

**Aerospace Industry Association
American Association of Exporters and Importers
Association for Manufacturing Technology
Business Roundtable
Coalition for Security and Competitiveness
Computer Coalition for Responsible Exports
National Association of Manufacturers
National Foreign Trade Council
Semiconductor Equipment and Materials International
Semiconductor Industry Association
TechAmerica
U.S. Chamber of Commerce
U.S. Council for International Business**

September 15, 2011

The Honorable Richard C. Shelby
United States Senate
304 Russell Senate Office Building
Washington, DC 20510-0103

Dear Senator Shelby,

We are writing to seek your support for the confirmation of Eric L. Hirschhorn as Under Secretary of Commerce for Export Administration and for a prompt vote on his nomination.

Mr. Hirschhorn has been serving in this important post under a recess appointment since March 2010, even though his nomination has twice been approved unanimously by the Banking Committee. In that time, he has established an impressive record of accomplishment, taking a leading role in framing the Administration's effort to reform our export control system. Under his leadership, criteria for comprehensive reform have been established, and important milestones reached.

Export control modernization is an important national security priority for the United States. It will assist interoperability with our allies and reduce incentives for "designing-out" United States-origin components from foreign products. It will also have the secondary effect of simplifying the export licensing burden on United States companies, a change that will help ensure the future growth of exports, the competitiveness of U.S. global enterprises, and the domestic jobs that those represent. Mr. Hirschhorn's leadership has ensured consistent progress in this effort, always prioritizing the national security imperative while ensuring that industry expertise and inputs are considered.

The reform effort has already produced two important tangible results. The implementation of License Exception Strategic Trade Authorization (STA) in June 2011 will result in removal of the uncertainty and delay of export licensing of many products to U.S. allies.

Even more important was the July 2011 publication of draft regulations to move low and no risk products and parts from the U.S. Munitions List to the more appropriate Commerce Control List, thereby allowing greater scrutiny of more sensitive exports. When finalized, this improvement will enhance military interoperability with U.S. allies and will result in substantial simplification of export requirements in a number of sectors.

Mr. Hirschhorn also has taken the lead in advancing the export control elements of the U.S.-India strategic partnership. This has included obtaining India's commitment to cooperate with the U.S. on export control issues, including exchange of expertise on the further enhancement of the Indian export control system, and a commitment by India to join the four multilateral export control regimes.

Finally, Mr. Hirschhorn has an established record of strongly supporting export enforcement. He helped secure the enactment of permanent statutory law enforcement authority for BIS, has filled more than fifty enforcement positions at BIS locations around the world, and has instituted an important initiative to prosecute culpable individuals as well as companies.

During Mr. Hirschhorn's tenure, BIS investigations have resulted in criminal convictions for export violations of 50 individuals and businesses, resulting in criminal fines of \$ 22.3 million, more than \$ 430,000 in forfeitures, and a cumulative 718 months of imprisonment for 26 individuals.

We see no basis for delaying his confirmation further and believe that failure to confirm him would represent a significant setback to U.S. national security (as well as to our exporting community). We strongly urge that you support a prompt vote on his nomination and his confirmation.

Very Respectfully,

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