

## Results for survey: NDEC Foreign Non-Tariff Barriers

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### National District Export Council Foreign Non-Tariff Barriers Survey

#### Introduction

Despite a reduction in tariffs due to Free Trade Agreements and other trends in international trade, when exporting to or operating in foreign markets U.S. firms often face non-tariff barriers that impacts their ability to enter and build market share and engage in profitable operations in such markets. The purpose of this survey is to collect information regarding foreign non-tariff barriers faced by U.S. firms in their export or foreign business operations. The results of this survey will provide guidance to District Export Councils in support of their export and trade education, counseling and advocacy activities. The results will also be shared as public information with the U.S. Trade Compliance Center, which is part of the Market Access and Compliance Division of the United States Department of Commerce.

#### Survey Instructions

Please take a moment to answer the questions in this survey regarding the export or foreign business operations of your firm. If you are not an exporter per se, but rather are a provider of international trade services to exporters, please answer the questions regarding your experiences with the export or foreign business operations of your clientele.

The survey consists of three parts:

Part One, consisting of 7 questions, contains general questions about foreign trade barriers faced by your firm or your clients. The estimated time to complete Part One is ten minutes.

Part Two, consisting of 12 questions, is *optional* for you to answer. It contains specific and detailed questions about foreign trade barriers faced by your firm or your clients. If you choose not to answer Part Two, please go to Question 20 on Page 20. The estimated time to complete Part Two is thirty minutes.

Part Three, consisting of 2 questions, contains questions about your knowledge of and interaction with the U.S. Trade Compliance Center. The estimated time to complete Part Three is one minute.

To skip a question, click the "next" button at the bottom of the page.

#### Confidentiality

Please note that answering these questions will not require the disclosure of any confidential or privileged information. Additionally, this survey by default is an anonymous survey that does not require any personal or company contact information to be disclosed. Any personal or company contact information that you choose to disclose at the end of the survey will solely be at your option.

#### Disclaimer

Please note that this survey was not commissioned, directed, prepared, or conducted by the U.S. Trade Compliance Center or the Market Access and Compliance Division of the U.S. Department of Commerce, nor by other any U.S. government agency. This survey is commissioned, directed, prepared, and conducted solely by the National District Export Council, Inc., which is an independent non-profit corporation. Information regarding the National District Export Council can be found at [www.districtexportcouncil.com](http://www.districtexportcouncil.com).

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### NDEC Foreign Non-Tariff Barriers Survey - Part One

#### Question 1\*

Which of the following best describes your business? (select one)

Manufacturer	63	53.39%
Export trading company	7	5.93%
Export management company	2	1.69%
Services exporter	11	9.32%
Foreign Investor	1	0.85%
International business legal services provider to exporters	1	0.85%
International banking services provider to exporters	3	2.54%
International accounting/tax services provider to exporters	0	0.00%
International marketing services provider to exporters	2	1.69%
International business consulting services provider to exporters	11	9.32%
Non-profit international trade organization	7	5.93%
None of the above	10	8.47%

### Question 2\*

Which of the following are the types of exporting or foreign operations in which you or your clients engage? (multiple selections allowed)

Direct export of goods	104	36.24%
Indirect export of goods	39	13.59%
Export of services	33	11.50%
IP licensing	10	3.48%
Foreign branch operations	38	13.24%
Foreign manufacturing	30	10.45%
Foreign joint ventures	26	9.06%
Other	7	2.44%

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### NDEC Foreign Non-Tariff Barriers Survey - Part One

### Question 3\*

To which of the following countries or regions do you or your clients export? (multiple selections allowed)

EU	87	4.77%
UK	67	3.68%
Germany	57	3.13%
France	53	2.91%
Russia	46	2.52%
Middle East	59	3.24%
Jordan	23	1.26%
Israel	52	2.85%
Sub-Saharan Africa	29	1.59%
North Africa	39	2.14%
Morocco	19	1.04%
South Africa	49	2.69%
India	56	3.07%
China	71	3.89%
Taiwan	62	3.40%
Japan	64	3.51%
South Korea	69	3.78%
S.E. Asia	56	3.07%
Australia	66	3.62%
New Zealand	43	2.36%
Indonesia	42	2.30%
Malaysia	48	2.63%
Vietnam	39	2.14%
Canada	74	4.06%
Mexico	77	4.22%
Central America	59	3.24%
Caribbean Basin	47	2.58%
Panama	44	2.41%
South America	65	3.57%
Colombia	48	2.63%
Chile	50	2.74%
Peru	43	2.36%
Brazil	58	3.18%
Argentina	44	2.41%
Other	18	0.99%

ID	View Survey If you selected	
8416414	<a href="#">View</a>	Egypt, Turkey
8417798	<a href="#">View</a>	ALL
8421506	<a href="#">View</a>	Several others . . .
8440191	<a href="#">View</a>	Ecuador
8553649	<a href="#">View</a>	98 countries so far.

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### NDEC Foreign Non-Tariff Barriers Survey - Part One

### Question 4\*

Which of the following foreign trade barriers have you or your clients ever faced in in the last five years?

Tariff classification and customs barriers	63	15.14%
Trade in services barriers	17	4.09%
Standards testing labeling or certification barriers	63	15.14%
Rules of origin barriers	33	7.93%
Government procurement contract barriers	25	6.01%
Intellectual property protection barriers	24	5.77%
Excessive or unfair government requirements/fees barriers	50	12.02%
Import licensing barriers	21	5.05%
Bribery and corruption barriers	27	6.49%
Foreign investment barriers	10	2.40%
Competition law barriers	17	4.09%
Tax law barriers	17	4.09%
State-owned/controlled enterprises barriers	22	5.29%
Sanitary and phytosanitary barriers	19	4.57%
None	8	1.92%

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### NDEC Foreign Non-Tariff Barriers Survey - Part One

### Question 5

If you faced any of the barriers listed below, please select the countries and corresponding barriers encountered (please scroll to the right if necessary to see more choices). If none, please go to the next question.

	Tariff, classification and customs barriers	Trade in services barriers	Standards, testing, labeling, or certification barriers	Rules of origin barriers	Government procurement contract barriers	Intellectual property protection barriers	Excessive or unfair government requirements/fees barriers	Import licensing barriers	Bribery and corruption barriers	Foreign investment barriers	Competition law barriers	Tax barriers	State-owned/controlled enterprises barriers	Sanitary and phytosanitary barriers	Responses	Total
EU	4	0	18	0	1	1	4	0	0	0	1	0	0	0	29	5%
UK	4	1	7	0	1	2	1	0	0	0	0	0	0	0	16	3%
Germany	3	0	14	2	0	1	4	0	0	0	1	0	0	0	25	5%
France	3	0	13	1	1	1	4	1	0	0	1	1	1	0	27	5%
Russia	11	2	9	2	2	4	7	3	5	0	0	0	0	0	45	8%
Jordan	0	0	0	0	0	0	1	0	1	0	0	0	0	0	2	0%
Israel	2	0	1	0	0	0	0	0	0	0	0	0	0	0	3	1%
Morocco	1	0	0	0	0	0	0	0	0	0	0	0	0	0	1	0%
South Africa	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
India	12	2	3	0	5	6	4	4	4	0	0	1	0	0	41	8%
China	16	3	14	6	6	14	11	6	8	0	0	1	4	1	90	17%
Taiwan	1	0	3	1	0	0	0	0	0	0	0	0	0	0	5	1%
Japan	4	3	10	2	2	2	4	0	0	0	0	0	1	0	28	5%
South Korea	11	0	8	4	2	1	4	0	0	0	0	0	0	0	30	6%
Indonesia	4	1	3	2	0	2	1	0	1	0	0	0	0	0	14	3%
Malaysia	5	0	3	3	0	1	1	0	0	0	0	0	0	0	13	2%
Australia	3	0	4	2	0	0	1	0	0	0	0	0	0	0	10	2%
New Zealand	1	0	1	0	0	0	0	0	0	0	0	0	0	0	2	0%
Vietnam	2	0	2	0	2	1	1	0	1	0	0	0	0	0	9	2%
Canada	2	1	4	2	0	0	1	0	0	0	0	0	0	0	10	2%
Mexico	5	1	4	3	0	2	5	1	4	0	0	0	0	0	25	5%
Panama	2	0	1	1	1	0	0	0	1	0	0	0	0	0	6	1%
Colombia	6	2	1	1	0	0	0	0	0	0	0	0	0	0	10	2%
Chile	2	1	1	0	0	1	1	0	0	0	0	0	0	0	6	1%
Peru	1	0	2	0	1	0	0	0	1	0	0	0	0	0	5	1%
Brazil	24	3	7	3	3	2	14	5	1	0	0	0	0	0	62	12%
Argentina	10	0	8	1	0	1	3	1	0	0	0	0	0	0	24	4%

ID	View Survey	Other Countries (please list each country and the corresponding barrier from the above list on separate lines)
8414501	<a href="#">View</a>	Sub Sahara countrie.
8415316	<a href="#">View</a>	Switzerland - Tarrifs are based on weight which puts us at a disadvantage with our carpet tiles particularly with the EU because they have a FTA with Switzerland
8415806	<a href="#">View</a>	italy customs barriers
8416414	<a href="#">View</a>	Middle East corruption barriers, Kenya corruption barriers
8421094	<a href="#">View</a>	Turkey with excessive or unfair government requirement/fees barriers, government procurement contract barriers, bribery and corruption barriers.
8421506	<a href="#">View</a>	Too many details required.
8518797	<a href="#">View</a>	Italy - Excessive requirements / fees
8550153	<a href="#">View</a>	this page is really hard to maneuver. when one scrolls down to index the page over to the proper columns, one cannot see the countries and loses place. good luck getting decent responses on this one. I gave up.
8551031	<a href="#">View</a>	Venezuela
8551084	<a href="#">View</a>	Nigeria/Ghana/other African Nations - taxes & graft costs are so high
8553649	<a href="#">View</a>	I don't have this level of detailed analysis on each country for which we have experienced some type of barrier.
8607046	<a href="#">View</a>	Kazakhstan - same as Russia Belarus - out and out confiscation of shipments for no legitimate reason and telling us we have to fight them in court to get our shipment back. NOTE: We are currently working on moving production of all of our manufacturing for South America to Brazil, because we cannot ship into Brazil profitably with their import taxes, and the same for India. This is taking away a lot of US jobs. I think we need to similarly penalize Brazil and India imports to the US.

NDEC Foreign Non-Tariff Barriers Survey - Part One

Question 6

If you selected any countries and barriers in question #5, what was the end result of encountering such barrier (please scroll to the right if necessary to see more choices)? If none, please go to the next question.

	Exported to or did business in country despite barrier	Complained about barrier to foreign government	Complained about barrier to U.S. government	Did not export to or do business in country because of barrier	Responses	Total
EU	16	1	3	3	23	7%
UK	11	0	3	2	16	5%
Germany	12	0	5	3	20	6%
France	11	0	3	0	14	4%
Russia	14	0	3	5	22	6%
Jordan	4	0	1	0	5	1%
Israel	5	0	1	0	6	2%
Morocco	5	0	0	0	5	1%
South Africa	3	0	0	0	3	1%
India	17	0	3	2	22	6%
China	21	5	8	8	42	12%
Taiwan	5	0	0	0	5	1%
Japan	8	0	1	1	10	3%
South Korea	13	1	4	1	19	5%
Indonesia	6	0	1	1	8	2%
Malaysia	6	0	1	2	9	3%
Australia	7	0	1	1	9	3%
New Zealand	4	0	0	0	4	1%
Vietnam	6	0	1	0	7	2%
Canada	5	0	0	0	5	1%
Mexico	12	0	2	1	15	4%
Panama	5	0	1	1	7	2%
Colombia	8	0	0	0	8	2%
Chile	6	0	1	0	7	2%
Peru	6	0	0	0	6	2%
Brazil	24	1	5	3	33	10%
Argentina	12	1	3	1	17	5%

ID	<a href="#">View Survey</a>	Other Countries (please list each country and the corresponding end result from the above list on separate lines)
8415500	<a href="#">View</a>	I most cases we complied with certification requirements. In cases of high import duties, the customer in country paid them. We try to avoid China.
8416414	<a href="#">View</a>	Middle East & Kenya did not export due to barrier, European and Mexican exports maybe 1% of total potential due to barriers.
8420324	<a href="#">View</a>	In Brazil we do a very small potential of business due to the high duty and cummlative tax structure on our products.
8420591	<a href="#">View</a>	We have chosen not to do business in India due to the barriers presented.
8518797	<a href="#">View</a>	Italy - did not export
8551031	<a href="#">View</a>	For the most part, we didn't give up and worked around barriers at cost to customer and ourselves.
8551084	<a href="#">View</a>	Eastern Africa - doing great business
8553649	<a href="#">View</a>	Again, I don't have this specific data. In rare cases, the barriers have prevented us from making sales. In most cases, it merely resulted in higher cost to comply with the requirement/restriction.
8587760	<a href="#">View</a>	always work our way thru them, but time consuming and frustrating for all parties involved. result often is that US government and regs are overly demanding and hinderance. eaiser to buy elsewhere.

NDEC Foreign Non-Tariff Barriers Survey - Part One

### Question 7

If you or your clients have not done business in a country because of a foreign non-tariff barrier, please select the country and barrier encountered (please scroll to the right if necessary to see more choices). If none, please go to the next question.

	Classification and customs barriers	Service barriers	Standards, testing, labeling, or certification barriers	Rules of origin barriers	Government procurement barriers	Intellectual property protection barriers	Excessive or unfair government requirements barriers	Excessive testing or licensing fees barriers	Bribery and corruption barriers	Investment barriers	Competition law barriers	State-owned or controlled enterprises barriers	Sanitary and phytosanitary barriers	Responses	Total
EU	0	0	3	0	0	0	1	0	0	0	0	0	0	4	6%
UK	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Germany	1	0	2	1	0	0	1	1	0	0	0	0	1	7	10%
France	0	0	1	0	0	0	0	0	0	0	0	0	0	1	1%
Russia	1	0	1	0	0	1	0	0	1	0	0	0	0	4	6%
Jordan	0	0	1	0	0	0	0	0	0	0	0	0	0	1	1%
Israel	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Morocco	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
South Africa	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
India	1	0	0	0	0	0	1	0	1	0	0	0	0	3	4%
China	2	1	2	2	1	2	2	2	2	1	1	1	1	20	29%
Taiwan	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Japan	0	0	2	1	0	0	1	1	0	0	0	0	0	5	7%
South Korea	1	0	1	0	1	0	1	0	0	0	0	0	0	4	6%
Indonesia	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Malaysia	0	0	0	1	0	0	0	0	0	0	0	0	0	1	1%
Australia	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
New Zealand	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Vietnam	1	0	0	0	0	0	0	0	0	0	0	0	0	1	1%
Canada	0	0	0	0	0	0	0	1	0	0	0	0	0	1	1%
Mexico	1	0	1	0	0	1	1	1	1	0	0	0	0	6	9%
Panama	0	0	0	1	0	0	0	0	0	0	0	0	0	1	1%
Colombia	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Chile	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Peru	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Brazil	2	1	0	1	1	0	1	0	0	0	0	0	0	6	9%
Argentina	1	0	1	0	0	0	1	1	0	0	0	0	0	4	6%

ID	View Survey	Other Countries (please list each country and the corresponding barrier from the above list on separate lines)
8421506	<a href="#">View</a>	Various. Not exactly sure.
8449026	<a href="#">View</a>	NA
8553649	<a href="#">View</a>	We have been able to do business in all of these countries to some degree or another. However, various of these barriers have often added cost/inefficiency to our operations in various of these countries.
8587760	<a href="#">View</a>	Never turned away from opportunity, always try to work thru. ITAR is probably biggest challenge; especially for globally, commercially available items that are listed within defense specifications. US perceived to be overreaching and some of the specific requirements within ITAR are perceived to be overbearing.

### Question 8

If you or your clients have faced tariff, classification and customs barriers, please select the specific barriers you have faced (please scroll to the right if necessary to see more choices). If none, please go to the next question.

#### Tariff, Classification and Customs Barriers

	A WTO Member or FTA partner applied a tariff which was higher than it agreed to charge on that product	Goods were classified under the wrong tariff schedule heading	Problems with a foreign customs office's documentation requirements	Problems with any consularization requirements	Valuation of your goods was rejected on the basis of a minimum or reference price?	Duties charged for your goods were higher than what you expected	Duties charged for your goods were based on an arbitrary or inappropriate valuation by foreign customs	Unable to locate an official public source of information for current data and information regarding a country's customs procedures	Responses Total	
EU	0	0	0	0	0	1	1	0	2	3%
UK	0	0	0	0	0	1	0	0	1	1%
Germany	0	0	0	0	0	1	0	0	1	1%
France	0	0	0	0	0	1	0	0	1	1%
Russia	0	0	4	1	1	2	2	0	10	14%
Jordan	0	0	0	0	0	0	0	0	0	
Israel	0	0	0	1	0	0	0	0	1	1%
Morocco	0	0	0	0	0	0	0	0	0	
South Africa	0	0	0	0	0	0	0	0	0	
India	0	1	2	2	1	3	2	0	11	15%
China	1	0	5	1	2	1	1	2	13	18%
Taiwan	0	0	1	0	0	0	0	0	1	1%
Japan	0	0	1	0	0	0	0	0	1	1%
South Korea	1	2	1	1	1	0	0	0	6	8%
Indonesia	0	0	0	0	0	0	0	0	0	
Malaysia	0	0	1	0	0	0	0	0	1	1%
Australia	0	0	0	0	0	0	0	0	0	
New Zealand	0	0	0	0	0	0	0	0	0	
Vietnam	0	0	0	0	0	0	0	0	0	
Canada	0	0	0	0	0	0	0	0	0	
Mexico	0	0	0	0	0	0	0	0	0	
Panama	0	0	1	0	0	0	0	0	1	1%
Colombia	0	0	1	0	0	0	0	0	1	1%
Chile	0	0	0	0	0	0	0	0	0	
Peru	0	0	0	0	0	0	0	0	0	
Brazil	0	2	2	2	2	5	3	1	17	23%
Argentina	0	0	2	1	0	2	1	0	6	8%

ID	View Survey	Other countries and specific barriers (please list on separate lines)
8414925	<a href="#">View</a>	difficult to obtain documentation requirements / duty rates for caribbean countries; Ecuador - difficult to discern duty rates because based on weight and sampling methodology is biased. Although true weight was known - removed 10 pieces and weighed and assigned that weight to each piece remaining in container.
8416414	<a href="#">View</a>	In the EU the European Norms act as a barrier to our product. Our product in other countries replaces technologies included in the ENs as superior, but in Europe the EN level technology is protected, especially local suppliers.
8415500	<a href="#">View</a>	I do not know if they have faced barriers
8421506	<a href="#">View</a>	Varied. Many details.
8449026	<a href="#">View</a>	NA
8553649	<a href="#">View</a>	We have experienced many of these problems in many of the countries that we do business in. I don't have detailed data available to answer on a country-by-country, barrier-by-barrier basis.
8587760	<a href="#">View</a>	rules of origin are challenging. Different rules for different countries, tracking and calculating the raw material content and values are labor intensive and detract from core business product offerings. Processes like this carry burdensome overhead and slow exporter's speed of business, which can reflect badly on the perceived competitiveness of exporter and USA in general.

### Question 9

If you or your clients have faced trade in services barriers, please select below the specific barriers in the specific countries you have faced (please scroll to the right if necessary to see more choices). If none, please go to the next question.

#### Trade in Services Barriers

	Laws, regulations, rules, procedures, decisions and administration actions regarding trade in your company's services were unpublished or not made readily accessible	Technical standards, registration requirements, licensing procedures, or qualification requirements and procedures in a foreign market were more burdensome for your company than for domestic services providers	Foreign laws were not administered in a reasonable and impartial manner or discriminated against you as opposed to third party foreign services providers	Quotas (direct access to labor)	Limitations on foreign capital participation	Limitations on the size or location of your establishment	Restrictions in establishing or expanding a commercial presence (e.g. joint venture, branch, affiliate, representative office) to provide a service in a foreign market	Experienced foreign ownership limitations or limits on the number of company directors or managers in providing your service in overseas markets	Citizenship, nationality or residency requirements in providing your service in a foreign market	Experienced limitations or restrictions on the temporary entry/mobility of key business personnel (including executives, managers and other skilled employees) in your business operations in foreign markets	Responses	Total
EU	0	7	0	0	0	0	0	0	0	0	7	10%
UK	0	4	0	0	0	0	0	0	0	0	4	6%
Germany	0	4	0	0	0	0	1	0	0	0	5	7%
France	0	4	0	0	0	0	0	0	0	0	4	6%
Russia	1	4	0	0	0	0	0	0	0	0	5	7%
Jordan	0	0	0	0	0	0	0	0	0	0	0	
Israel	0	1	0	0	0	0	0	0	0	0	1	1%
Morocco	0	0	0	0	0	0	0	0	0	0	0	
South Africa	0	0	0	0	0	0	0	0	0	0	0	
India	1	3	0	0	0	0	1	1	0	0	6	9%
China	2	5	0	0	2	1	1	1	1	0	13	19%
Taiwan	0	0	0	0	0	0	0	0	0	0	0	
Japan	0	1	0	0	0	0	0	0	0	0	1	1%
South Korea	0	4	0	0	0	0	0	0	0	0	4	6%
Indonesia	0	1	0	0	0	0	0	0	0	0	1	1%
Malaysia	0	1	0	0	0	0	0	0	0	0	1	1%
Australia	0	1	0	0	0	0	0	0	0	0	1	1%
New Zealand	0	0	0	0	0	0	0	0	0	0	0	
Vietnam	0	1	0	0	0	0	0	0	0	0	1	1%
Canada	0	0	0	0	0	0	0	0	0	0	0	
Mexico	0	1	0	0	0	0	0	0	0	0	1	1%
Panama	0	0	0	0	0	0	0	0	0	0	0	
Colombia	0	0	0	0	0	0	0	0	1	0	1	1%
Chile	0	1	0	0	0	0	0	0	0	0	1	1%
Peru	0	0	0	0	0	0	0	0	0	0	0	
Brazil	1	5	0	0	0	0	2	1	0	0	9	13%
Argentina	0	2	0	0	0	0	0	0	0	0	2	3%

ID	View Survey	Other specific countries and specific trade in services barriers (please list each on separate lines)
8415500	<a href="#">View</a>	I do not know if they have faced any barriers - If they have, its likely around certification.
8420591	<a href="#">View</a>	Singapore column 2 and 4
8421506	<a href="#">View</a>	Varied, many.
8449026	<a href="#">View</a>	NA
8553649	<a href="#">View</a>	See response to #8.

### Question 10

If you or your clients have faced standards barriers, please select below the specific barriers in the specific countries you have faced (please scroll to the right if necessary to see more choices). If you did not select any, please go to the next question.

#### Standards Barriers

Barriers related to a government regulation requiring mandatory standards or testing regarding:

	Burdensome or unclear new standards	Standards not based on internationally accepted standards	Vague or unclear processes to comply with a standard	Burdensome or unclear labeling requirements	Burdensome or unclear testing requirements	Burdensome or unclear certification requirements	Duplicative or redundant testing or certification requirements	Unreasonable time frames to comply with standards or testing requirements	Burdensome or unclear product registration requirements	Factory inspection requirements that are unclear or difficult to obtain	National quality mark requirements that are unclear or difficult to obtain	Standards or testing requirements that apply only to foreign companies	Standards regulations developed in a non-transparent manner or without consideration of available scientific and technical information	Unnecessary or unreasonable administrative costs	Responses	Total
EU	4	2	3	2	4	3	4	0	1	1	0	0	2	2	28	12%
UK	1	1	1	1	1	1	0	0	0	0	0	0	1	0	7	3%
Germany	2	1	2	1	2	2	1	1	1	0	0	0	1	1	15	7%
France	2	1	1	0	2	1	0	0	0	0	0	0	1	0	8	3%
Russia	1	3	2	1	2	4	3	0	0	0	0	0	0	0	16	7%
Jordan	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Israel	0	0	0	1	0	1	0	0	0	0	0	0	0	0	2	1%
Morocco	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
South Africa	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
India	1	2	1	1	2	3	2	1	0	0	0	0	0	0	13	6%
China	5	5	5	4	5	6	4	0	2	1	1	1	1	2	42	18%
Taiwan	1	1	1	1	1	1	0	0	0	0	0	0	0	0	6	3%
Japan	2	2	2	1	1	2	1	0	0	0	0	0	0	0	11	5%
South Korea	2	4	1	2	3	3	3	0	0	0	0	0	0	0	18	8%
Indonesia	0	0	0	1	0	1	0	0	0	0	0	0	0	0	2	1%
Malaysia	0	0	0	1	0	1	0	0	0	0	0	0	0	0	2	1%
Australia	1	1	0	2	0	1	0	0	0	1	0	0	0	1	7	3%
New Zealand	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Vietnam	0	0	0	0	0	1	0	0	0	0	0	0	0	0	1	0%
Canada	0	0	0	1	0	0	1	0	0	0	0	0	0	0	2	1%
Mexico	1	1	1	1	1	2	1	1	1	0	0	0	0	0	10	4%
Panama	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Colombia	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Chile	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Peru	0	0	0	0	0	1	0	0	0	0	0	0	0	0	1	0%
Brazil	3	4	2	4	4	4	3	1	1	0	0	0	0	1	27	12%
Argentina	1	1	1	1	1	2	1	1	1	0	0	0	0	1	11	5%

ID	View Survey	Other specific countries and specific standards barriers (please list each on separate lines)
8416405	<a href="#">View</a>	Some clients have decided not to go overseas simply because of the perceived cost of meeting foreign standards.
8420324	<a href="#">View</a>	High tax and multiple taxes on imported product.
8415500	<a href="#">View</a>	All standards are burdensome but in most cases are necessary to make sure that the product being imported is safe. Highly competitive products are likely to have unreasonable requirements more-so than products which do not have high demand. You should have asked the question where they are required but not Burdensome.
8420612	<a href="#">View</a>	UAE. EV beef restrictions, reportedly not requested by the UAE but imposed by the US government in lieu of finding a reasonable solution. Trying as a small business to lobby for changes, but more challenging in DC than in the UAE. Terribly frustrating. Middle East listed on first page, then dropped off subsequent pages..
8421506	<a href="#">View</a>	Various.
8553649	<a href="#">View</a>	See response to #8.



### Question 11

If you or your clients have faced sanitary or phytosanitary barriers, please select below the specific barriers in the specific countries you have faced (please scroll to the right if necessary to see more choices). If you did not select any, please go to the next question.

#### Sanitary or Phytosanitary Barriers

If a barrier has kept your food or agricultural products out of a specific export market, which of the following did the barrier entail:

	SPS measure developed in a non-transparent manner	SPS measure--including requirements, testing and certification--addressing food safety, animal health or plant health, which is not based on science	SPS measure not based on an international standard (Codex, OIE, IPPC)	SPS requirement that applies only to foreign companies	Vague or unclear process to comply with an SPS measure	Unreasonable time frame to comply with the SPS measure or testing requirement	Responses Total	
EU	0	0	0	0	0	0	0	
UK	0	1	0	0	0	0	1	8%
Germany	0	1	0	0	0	0	1	8%
France	0	1	0	0	0	0	1	8%
Russia	0	1	0	0	0	0	1	8%
Jordan	0	1	0	0	0	0	1	8%
Israel	0	0	0	0	0	0	0	
Morocco	0	0	0	0	0	0	0	
South Africa	0	0	0	0	0	0	0	
India	0	0	0	0	0	0	0	
China	1	1	1	1	1	0	5	42%
Taiwan	0	0	0	0	0	0	0	
Japan	0	0	0	0	0	0	0	
South Korea	0	0	0	0	0	0	0	
Indonesia	0	0	0	0	0	0	0	
Malaysia	0	0	0	0	0	0	0	
Australia	0	0	0	0	0	0	0	
New Zealand	0	0	0	0	0	0	0	
Vietnam	0	0	0	0	0	0	0	
Canada	0	0	0	0	0	0	0	
Mexico	0	0	0	0	0	0	0	
Panama	0	0	0	0	0	0	0	
Colombia	0	0	0	0	0	0	0	
Chile	0	0	0	0	0	0	0	
Peru	0	0	0	0	0	0	0	
Brazil	1	0	0	0	0	1	2	17%
Argentina	0	0	0	0	0	0	0	

ID	View Survey	Other specific countries and specific sanitary or phytosanitary barriers (please list each on separate lines)
8415500	<a href="#">View</a>	N/A - wind turbines do not have any such requirements
8420612	<a href="#">View</a>	Add the UAE and Egypt
8421506	<a href="#">View</a>	none.

### Question 12

If you or your clients have faced rules of origin barriers, please select below the specific barriers in the specific countries you have faced (please scroll to the right if necessary to see more choices). If you did not select any, please go to the next question.

#### Rules of Origin Barriers

	Burdensome rules of origin certification requirements	Burdensome rules of origin marking requirement	Unreasonable qualification for rules of origin status	Unable to locate a U.S. government certifying authority	Requirement for a U.S. government certification that does not exist	Differing rules of origin requirements in different markets	Unable to locate an official public source of information for current data and information regarding a country's origin requirements	Responses Total	
EU	0	1	0	0	0	0	0	1	5%
UK	0	0	0	0	0	0	0	0	
Germany	0	0	0	0	0	0	0	0	
France	0	0	0	0	0	0	0	0	
Russia	0	0	0	0	0	0	0	0	
Jordan	0	0	0	0	0	0	0	0	
Israel	0	0	0	0	0	0	0	0	
Morocco	0	0	0	0	0	0	0	0	
South Africa	0	0	0	0	0	0	0	0	
India	0	1	0	0	0	0	0	1	5%
China	3	2	2	1	2	2	2	14	70%
Taiwan	0	0	0	0	0	0	0	0	
Japan	0	0	0	0	0	0	0	0	
South Korea	0	1	0	0	0	0	0	1	5%
Indonesia	0	0	0	0	0	0	0	0	
Malaysia	1	0	0	0	0	0	0	1	5%
Australia	0	0	0	0	0	0	0	0	
New Zealand	0	0	0	0	0	0	0	0	
Vietnam	0	0	0	0	0	0	0	0	
Canada	0	0	0	0	0	0	0	0	
Mexico	0	0	0	0	0	0	0	0	
Panama	0	0	0	0	0	0	0	0	
Colombia	1	0	0	0	0	0	0	1	5%
Chile	0	0	0	0	0	0	0	0	
Peru	0	0	0	0	0	0	0	0	
Brazil	0	0	0	0	0	0	0	0	
Argentina	1	0	0	0	0	0	0	1	5%

ID	View Survey Other specific countries and specific rules of origin barriers (please list each on separate lines)	
8420591	<a href="#">View</a>	Singapore column 5
8421506	<a href="#">View</a>	various.
8553649	<a href="#">View</a>	See response to #8.
8587760	<a href="#">View</a>	refer to input provide 3 or 4 questions back, the variation of definition and reporting requiremtn demands are biggest hurdles.

### Question 13

If you or your clients have faced government procurement barriers, please select below the specific barriers in the specific countries you have faced (please scroll to the right if necessary to see more choices). If you did not select any, please go to the next question.

#### Government Procurement Barriers

	Discriminatory treatment in foreign government contracts	Prohibitions on bidding on foreign government contracts	Mandatory domestic content requirements or price preferences in foreign government tenders	Bid deadlines were too short to prepare and submit proposals	Inappropriate technical requirements in bid documents that excluded your goods or services	Were prohibited from applying to be on a qualified suppliers list	Problems getting information on procedures to challenge a winning bid	Contract liabilities and guarantees were too costly to consider competing for contracts	Responses	Total
EU	0	0	0	0	0	0	0	0	0	
UK	0	0	0	0	0	0	0	0	0	
Germany	0	0	0	0	0	0	0	0	0	
France	0	0	0	0	1	0	0	0	1	5%
Russia	0	0	0	0	1	0	0	0	1	5%
Jordan	0	0	0	0	0	0	0	0	0	
Israel	0	0	0	0	1	0	0	0	1	5%
Morocco	0	0	0	0	0	0	0	0	0	
South Africa	0	0	0	0	1	0	1	0	2	9%
India	1	0	2	1	1	0	1	0	6	27%
China	1	1	2	1	1	1	1	1	9	41%
Taiwan	0	0	0	0	0	0	0	0	0	
Japan	0	0	0	0	0	0	0	0	0	
South Korea	1	0	0	0	0	0	0	0	1	5%
Indonesia	0	0	0	0	0	0	0	0	0	
Malaysia	0	0	0	0	0	0	0	0	0	
Australia	0	0	0	0	0	0	0	0	0	
New Zealand	0	0	0	0	0	0	0	0	0	
Vietnam	0	0	0	0	0	0	0	0	0	
Canada	0	0	0	0	0	0	0	0	0	
Mexico	0	0	0	0	0	0	0	0	0	
Panama	0	0	0	0	0	0	0	0	0	
Colombia	0	0	0	0	0	0	0	0	0	
Chile	0	0	0	0	0	0	0	0	0	
Peru	0	0	0	0	0	0	0	0	0	
Brazil	1	0	0	0	0	0	0	0	1	5%
Argentina	0	0	0	0	0	0	0	0	0	

ID	View Survey	Other specific countries and specific government procurement barriers (please list each on separate lines)
8420591	<a href="#">View</a>	most of the Arab middle east especially Saudi Arabia and the Emirates columns 4,5 7 and 8
8421094	<a href="#">View</a>	We've had many of these problems mentioned with government contracts in Turkey.
8421506	<a href="#">View</a>	various.
8553649	<a href="#">View</a>	Ref. #8.

### Question 14

If you or your clients have faced intellectual property rights barriers, please select below the specific barriers in the specific countries you have faced (please scroll to the right if necessary to see more choices). If none, please go to the next question.

#### Intellectual Property Rights Barriers

	Patents, trademarks, or copyrights that are not registered in a foreign market have been used without your permission in that market	Patents, trademarks, or copyrights that are registered in a foreign market have been used without your permission in that market	Unable to register patents, trademarks, or copyrights with a foreign government	Similar trademarks, patents, or copyrights to yours are registered in a foreign market	A foreign government which was trusted with your intellectual property passed on without your permission confidential information, technology, or trade secrets to a local company	A foreign government which was trusted with your intellectual property passed on without your permission your business confidential information, technology, or trade secrets to a local company who is now your main competitor	A foreign government is not helping your agent, distributor, or wholly-owned subsidiary to stop your trademarks, patents or copyrights from being used without your permission	Counterfeit or pirated products which violate your intellectual property rights are being sold in the United States	Responses Total	
EU	0	0	1	0	0	0	0	0	1	3%
UK	0	0	1	0	0	0	0	0	1	3%
Germany	0	0	1	0	0	0	0	0	1	3%
France	0	0	1	0	0	0	0	0	1	3%
Russia	0	0	1	0	0	0	0	0	1	3%
Jordan	0	0	0	0	0	0	0	0	0	
Israel	0	0	1	0	0	0	0	0	1	3%
Morocco	0	0	0	0	0	0	0	0	0	
South Africa	0	0	0	0	0	0	0	0	0	
India	0	0	1	0	0	0	0	0	1	3%
China	5	2	0	0	2	1	1	4	15	44%
Taiwan	0	0	0	0	0	0	0	0	0	
Japan	0	0	1	0	0	0	0	0	1	3%
South Korea	0	0	1	0	0	0	0	0	1	3%
Indonesia	1	0	1	0	0	0	0	0	2	6%
Malaysia	0	0	1	0	0	0	0	0	1	3%
Australia	0	0	0	0	0	0	0	0	0	
New Zealand	0	0	0	0	0	0	0	0	0	
Vietnam	1	0	1	0	0	0	0	0	2	6%
Canada	0	0	0	0	0	0	0	0	0	
Mexico	0	0	1	0	0	0	0	0	1	3%
Panama	0	0	0	0	0	0	0	0	0	
Colombia	0	0	0	0	0	0	0	0	0	
Chile	0	0	0	0	0	0	0	0	0	
Peru	0	0	1	0	0	0	0	0	1	3%
Brazil	0	0	1	0	0	0	0	0	1	3%
Argentina	0	1	1	0	0	0	0	0	2	6%

ID	View Survey Other intellectual property rights barriers (please list each barrier on separate lines)	
8421506	<a href="#">View</a>	various.
8548787	<a href="#">View</a>	Counterfeit copies of our trademark and instruments exported from Bulgaria.
8553649	<a href="#">View</a>	Ref. #8.
8587760	<a href="#">View</a>	i am not the person who deals with this at my organization, so I am not able to answer.

**Question 15**

If you or your clients have faced import licensing barriers, please select below the specific barriers in the specific countries you have faced (please scroll to the right if necessary to see more choices). If none, please go to the next question.

**Import Licensing Barriers**

	Import licensing requirements or fees associated with obtaining an import license	Obtaining an import license was a burdensome process	Problems in learning where or how to obtain an import license	Long delays in receiving approval for an import license	Responses	Total
EU	0	0	0	0	0	
UK	0	0	0	0	0	
Germany	0	0	0	0	0	
France	0	0	0	0	0	
Russia	0	0	0	0	0	
Jordan	0	0	0	0	0	
Israel	0	0	0	0	0	
Morocco	0	0	0	0	0	
South Africa	0	0	0	0	0	
India	1	0	0	1	2	11%
China	2	2	1	1	6	32%
Taiwan	0	0	0	0	0	
Japan	0	0	0	0	0	
South Korea	0	0	0	0	0	
Indonesia	0	0	0	0	0	
Malaysia	0	0	0	0	0	
Australia	0	0	0	0	0	
New Zealand	0	0	0	0	0	
Vietnam	0	0	0	0	0	
Canada	0	0	0	0	0	
Mexico	0	0	0	0	0	
Panama	0	0	0	0	0	
Colombia	0	0	0	0	0	
Chile	0	0	0	0	0	
Peru	0	0	0	0	0	
Brazil	1	2	1	4	8	42%
Argentina	1	1	0	1	3	16%

ID	<a href="#">View Survey</a>	Other import licensing barriers (please list each barrier on separate lines)
8416414	<a href="#">View</a>	Our distributor faces this
8421506	<a href="#">View</a>	various.
8553649	<a href="#">View</a>	Ref. #8.
8587760	<a href="#">View</a>	i have had little to do with importing over the years, but have often heard those involved complain about the tracking and reporting requirements to successfully temporarily import items.

**Question 16**

If you or your clients have faced foreign investment barriers, please select below the specific barriers in the specific countries you have faced (please scroll to the right if necessary to see more choices). If none, please go to the next question.

**Foreign Investment Barriers**

	Foreign government of country in which you have invested or plan to invest asked you to use local products	Foreign government stated or promised that if local products were used, it would reduce your taxes, or grant some other benefit	Requested or required by foreign government to achieve any balance in your imports and exports or foreign exchange	Investment or investment proposals were subject to rules, guidelines, or demands that are different from those applied to an investment by a national of that country or a national of a third country	Requested or ordered by foreign government to use in production abroad products or other inputs from that country	Denied or delayed necessary licenses for operating investments while other investments, owned by nationals or foreigners from third countries haven't had this problem	Denied or delayed the right to repatriate profits or other monies	Foreign government expropriated investment	Responses Total	
EU	0	0	0	0	0	0	0	0	0	
UK	0	0	0	0	0	0	0	0	0	
Germany	0	0	0	0	0	0	0	0	0	
France	0	0	0	0	0	0	0	0	0	
Russia	0	0	0	0	0	0	0	0	0	
Jordan	0	0	0	0	0	0	0	0	0	
Israel	0	0	0	0	0	0	0	0	0	
Morocco	0	0	0	0	0	0	0	0	0	
South Africa	0	0	0	0	0	0	0	0	0	
India	0	0	0	0	0	0	0	0	0	
China	1	1	1	1	0	0	0	0	4	80%
Taiwan	0	0	0	0	0	0	0	0	0	
Japan	0	0	0	0	0	0	0	0	0	
South Korea	0	0	0	0	0	0	0	0	0	
Indonesia	0	0	0	0	0	0	0	0	0	
Malaysia	0	0	0	0	0	0	0	0	0	
Australia	0	0	0	0	0	0	0	0	0	
New Zealand	0	0	0	0	0	0	0	0	0	
Vietnam	0	0	0	0	0	0	0	0	0	
Canada	0	0	0	0	0	0	0	0	0	
Mexico	0	0	0	0	0	0	0	0	0	
Panama	0	0	0	0	0	0	0	0	0	
Colombia	0	0	0	0	0	0	0	0	0	
Chile	0	0	0	0	0	0	0	0	0	
Peru	0	0	0	0	0	0	0	0	0	
Brazil	1	0	0	0	0	0	0	0	1	20%
Argentina	0	0	0	0	0	0	0	0	0	

ID	View Survey	Other specific countries and specific foreign investment barriers (please list each on separate lines)
8421506	<a href="#">View</a>	various.
8553649	<a href="#">View</a>	Ref. #8.
8587760	<a href="#">View</a>	i am not the responsible party at my organization, but do not recall ever hearing much about trouble of this nature.

### Question 17

If you or your clients have faced government requirements or other market access barriers, please select below the specific barriers in the specific countries you have faced (please scroll to the right if necessary to see more choices). If none, please go to the next question.

#### Government Requirements or Other Market Access Barriers

	Experienced difficulties exporting because of subsidized local products	Foreign market dominated by a domestic company or controlled by monopolistic business practices	Import restrictions based upon percent of foreign-owned content of your products	Import restrictions due to your product's components/ingredients, structural composition, or product design	Products face shelf life restrictions in a foreign market	Import restrictions on used goods	Foreign country classification has negatively affected exports to that country	Foreign wholesalers, retailers, or customers have been required to obtain certifications, licenses, or other burdensome documentation to sell/use your product in other countries	A foreign country asked your company to disclose proprietary product information before allowing your product to be imported	Increase in customs duties on your products	Higher customs duties for your products in a foreign market than your competitors	Exporting problems due to the trade agreement benefits shared by other countries	Responses	Total
EU	1	0	0	1	1	0	0	1	0	0	0	0	4	4%
UK	0	0	0	1	1	0	0	1	0	0	0	0	3	3%
Germany	0	1	0	1	1	0	0	1	0	0	0	0	4	4%
France	0	1	0	1	1	0	0	1	0	0	0	0	4	4%
Russia	0	0	0	1	1	0	0	1	1	0	0	0	4	4%
Jordan	0	0	0	0	1	0	0	0	0	0	0	0	1	1%
Israel	0	0	0	1	1	0	0	1	0	0	0	0	3	3%
Morocco	0	0	0	0	1	0	0	0	0	0	0	0	1	1%
South Africa	0	0	0	0	1	0	0	0	0	0	0	0	1	1%
India	0	1	0	1	1	0	0	1	0	0	0	0	4	4%
China	6	3	2	3	1	1	2	1	0	0	0	0	19	20%
Taiwan	0	0	0	0	1	0	0	1	0	0	0	0	2	2%
Japan	0	1	0	1	1	0	0	1	1	0	0	0	5	5%
South Korea	1	0	0	1	1	0	0	1	0	0	1	1	6	6%
Indonesia	0	0	0	1	1	0	0	1	0	0	0	0	3	3%
Malaysia	0	0	1	1	1	0	0	1	0	0	0	0	4	4%
Australia	0	0	0	0	1	0	0	1	0	0	0	0	2	2%
New Zealand	0	0	0	0	1	0	0	0	0	0	0	0	1	1%
Vietnam	0	0	0	0	0	1	0	1	0	0	0	0	2	2%
Canada	0	0	0	1	1	0	0	0	0	0	0	0	2	2%
Mexico	0	0	0	0	1	0	0	1	0	0	0	0	2	2%
Panama	0	0	0	0	1	0	0	0	0	0	0	0	1	1%
Colombia	1	0	0	0	1	0	0	0	0	0	0	0	2	2%
Chile	0	0	0	0	1	0	0	1	0	0	0	0	2	2%
Peru	0	0	0	0	1	0	0	1	0	0	0	1	3	3%
Brazil	1	0	0	0	1	1	0	1	0	0	1	0	5	5%
Argentina	0	0	0	0	1	0	0	1	0	1	0	0	3	3%

ID	View	Survey Other government requirements or other market access barriers (please list each on separate lines).
8416414	<a href="#">View</a>	Turkey once asked for excessive confidential information on a customs clearance but it was cleared in a timely manner.
8418437	<a href="#">View</a>	Thailand requires extraordinary product certificate.
8421094	<a href="#">View</a>	Turkey dominated by local incumbents who are favored in national contracts.
8421506	<a href="#">View</a>	various.
8553649	<a href="#">View</a>	Ref. #8.
8587760	<a href="#">View</a>	unknown

### Question 18

If you or your clients have faced tax barriers, please select below the specific barriers in the specific countries you have faced (please scroll to the right if necessary to see more choices). If none, please go to the next question.

#### Tax Barriers

	Your products face less favorable tax treatment than similar products in your export market, including like, competitive or substitutable products produced locally or imported from other sources	Your products are subject to more or higher taxes, fees and internal charges than similar products	The administration of taxes for your products is different or more burdensome than for similar products	Responses	Total
EU	1	0	0	1	5%
UK	1	0	0	1	5%
Germany	0	0	0	0	
France	0	0	0	0	
Russia	2	1	1	4	19%
Jordan	0	0	0	0	
Israel	1	0	0	1	5%
Morocco	0	0	0	0	
South Africa	0	0	0	0	
India	1	2	1	4	19%
China	1	0	0	1	5%
Taiwan	0	0	0	0	
Japan	0	0	0	0	
South Korea	1	0	0	1	5%
Indonesia	0	0	0	0	
Malaysia	0	0	0	0	
Australia	0	0	0	0	
New Zealand	0	0	0	0	
Vietnam	0	0	0	0	
Canada	1	0	0	1	5%
Mexico	1	0	0	1	5%
Panama	0	0	0	0	
Colombia	0	0	0	0	
Chile	0	0	0	0	
Peru	0	0	0	0	
Brazil	2	2	2	6	29%
Argentina	0	0	0	0	

ID	View Survey	Other specific countries and specific tax barriers (please list each on separate lines).
8587760	<a href="#">View</a>	unknown



### Question 19

If you or your clients have faced bribery and corruption barriers, please select below the specific barriers in the specific countries you have faced (please scroll to the right if necessary to see more choices). If none, please go to the next question.

#### Bribery and Corruption Barriers

	Public officials have asked for bribes in exchange for services, contracts, permits, licenses or other business you may have had or would like to have had with them	Competitors have promised, offered or given such bribes to public officials	Responses	Total
EU	0	0	0	
UK	0	0	0	
Germany	0	0	0	
France	0	0	0	
Russia	3	3	6	26%
Jordan	0	0	0	
Israel	0	0	0	
Morocco	0	0	0	
South Africa	0	0	0	
India	1	2	3	13%
China	2	4	6	26%
Taiwan	0	0	0	
Japan	0	0	0	
South Korea	0	0	0	
Indonesia	0	1	1	4%
Malaysia	0	0	0	
Australia	0	0	0	
New Zealand	0	0	0	
Vietnam	0	0	0	
Canada	0	0	0	
Mexico	1	0	1	4%
Panama	0	1	1	4%
Colombia	0	1	1	4%
Chile	0	1	1	4%
Peru	0	1	1	4%
Brazil	0	1	1	4%
Argentina	0	1	1	4%

ID	View	Survey Other specific countries and specific bribery and corruption barriers (please list each on separate lines).
8416414	<a href="#">View</a>	Same for Turkey, Saudi Arabia, Oman, UAE, Qatar, India, Pakistan, Ecuador, Bolivia
8420591	<a href="#">View</a>	Middle east countries
8421094	<a href="#">View</a>	Turkey
8548787	<a href="#">View</a>	central europe
8587760	<a href="#">View</a>	unknown

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### NDEC Foreign Non-Tariff Barriers Survey - Part III

### Question 20\*

Are you familiar with the U.S. Department of Commerce Trade Compliance Center?

Yes	30	60.00%
No	20	40.00%

### Question 21

If you answered "yes" to the previous question, what is the level of your familiarity and/or involvement with the Trade Compliance Center

Have heard of the Trade Compliance Center	19	46.34%
Have visited the Trade Compliance Center website (tcc.export.gov)	12	29.27%
Have reported a foreign non-tariff barrier to the Trade Compliance Center	4	9.76%
Have had assistance from the Trade Compliance Center in resolving a foreign non-tariff barrier issue	6	14.63%

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### NDEC Foreign Non-Tariff Barriers Survey - Part III

## Question 22

**If you would you like some follow-up information, please list your contact information.**

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