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**Congress of the United States**  
**House of Representatives**

COMMITTEE ON ENERGY AND COMMERCE

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December 19, 2014

Ms. Linda Dempsey  
Vice President  
International Economic Affairs  
National Association of Manufacturers  
733 10th Street, N.W., Suite 700  
Washington, D.C. 20001

Ms. Dempsey,

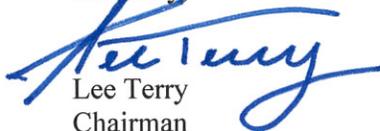
Thank you for appearing before the Subcommittee on Commerce, Manufacturing, and Trade on Wednesday, September 17, 2014 to testify at the hearing entitled "Cross Border Data Flows: Could Foreign Protectionism Hurt U.S. Jobs?"

Pursuant to the Rules of the Committee on Energy and Commerce, the hearing record remains open for ten business days to permit Members to submit additional questions for the record, which are attached. The format of your responses to these questions should be as follows: (1) the name of the Member whose question you are addressing, (2) the complete text of the question you are addressing in bold, and (3) your answer to that question in plain text.

To facilitate the printing of the hearing record, please respond to these questions by the close of business on Monday, January 5, 2015. Your responses should be e-mailed to the Legislative Clerk in Word format at [Kirby.Howard@mail.house.gov](mailto:Kirby.Howard@mail.house.gov) and mailed to Kirby Howard, Legislative Clerk, Committee on Energy and Commerce, 2125 Rayburn House Office Building, Washington, D.C. 20515.

Thank you again for your time and effort preparing and delivering testimony before the Subcommittee.

Sincerely,



Lee Terry  
Chairman  
Subcommittee on Commerce,  
Manufacturing, and Trade

cc: Jan Schakowsky, Ranking Member, Subcommittee on Commerce, Manufacturing, and Trade  
Attachment

## Additional Questions for the Record

### **The Honorable Lee Terry**

1. From NAM's perspective, what does an effective trade policy for cross-border data transfers look like, and how does it support U.S. manufacturing?
2. The Internet of Things has dominated recent headlines and in your testimony you discuss "machine-to-machine" technologies. How are manufacturers utilizing "machine-to-machine" technology today?
  - a. Are those uses threatened when foreign governments place commercial restrictions on data flows?
  - b. Have these restrictions, or proposed regulations, discouraged adoption of "machine-to-machine" technologies?
3. The U.S. is engaged in several major trade negotiations including TPP, TTIP, and TiSA. How can previous agreements guide the ongoing trade negotiations with respect to cross-border data flows?
4. Is it fair to say that previous trade agreements recognizing the importance of the free flow of data have supported the development and growth of industries critical to the U.S. economy and jobs, such as manufacturing?
5. Your testimony mentioned that world trade in manufactured goods expanded from \$4.8 trillion in 2000 to \$11.5 trillion in 2012. How much of this expansion would you attribute to advancements in information and communication technologies?
  - a. Do you believe these same advancements played a role in the U.S. producing a record high \$1.38 trillion in manufactured goods in 2013? If so, how?

### **The Honorable Jerry McNerney**

1. You suggested that issues related to data flow should be included in trade agreements. What form should this take – privacy, openness, security, IT?