

**National Association of Foreign-Trade Zones**  
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202.331.1950



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As president of the National Association of Foreign-Trade Zones (NAFTZ), I am pleased to provide you with background information on the U.S. Foreign-Trade Zone (FTZ) Program and on our Association. FTZs are a key tool for promoting jobs in the U.S. and for increasing U.S. competitiveness. The latest available data (2009) show zone operations across the country directly employing 330,000 workers, with exports from zones totaling more than \$28 billion and shipments into zones totaling more than \$430.6 billion.

The NAFTZ is a non-profit, trade association formed in 1972 to promote and improve foreign-trade zones and their use. Our membership consists of local and state governments, individuals and private companies who are grantees, operators and users of the approximately 253 General-Purpose Zones and 261 active subzones across the U.S. We are the collective voice of the zone community, and our membership works together to advance this great program and its goals of fostering business growth, economic development and U.S. employment.

Congress passed the Foreign-Trade Zones Act in 1934 “to expedite and encourage foreign commerce.” The intent of the program was, and still is, to stimulate international trade and create jobs and investment here, rather than abroad. Foreign-trade zones are a unique public/private partnership chartered by Congress to facilitate economic development through trade and are one of the most effective tools available for U.S.-based operations to increase their global competitiveness. The FTZ program helps communities and companies promote economic development and achieve economic success.

I look forward to starting a dialogue about this great program and to being a resource should you have any questions. Please contact me at 202-331-1950 should you ever need more information about the FTZ program. I will be happy to assist you in every possible way.

Sincerely,

A handwritten signature in black ink, which reads 'Willard M. Berry'. The signature is written in a cursive style with a prominent initial 'W'.

Willard M. Berry