



AMERICAN BUSINESS
COALITION *for* DOHA

June 18, 2008

Open letter to WTO Director-General Lamy and trade ministers of WTO members:

The American Business Coalition for Doha (ABCDoha), which recently visited Geneva to meet with Director-General Lamy and ambassadors of WTO members, reiterates its strong support for the successful conclusion of an ambitious, balanced and comprehensive Doha Round agreement before the end of this year. We urge all participants to seize this moment to make the necessary commitments to ensure a successful outcome to the Round. Without a major breakthrough in the coming weeks, we fear that this opportunity to liberalize trade will be lost for some considerable time.

We are concerned the new texts on agriculture, industrial market access (NAMA) and services fall short in providing for the level of liberalization that is needed to create meaningful new trade flows and ensure business support. These three pillars are inextricably linked, and the Round will only be brought to a successful conclusion when there is substantial progress in all three areas. We encourage greater efforts to bring the Round to a close based on ambition, and want to reinforce the recent statement of the U.S. Trade Representative, when she said, "There is an urgency in terms of time, but content is more important than the calendar."

With global prices for agricultural inputs and commodities at record -- or near record -- levels, and with certain countries and regions experiencing limitations on the supply of commodities, the need for WTO agreements to maintain open markets and to further reduce distortions is more critical than ever. Open trade policy is a necessary condition to providing access to food for the world's citizens. The new text on agriculture has clearly progressed, but still lacks clarity on market access commitments for advanced emerging economies.

We are also concerned that the degree of ambition in the new NAMA text has been lessened and falls short of the market liberalization necessary for any successful Round. Although the products covered by NAMA make up over 60% of global trade, there have been far less meaningful negotiations devoted to achieving results in NAMA that will provide significant new trade flows or spur global economic growth. Given the retrenchment in the tariff formula, sectoral participation by advanced developing economies will be crucial to any successful Round.

Two-thirds of world economic output is generated by the service sector, and countries at all levels of development will benefit from ready access to efficient, competitive services. Unfortunately, progress in the services negotiations is falling short of providing any of these benefits. For the services negotiations to succeed, WTO members need to state clearly their commitment to the successful conclusion of the services negotiations. This will require WTO ministers to issue a strong statement of ambition that reflects the importance of liberalizing services in the Doha Round, to upgrade and energize their participation in the "signaling process", and to indicate clearly during the Signaling Conference their commitment to substantially improve their offers as the services negotiations move forward.

If WTO members want to bring the Doha Round to a successful conclusion this year, they must move forward aggressively at the same time on all three of the major Doha Round pillars—agriculture, services and industrial products—as well as on the other Doha Round initiatives. In the weeks ahead, we urge all participants, with the leadership of Director-General Lamy, to improve upon the current negotiating texts and realize the contribution to economic growth and development that these negotiations offer.

A successful conclusion to the Round, especially against the current back drop of global economic uncertainty and high commodity prices will send a very positive signal not only to world markets but also to workers, farmers and consumers around the world.

The American business community remains strongly committed to working with the Director-General and our trading partners to break the deadlock that has stalled the negotiations and to conclude an ambitious, balanced and comprehensive Doha Round this year.

Sincerely,

ACE Group
AdvaMed
American Apparel & Footwear Association (AAFA)
American Chemistry Council
American Council of Life Insurers
American Electronics Association (AeA)
American Forest & Paper Association
American Insurance Association
American International Group, Inc.
American Luggage Dealers Association
American Petroleum Institute (API)
Altrius Group, LLC
Association of Equipment Manufacturers
AT&T
Avaya Inc.
Bayer Corporation
Business Roundtable
CA
Cadbury
California Chamber of Commerce
C&M International
Cange International, Inc.
Cargill, Incorporated
Caterpillar Inc.
Citigroup, Inc.
Coalition of Service Industries
CropLife America
Cummins Inc.
Daimler
Deere & Co.
Distilled Spirits Council of the United States
Eastman Chemical Company
Eastman Kodak Company

EDS
Emergency Committee for American Trade (ECAT)
European-American Business Council (EABC)
Express Delivery & Logistics Association
Exxon Mobil Corporation
FedEx Express
Financial Services Forum
Footwear Distributors and Retailers of America
Grocery Manufacturers Association
Hewlett-Packard Company
Honeywell International Inc.
Hormel Foods Corporation
IBM Corporation
Information Technology Association of America
Information Technology Industry Council (ITI)
Intel Corporation
International Assn. of Drilling Contractors
International Bancshares Corporation
International Dairy Foods Association
International Paper Company
Jockey International, Inc.
Kraft Foods
Levi Strauss & Co.
Liberty Mutual
Mattel, Inc.
McLarty Associates
MeadWestvaco
Meijer, Inc.
Merck & Co., Inc.
MetLife
Motion Picture Association of America
National Association of Manufacturers
National Electrical Manufacturers Association
National Foreign Trade Council
National Oilseed Processors Association
National Retail Federation
New York Life
Ocean Spray Cranberries, Inc.
Oracle Corporation
Oxford Industries, Inc.
Payless ShoeSource, Inc.
Perry Ellis International
Pet Food Institute
Philip Morris International
Principal Financial Group
Qualcomm Inc.
Retail Industry Leaders Association
Rockwell Automation
SAS
Siemens Corporation
Sporting Goods Manufacturers Association

Summit Group International
Technology CEO Council
Texas Instruments, Inc.
The Boeing Company
The Chubb Corporation
The Dow Chemical Company
The McGraw-Hill Companies
The Middle East Council of American Chambers of Commerce
The National Electrical Manufacturers Association (NEMA)
The National Pork Producers Council
The Procter & Gamble Company
Travel Goods Association (TGA)
TWIRIS International
UPS
U.S. Chamber of Commerce
United States Council for International Business
United Technologies Corporation
Wal-Mart Stores, Inc.
Whirlpool Corporation