Foreign-Trade Zones.
- Estimated Impacts of Tariffs on the U.S. Economy and Workers.* Washington, DC: February 2019, prepared for Tariffs Hurt the Heartland (with J. Francois).
- Round 3: 'Trade Discussion' or 'Trade War'? The Estimated Impacts of Tariffs on Steel and Aluminum.* Washington, DC: Policy Brief, June 5, 2018 (with J. Francois).
- An Accident Waiting to Happen? The Estimated Impacts of Tariffs on Motor Vehicles and Parts.* Washington, DC: Policy Brief, May 29, 2018 (with J. Francois).
- Tariffs on Imports from China: The Estimated Impacts on the U.S. Economy.* Washington, DC: April 30, 2018, prepared for Consumer Technology Association and National Retail Federation (with J. Francois).
- Round 2: Trading Partners Respond, the Estimated Impacts of Tariffs on Steel and Aluminum.* Washington, DC: Policy Brief, March 13, 2018 (with J. Francois).
- Does Import Protection Save Jobs? The Estimated Impacts of Proposed Tariffs on Imports of U.S. Steel and Aluminum.* Washington, DC: Policy Brief, March 5, 2018 (with J. Francois).
- Terminating NAFTA: The National and State-by-State Impacts on Jobs, Exports and Output.* Washington, DC: the Business Roundtable, January 2018 (with J. Francois).
- The Economic Impact of U.S.-Canada Supply Chains.* Washington, DC: Embassy of Canada, 2016.
- The Impact of a U.S.-Brazil Trade Agreement on the U.S. Economy.* Washington, DC: Brazil-U.S. Business Council, February 2016 (with J. Francois)
- Rethinking "Made in America" in the 21st Century.* Washington, DC: National Retail Federation, May 2014.
- Today More than Ever: Oregon and Portland/Vancouver Depend on International Trade and Investment.* Portland, OR: The Portland Business Alliance, October 2013.
- Imports Work for America.* Washington, DC: Consumer Electronics Association, National Retail Federation, U.S. Chamber of Commerce, American Apparel and Footwear Association, May 2012. (with J. Francois)

- “Technical Assistance for Intellectual Property Rights Protection: Effects on U.S. Exports.” Report prepared for the International Intellectual Property Institute and U.S. Patent and Trademark Office, May 2012. (with C. A. Schwartz, J. Francois and C. McDaniel)
- “Study on the Economic Impact of ‘TRIPS-Plus’ Free Trade Agreements.” Report prepared for the International Intellectual Property Institute and U.S. Patent and Trademark Office, August 2011. (with A. W. Koff, J. Francois, C. McDaniel)
- The Doha Trade Round: What It Can Mean for the 50 U.S. States.* Washington, DC: British Embassy, “*The Doha Trade Round: What It Can Mean for the 50 U.S. States.* February 2011. (with J. Francois)
- Opening Markets, Creating Jobs: Estimated U.S. Employment Effects of Trade with FTA Partners.* Washington, DC: U.S. Chamber of Commerce, May 2010. (with J. Francois)
- “U.S.-Canada Trade and U.S. State-Level Production and Employment: 2008.” Paper prepared for the Embassy of Canada, March 2010. (with J. Francois)
- Trade Action – or Inaction: The Costs for American Workers and Companies.* Washington, DC: U.S. Chamber of Commerce, September 2009. (with J. Francois)
- America, Canada and Mexico: Mutual Benefits from Trade and Investment.* Washington, DC: Business Roundtable, September 2008. (with J. Francois)
- A Quantification of the Economic Effects of the February 2008 Draft NAMA Text: Summary of Results.* Washington, DC: the German Marshall Fund of the United States, 2008. (with J. Francois)
- The Role of China in the Competitiveness of the U.S. Consumer Electronics Industry.* Arlington, Virginia: the Consumer Electronics Association, 2006. (with J. Francois)
- Impact of Imports from China on U.S. Employment.* Washington, DC: the National Retail Federation, 2005. (with J. Francois)
- “A Current Assessment of the Health of the U.S. Textile and Apparel Industries: On Life Support or a Case of the Sniffles?” Unpublished paper, October 2004.
- “The Unintended Consequences of U.S. Steel Import Tariffs: A Quantification of the Impact during 2002.” Report prepared for the Consuming Industries Trade Action Coalition, 2003. (with J. Francois)
- “Estimated Economic Effects of Proposed Import Relief Remedies for Steel.” Report prepared for the Consuming Industries Trade Action Coalition, 2001. (with J. Francois)

Estimated Effects on the United States and Bangladesh of Liberalizing U.S. Barriers to Apparel Imports. Dhaka: Bangladesh Garment Manufacturers Association, 2001. (with J. Francois and D. Spinanger)

FTAA, Blueprint for Prosperity: Building on NAFTA's Success. Washington, DC: Council of the Americas, 2001. (with J. Francois and D. Spinanger)

"Costs to American Consuming Industries of Steel Quotas and Taxes." Report prepared for the Consuming Industries Trade Action Coalition, 2001. (with J. Francois)

African Growth and Opportunity Act Implementation Guide. Washington, DC: Office of the U.S. Trade Representative, 2000. (with the Office of the U.S. Trade Representative)

"Retailing." In *U.S. Industry & Trade Outlook 2000*, eds. The McGraw-Hill Companies and U.S. Department of Commerce. New York: The McGraw-Hill Companies, 2000.

Barriers to Wool Fibre Products Trade. Canberra: Centre for International Economics and Wool Council of Australia, 2000. (with Centre for International Economics)

The U.S. Wool Industries: A Brief History of Protection and Assessment of Current Trends. Geneva: the International Textiles and Clothing Bureau, 1999.

Publications

U.S. Trade Preference Programs: Lessons for Europe from the U.S. Struggle to Get It Right. Economic Policy Paper Series 2010. Washington, DC: German Marshall Fund of the United States, 2010.

"The Strength of Cross-Border Linkages Between U.S. and Canadian Industry." In *Trade Policy Research 2007*, Dan Ciuriak, ed. Canada: Ministry of Public Works and Government Services, 2008. (with J. Francois)

"U.S.-Canadian Trade and U.S. State-Level Production and Employment: An Update," In *Trade Policy Research 2006*, ed. Dan Ciuriak. Canada: Minister of Public Works and Government Services, 2007. (with J. Francois)

"U.S.-Canadian Trade and U.S. State-Level Production and Employment." In *Trade Policy Research 2004*, eds. John M. Curtis and Dan Ciuriak. Canada: Ministry of Public Works and Government Services, 2004. (with J. Francois)

"Window-Dressing in the ATC?" *World Economy* 20 (July 1997): 407-433. (with R. Mirus, M. E. Morkre and D. Spinanger)

Prospects for Exporting Textiles and Clothing to the United States over the Next Decade. Geneva: the International Textiles and Clothing Bureau, 1997.

"Of Tyre Cords, Ties and Tents: Window-Dressing in the ATC?" ITC Working Paper No. 8, Hong Kong Polytechnic University, Institute of Textiles and Clothing, September 1996. (with R. Mirus, M. Morkre and D. Spinanger).

"The Case Against Quota Auctioning." *World Economy* 11 (September 1988): 397-415.

"The Textile and Apparel Trade Act: Saving Jobs at a Cost of \$4 Million Each." *Heritage Foundation Issue Bulletin*, July 1986.

"How to Succeed in Business: The Japanese "Method." *Looking Ahead*, September 1983.

U.S. Economic Policies Affecting Industrial Trade: A Quantitative Assessment. Washington, DC: National Planning Association, 1983. (with P. Morici)

"Automobiles." In *The Newly Industrializing Countries: Trade and Adjustment*, eds. Louis Turner and Neil McMullen. London: George Allen & Unwin (Publishers) Ltd., 1982. (with N. McMullen)

"Reacting to Change." *New International Realities*, March 1982.

"North vs. South: Is the Automobile Industry a Casualty?" *New International Realities*, August 1981.

"Controlling Inflation, Growth and Money: A Reconsideration of the Evidence." *New International Realities*, August 1981. (with N. McMullen)

Canada-United States Trade and Economic Interdependence. Washington, DC: National Planning Association, 1980. (with P. Morici).

"The Relative Size of U.S. and Foreign-Based Multinational Corporations." *New International Realities*, July 1980.

"The Politics of Trade." *New International Realities*, October 1979.

"What Face Has the Future?" *New International Realities*, April 1979.

"The Outcome of the Multilateral Trade Negotiations." *New International Realities*, April 1979.