



**BUSINESS LEADERS TO CONGRESS:  
SUPPORT A STRONG & EFFECTIVE INTERNATIONAL AFFAIRS BUDGET**

July 18, 2012

Dear Member of Congress:

As the U.S. economy continues to struggle, our nation must utilize all the tools available to catalyze economic growth and spur job creation here in the U.S. It is essential the public and private sectors work together to achieve results, and one of the best ways to do this is through our development and diplomacy programs, which strengthen America's global competitiveness and build new markets overseas for American goods and services. That is why we write today in strong support of the International Affairs Budget.

As business leaders, we know that U.S. economic growth is linked with global trade and the world's economy like never before. As the U.S. Chamber of Commerce has noted, overseas markets represent 95% of the world's consumers and 80% of global purchasing power. Trade already supports one in three U.S. manufacturing jobs, and these trends will become even more pronounced in the future.

Past U.S. investments overseas have paid major dividends for America's economic and strategic interests. In fact, ten of the U.S.'s top 15 trading partners were once recipients of development and security assistance. Nations such as South Korea and Colombia are now major trading partners. Indeed, countries – which today purchase over half of all U.S. exports – are the most promising and fastest growing markets for U.S. goods and services.

The trade and export promotion programs funded by the International Affairs Budget are essential to expanding U.S. activity in new and emerging markets. American businesses and entrepreneurs benefit significantly from development and diplomacy programs that provide technical assistance, identify business opportunities, protect intellectual property rights, and transition developing countries into more reliable, market-oriented trading partners.

For all these reasons, we urge you to support a strong and effective International Affairs Budget. While just 1% of the federal budget, these programs are vital for achieving a more prosperous future for American businesses and the U.S. economy.

Sincerely,

A handwritten signature in black ink that reads "Bill Lane".

Bill Lane  
Caterpillar

A handwritten signature in black ink that reads "John Murphy".

John Murphy  
U.S. Chamber of Commerce

***Signed by over 50 Corporate Leaders (see attached list)***

**Abbott**

Andrea Durkin, Senior Director,  
Global Government Affairs & Policy

**Aerospace Industries Association (AIA)**

Remy Nathan, Vice President,  
International Affairs

**Amway Corporation**

Richard Holwill, Vice President,  
Public Policy

**Association of Equipment Manufacturers (AEM)**

Dennis Slater, President

**Biotechnology Industry Organization**

Joe Damond, Senior Vice President, International  
Affairs

**The Boeing Company**

Jefferson S. Hofgard, Vice President,  
International Operations and Policy, Government  
Operations

**Business Roundtable**

John Engler, President

**Campbell Soup Company**

Kelly D. Johnston, Vice President,  
Government Affairs

**Cargill**

Devry Boughner, Director,  
International Business Relations

**Caterpillar**

Bill Lane, Washington Director,  
Government Affairs

**CDM Smith**

J. Ellis Turner, Senior Vice President

**Cisco Systems, Inc.**

Michael Timmeny, Vice President,  
Government Affairs

**Citi**

Candida P. Wolff, Executive Vice President,  
Global Government Affairs

**Coalition for Employment Through Exports, Inc.  
(CEE)**

John Hardy, Jr., President

**Coca-Cola**

John H. Downs, Jr., Vice President,  
Global Government, Diplomatic & Stakeholder  
Relations

**Computer & Communications Industry  
Association (CCIA)**

Edward J. Black, President & CEO

**Corporate Council on Africa**

Stephen Hayes, President

**Creative Associates International**

Charito Kruvant, President & CEO

**DAI**

James J. Boomgard, President & CEO

**DuPont Pioneer**

Paul E. Schickler, President

**Emergency Committee for American Trade  
(ECAT)**

Calman Cohen, President

**Freeport-McMoRan Copper & Gold, Inc.**

W. Russell King, Senior Vice President,  
International Relations

**GlaxoSmithKline**

John Del Giorno, Vice President,  
Government Relations

**Google**

Bob Boorstin, Director,  
Corporate & Policy Communications

**IBM**

Timothy W. Docking, Ph. D., Lead,  
Emerging Markets Funding (EMF) Group, IBM  
Governmental Programs/Public Sector

**International Paper**

Mary Mann, Senior Manager,  
Government Relations International

**IRG**

Asif Shaikh, President & CEO

**John Deere**

Vanessa Stiffler-Claus, Director,  
International Affairs

**Johnson & Johnson**

Craig Kramer, Vice President,  
International Government Affairs

**Kraft**

Perry Yeatman, Senior Vice President, Corporate  
Affairs & President,  
Kraft Foods Foundation

**L-3 Communications**

General Richard A. Cody (USA, Ret.), Senior Vice  
President, Washington Operations

**Land O'Lakes, Inc.**

Chris Policinski, President & CEO

**Lockheed Martin Corporation**

Gregory R. Dahlberg, Senior Vice President,  
Washington Operations

**Microsoft Corporation**

Fred Humphries, Vice President, U.S. Government  
Affairs

**Monsanto Company**

Michael Dykes, Vice President, Government  
Affairs

**Motorola Solutions**

Karen P. Tandy, Senior Vice President,  
Public Affairs

**National Foreign Trade Council**

William A. Reinsch, President

**National Retail Federation**

Erik Autor, Vice President,  
International Trade Counsel

**North Dakota Trade Office**

Dean Gorder, Executive Director

**PepsiCo**

Elizabeth H. Avery, Vice President,  
Global Public Policy & Federal Government Affairs

**Pfizer**

Paul Neureiter, Senior Director,  
International Trade

**Raytheon**

Lieutenant General Paul T. Mikolashek (USA, Ret.),  
Vice President, NCS International Business  
Development

**Retail Industry Leaders Association**

Stephanie Lester, Vice President  
International Trade

**RTI International**

Dr. E. Wayne Holden, President & CEO

**TechnoServe**

Bruce McNamer, President & CEO

**TetraTech**

Jan Auman, President, Tetra Tech International  
Development Services

**U.S. Chamber of Commerce**

John Murphy, Vice President,  
International Affairs

**U.S.-Russia Business Council**

Edward S. Verona, President & CEO

**United States Council for International Business**

Rob Mulligan, Senior Vice President, Washington

**US-China Business Council**

Erin Ennis, Vice President

**US-Poland Business Council**

Eric Stewart, President

**Walmart**

Sarah Thorn, Senior Director,  
Federal Government Relations

**World Cocoa Foundation**

William Guyton, President

**Xerox Corporation**

Michele Cahn, Vice President,  
Global Government Affairs