

January 20, 2015

The Honorable Barack Obama  
President of the United States of America  
The White House  
1600 Pennsylvania Avenue NW  
Washington, DC 20500

Mr. President:

We, the undersigned technology-enabled small businesses, commend you for the commitments you made in your State of the Union address to pursue an ambitious trade agenda this year. We agree that now is the time to modernize our trade policies.

Small businesses like ours are the economic backbone of our country. We make contributions to our communities by creating jobs, driving commerce, and reinvesting locally. Our small businesses are distinct in that much of the economic contributions we make at home are the result of the opportunity that we have seized abroad.

[According to a study](#) from eBay Inc., over 90 percent of U.S. businesses using eBay marketplaces – including ours – are trading across borders, and on average these businesses sell to 30 countries. Comparatively, less than five percent of traditional businesses trade with customers outside the U.S., and on average they sell to fewer than three countries.<sup>1</sup> Our businesses serve as proof points that the “face of trade” is evolving and becoming more inclusive.

Unfortunately, businesses like ours cannot realize our full trade potential because outdated trade policies around the world limit our reach. The U.S. International Trade Commission estimates that removing foreign trade barriers to digital trade would increase U.S. GDP by up to \$41 billion. Ongoing trade negotiations, including the Trans-Pacific Partnership Agreement and the Transatlantic Trade and Investment Partnership, offer the best chance to reduce or eliminate international barriers to our businesses.

Trade rules developed in a “pre-Internet” era unnecessarily complicate international opportunities for our businesses. For example, domestic and international customs rules create real obstacles for us to increase exports, while open markets that allow for resale of goods and cross border data flows are critical to our participation in global commerce. Finally, countries must rethink how they integrate small businesses into global commerce, especially given the trade generated by small businesses like ours.

We are encouraged by your pledge to pursue trade legislation this year. We stand behind you in your efforts to drive current trade negotiations forward and to champion policies that ensure small businesses can grow and thrive in the global marketplace.

Sincerely,

Nick Martin  
The Pro's Closet INC  
Boulder, CO

Wayne Johnson  
Anglers Habitat  
Caldwell, ID

Bob Adams  
Better Deals 123  
Wake Forest, NC

Dave Rogers  
Dave's Guitar Shop  
La Crosse, WI

Fred Krause  
ATR Computers Inc.  
Davison, MI

Robert M. Faut  
Midwest Under Parts  
Chicago, IL

Ed Rosenberg  
SharkMotorcycleAudio  
Brooklyn, NY

Kathleen Palmer  
College-Therapy-Fund  
Dardenne Prairie, MO

Ahmad Deiranieh  
Homie Gear Inc  
Chula Vista, CA

Clark White  
Southside Honda  
Lafayette, LA

Mac Griffiths  
MDG Sales, LLC  
South Jordan, UT

Marc Ducey  
GolfEtail, Inc.  
Wilbraham, MA & San Marcos, CA

Brian Duda  
Duda Energy LLC  
Decatur, AL

Stephen Robbins  
Apex Motorsports Inc.  
Louisville, KY

Kyle Reznick  
Oregon Laminations Co.  
Portland, OR

Craig Clark  
Perfect Corners Collectibles  
Collegeville, PA

Norman Dollahite  
DND Enterprises, LLC  
Lehi, UT

Steve Clemens  
Secco International  
Santa Barbara, CA

John S. Moesta  
Dull Knife Terminator, Inc.  
Mechanicsburg, PA

Christopher Ko & Richard Krug  
Nationwide Surplus  
Mesa, AZ

Joe Cortese  
Noblespirit.com  
Pittsfield, NH

Bruce R. Foote  
DisneyNana's Treasures  
Gilbert, AZ

Susan Street  
Vintage Jewelry Supplies Company  
Inc.  
Johnson City, TN

Travis L. Baird  
Adrenaline Enterprises LLC  
Elkhart, IN

Mace Brasher  
Jester's Jerseys  
Tooele, UT

Kelly Jennings  
Uneeksupply.com  
Bakersfield, CA

Stephen B. Wishek  
American RV Company  
West Covina, CA

John Ray  
johnray47  
Jacksonville, FL

Janet E. Rath  
Always Awesome Finds  
Placerville, CA

Andrew Borakove  
Gongs Unlimited, LLC  
Lincoln, NE

Marty Babayov  
The Suit Depot  
Oak Park, MI

Ben Werlin  
MusicStoreLive.com  
South Burlington, VT

David J. Spsychalski  
Spycor Construction Systems, LLC.  
Mount Pleasant, SC

Wes Myers & Michelle McConnon  
TireNet-USA  
Philadelphia, PA

Adam Pollock  
Diversified Brands  
Clinton, MS

Philip Day  
Trail Duty LLC  
San Antonio, TX

Joel Sappenfield  
National Product Sales, Inc.  
Salt Lake City, UT

John Stack  
ACityDiscount  
Atlanta, GA

Jennifer Elaine Crowder  
Boston Fashion House  
Bradford, MA

Amy M Fagerli  
PX Supply LLC  
Granger, IN

Clark Stevenson  
Treadmill Doctor  
Memphis, TN

Larry McGill  
CharmNJewelry  
San Antonio, TX

Ann Whitley Wood  
Willow-Wear on eBay  
Dallas, TX

Rob Heller  
R&M Group LLC  
Westbury, NY

Michael Brooks  
R&M Group LLC  
Cortlandt Manor, NY

Richard Reichbach  
Time Titans  
Richmond, VA

Jamie Smith  
Wholesale Coin and More Inc.  
Dubuque, IA

Ricardo Scattolini  
Lulucollections  
Miami, FL

Kathy Terrill  
NYC Fitness Family & Finds  
New York City, NY

Daniel Keane  
Alphabet Signs  
Gap, PA

Mark Scott  
Total Lighting Supply  
Rio Rancho, NM

Peter Simmons  
Simmons Sporting Goods  
Bessemer, AL

Darrell W Spencer Jr.  
Upscale Time LLC  
Lynchburg, VA

Andy Logan  
Performance Product  
Technologies/IShopBoating  
Stillwater, OK

Travis Adams  
Whaddy  
Nashua, NH

Mike Hadad  
iSOLD It  
Potomac, MD

Dana Weinrot  
ReFresh Your Closet, Inc.  
Los Angeles, CA

Mathew Keister  
Seamless Development Inc. /  
ChopRetail.com  
Cherry Hill, NJ

Marc Cohen  
Phoenix Trading Co., Inc.  
Waltham, MA

Kevin Spencer  
Emovendo LLC  
Petersburg, WV

Joseph Ladin  
SFLMAVEN INC  
Ft. Lauderdale, FL

Colleen M. Rast  
Great Sky Gifts, Inc  
Kalispell, MT

Richard Baccus  
ABC Vacuum Warehouse  
Austin, TX

Holly Richardson  
AeroMarine Products  
San Diego, CA

Kevin Calvert  
MVP Motorsports Inc.  
Dallas, TX

Brian Robinson  
The Music Farm  
Canton, OH

Chad Mason  
Equipment Stop  
Commerce City, CO

Marcelo Larralde  
Marceoutlet1  
Linden, NJ

Stephen Douge  
Hardware Sales Inc.  
Bellingham, WA

Tracy Johnson  
Jitney Stand Wholesalers, LLC  
Valley, NE

Larry Connelley  
KnifeArt.com  
Little Rock, AR

Ken Bengson  
Countryside Pet Supply, LLC  
West Plains, MO

Gary Henderson  
Geothermal Products  
Des Moines, IA

Susan and John Cooley  
Sofies, LLC d/b/a Sincerely Susan  
Lenexa, KS

Richard Cooley  
Salearea Co.  
Campbell, CA

Thomas Rath  
www.RockBottomGolf.com  
Suffolk, VA

Randy Jacobs  
GizmoTrader.com  
Orlando, FL

Rebecca Germain  
MidwestScrapbook.com  
New Berlin, WI

Sammy Gagliano  
SewingMachineOutlet.com  
dba/Precision Sewing Machines  
Covington, LA

Joe Hemmi  
Joes Outdoor Power  
Kingston, MI

Tim Wagner  
Accurate Technical Services LLC  
Bitely, MI

Mark D LeVine  
Bubblefast  
Gurnee, IL

Sean Stockmeyer  
Gotham Products, Inc.  
Hillburn, NY

Andy Sollofe  
Emes Enterprises LLC  
dba www.closeoutlinen.com  
Cincinnati, OH

Ryan DeBari  
Vittore Wheel  
Asheboro, NC

Hal Stevens  
NetworkEquipment.net  
Oklahoma City, OK

Michael Wilson  
Wilson Brothers Jewelry  
Greensboro, NC

Roceta Gonzales  
Help To Make Life Better, INC  
Gainesville, VA

Tom Stroup  
Valaset Services LLC  
Livonia, MI

KJ Hrannarsson  
Powermellon Corp.  
Oakland Park, FL

Kendall Smith  
KitchenDance.com  
San Jacinto, CA

Matthew Bell  
ATV Outfitters  
Greenville, SC

Jessica Pate  
mykiddoscollegefund  
Cumming, GA

Laura Land  
Accessory Export, LLC  
Riverside, CA

Chris Chapman  
Loucon LLC  
Murray, KY

Faisal Bhatti  
Raphil USA Inc. dba TowelHub  
Atlanta, GA

Tracy Norgrove Ward  
Gate Depot  
Sonoma, CA

Justin Leff  
EuroActive Inc.  
Olyphant, PA

Thomas L. Carlson  
Assisted Living Store Inc.  
St. Paul, MN

Alan Doan  
Missouri Star Quilt Company  
Hamilton, MO

Cindy Sorley  
Stitchery X-Press  
Layton, UT

Seth Schmidt  
SMASH Direct  
Ashland, VA

Jeff Sefton  
Butler Music LLC  
Butler, MO

Joshua Abramson  
Vault Wholesale  
San Francisco, CA

Brandon Lackey  
UFlyMike LLC  
Colorado Springs, CO

Martin Doctors  
eCustomhitch  
Naples, FL

Darren Saga  
Sole Elite  
Dallas, TX

Scott Wool  
Omni Books Inc.  
Weathersfield, CT

Norb and Marie Novocin  
Estate Auctions  
Seaford, DE

Jamie Wankum  
Dakota International Trading dba brownbox.com  
North Sioux City, SD

William Buckley  
Fuddlebucks.com  
Bel Air, MD

Edward Adato  
Salectronics.com  
Chula Vista, CA

Roozbeh Pirghibi  
OC Camera  
Mission Viejo, CA

Shannon J. Jean  
TechRestore, Inc.  
San Francisco, CA

Nick Waite & Phoebe Kirby-Glatkowski  
Pro Tested Gear LLC  
Harrisonburg, VA

cc: Ambassador Michael Froman, Office of the United States Trade Representative

---

<sup>i</sup> 'Enabling Traders to Enter and Grow on the Global Stage' <http://bit.ly/1yFn1ZY>