

**STATEMENT OF
AMBASSADOR JOHN K. VERONEAU
DEPUTY U.S. TRADE REPRESENTATIVE
OFFICE OF THE UNITED STATES TRADE REPRESENTATIVE
BEFORE THE
HOUSE COMMITTEE ON SMALL BUSINESS
November 1, 2007**

Madam Chairwoman, members of the committee, thank you for inviting me to be here with you today and for providing me with the opportunity to speak about our free trade agreements, in particular, the four trade agreements with Peru, Colombia, Panama and South Korea, that Congress will be considering for approval.

Introduction

The Office of the U.S. Trade Representative (USTR) is responsible for developing and coordinating U.S. international trade policy. Our primary mission is to ensure that U.S. workers, farmers, ranchers, businesses and investors can benefit from international trade. We do that by providing market opportunities for U.S. exports through expanding market access for American goods and services abroad, and by securing a level playing field for Americans through the establishment of fair and enforceable rules for trade. We also enforce U.S. trade agreements and resolve trade problems utilizing bilateral discussions, negotiations, and formal dispute settlement. USTR achieves these goals through negotiations with foreign governments and strategic use of the trade tools that Congress has placed at our disposal. We work closely with the other agencies, with Congress, and with numerous other stakeholders in this effort.

Under the leadership of Ambassador Schwab, the Office of the U.S. Trade Representative has pursued an agenda of market opening that makes possible significant new opportunities for U.S. business, while advancing a fair, consistent and enforceable set of rules for the world trading system. This agenda is crafted to meet the challenges of globalization, honing American competitiveness by ensuring access to foreign markets for our goods and services and by giving our manufacturers access to the world's inputs and our consumers access to the world's products.

USTR has pursued this agenda on three, mutually reinforcing tracks, including global negotiations at the World Trade Organization (WTO), regional and bilateral free trade negotiations, and stewardship of the multilateral trading system through establishment and enforcement of agreed-upon sets of rules.

Today, I will focus my remarks on our trade agreements with Peru, Colombia, Panama and South Korea. First, I will briefly describe USTR's bilateral and regional Free Trade Agreement (FTA) agenda. Second, I will talk about this agenda's broad benefits for U.S.

small business. Finally, I will discuss the specifics of the four free trade agreements, which will significantly boost small business prospects in these respective markets.

The Benefits of Trade

Before turning to our bilateral and regional agenda, I would first like to highlight the importance of trade to American prosperity. As the world's largest economy and largest exporter and importer, the United States has increased both its productivity and the real wages of its workers, while at the same time expanding consumer choice and purchasing power. In 2007 to date, U.S. exports have grown at more than twice the rate of U.S. imports. And U.S. jobs supported by goods exports pay 13 to 18 percent more than other jobs.

Today, U.S. annual incomes are \$1 trillion higher, or \$9,000 per household, due to increased trade liberalization since 1945. Moreover, around the world, trade has helped lift hundreds of millions of individuals out of poverty.

Ultimately, USTR's goal is to continue to make the benefits of trade available to Americans by achieving greater access for American farmers, manufacturers, and service providers to the 95 percent of the world's customers who live outside the United States. To do this, we will continue to work diligently to achieve significant new increases in market access for American products and services in a multilateral agreement in the World Trade Organization Doha Development Round and through bilateral and regional agreements, including our free trade agreements with Peru, Colombia, Panama and South Korea.

The Bilateral and Regional Agenda

Currently, the Administration is seeking Congressional approval of four free trade agreements that we have signed with Peru, Colombia, Panama and South Korea.

These four FTAs, and other FTAs that Congress has already approved, provide for the best market access and conditions for doing business that are found in trade agreements. These agreements not only level the playing field for American farmers, ranchers, manufacturers and service providers, they also strengthen intellectual property rights; promote transparency and the rule of law; and safeguard labor and environmental standards. Importantly, they make it easier for small business to compete in global markets.

This approach has resulted in agreements close to home in Latin America. Since 2001, we have put agreements in effect with Chile, 4 countries in Central America and the Dominican Republic. We have signed agreements with Peru, Colombia, and Panama.

This Administration has also provided enhanced access for U.S. companies into the Asia-Pacific region through agreements with Singapore and Australia. U.S. companies also

anticipate significant benefits when Congress approves our free trade agreement with South Korea, our 7th largest goods trading partner.

The Administration has also moved toward creating a strategic Middle East Free Trade Area, through putting agreements into effect with Jordan, Morocco, and Bahrain. We hope to soon add Oman to that list.

In sum, the Administration has added eleven new FTA partners since 2001, and two more will be added to this list when Costa Rica and Oman complete their domestic procedures for entry into force of their FTAs with us. When Congress approves the Peru, Colombia, Panama and South Korea agreements, we will have gone from three (Israel, Canada, and Mexico) FTA partners to twenty at a critical time, giving an important boost to the competitiveness of U.S. business in some of the fastest-growing markets in the world.

Market-opening efforts with FTA partners are clearly bearing fruit. U.S. exports to all FTA partners up to 2006, has increased 60 percent faster than the rest of the world (21% to 13%). FTAs implemented between 2001 and 2006 produced a \$13 billion U.S. trade surplus with those trade agreement partners last year.

- CAFTA-DR - U.S. exports to the four Central American countries under the Dominican Republic-Central America-United States Free Trade Agreement (CAFTA-DR) in 2006 were up 18 percent last year. Exports to El Salvador were up 16 percent, Nicaragua up 20 percent, Honduras up 13 percent, and Guatemala up 24 percent.
- Bahrain – U.S. exports to Bahrain grew 35 percent to \$474 million in 2006, as the FTA entered into force on July 1.
- Chile - U.S. exports to Chile have risen by 150 percent since 2004, and the United States is Chile's largest trading partner.
- Singapore - The U.S. trade surplus with Singapore tripled after the first year of the United States-Singapore FTA, reaching \$4.2 billion, and rose to \$6.9 billion in 2006. Building on an already healthy trade relationship, U.S. exports to Singapore have risen by over \$8 billion (49 percent) since entry into force of our FTA.
- Australia - Since the United States-Australia FTA went into effect, the U.S. trade surplus with Australia has grown to \$9.6 billion, with U.S. exports increasing by \$3.6 billion to reach \$17.8 billion after only two years. In percentage terms, U.S. exports to Australia have risen 25 percent since the agreement entered into force.
- Jordan - U.S. exports to Jordan have risen by 92 percent since the United States – Jordan FTA went into effect in December 2001.

- Morocco - U.S. exports to Morocco increased by 67 percent in the first year after entry into force of the FTA, growing from \$525 million in 2005 to \$878 million in 2006.

Notably, small and medium-sized enterprises, or SMEs, account for substantial U.S. export shares in many of these markets. Central America stands out in this respect. In 2005, SMEs accounted for 46 percent of U.S. exports to the CAFTA-DR countries, well above the overall SME export share. Central America and the Dominican Republic represent the second largest market for U.S. SME exports in Latin America, behind only Mexico. Eighty-nine percent of U.S. exporters to Central America in 2005 were small- or medium-sized companies.

FTAs and Small Business

Whether in Central America or anywhere else around the world, trade is important to small business and small business employees. The number of SMEs that exported merchandise more than doubled from 1992 to 2005, increasing from 108,026 in 1992 to 232,612 in 2005.

Despite this small business success in overseas markets, and the tremendous potential for expanded export sales, the cost of doing business overseas is often too high for small firms. For those companies that wish to take advantage of the international market place, the fixed costs to begin exporting can be so high as to be prohibitive in many cases.

This is where U.S. free trade agreements help. Small business needs markets to be open and easy to navigate. A very simple way to describe our agenda for small business would be to say that we are seeking to replicate the same conditions of openness, transparency and predictability in foreign markets that the sector enjoys here in the United States.

Our key task is to break down trade barriers so that all U.S. businesses have the opportunity to participate effectively in the global marketplace. Basic trade barriers such as tariffs and quotas affect large and small businesses alike. But many types of non-tariff barriers are particularly obstructive to small business.

USTR is committed to reducing these trade barriers so that American small business has the opportunity to succeed in the world's markets. Our trade agreements are uniquely attuned to addressing these barriers. They help small business by lowering the costs of selling to customers overseas, minimizing risks in foreign markets, insisting on intellectual property rights protection and enforcement, and promoting the rule of law, thus, providing certainty and predictability for small business exporters.

Obstacles such as tariffs and quotas may not discriminate between multinational corporations and small business, but other, more insidious, barriers do. A non-tariff barrier might be a speedbump for a multinational with teams of legal and customs advisors, but a roadblock for a small company:

- **Non-Tariff Barriers:** Inconsistent/unpredictable customs procedures, lack of transparency and burdensome paperwork can make trade difficult. U.S. trade agreements eliminate the kind of non-tariff barriers that have a greater effect on smaller companies because these conditions usually add to the fixed costs of doing business, and they are often unforeseeable. In addition to our FTAs, the United States is leading efforts in the WTO to help enhance transparency, promote efficiency and reduce the costs of trade. Our FTAs are out ahead of this process, setting important benchmarks for future application at the multilateral level.
- **Fixed and Transaction Costs:** Multiple and overlapping licensing and inspection requirements can add costly processes and time-consuming steps that can make exporting impossible for small business. While a licensing fee may be a nuisance for larger companies, it can be prohibitive for smaller ones. Smaller companies, with lower sales and profits than larger companies, have less revenue across which to spread fixed costs. U.S. trade agreements are particularly useful to American small businesses because they lower transaction costs in overseas markets. Lower transaction costs mean more small businesses will find sales that are profitable.
- **Services:** U.S. trade agreements also create valuable opportunities for the service sector – a part of the U.S. economy that abounds with efficient and innovative small business firms that are potentially world-class exporters. Services account for over two-thirds of the U.S. economy. For American small business, e-commerce and the Internet reduce transaction costs significantly, while increasing the pool of potential customers around the globe. Through the WTO and FTAs, the United States is working to reduce non-tariff barriers across all service regimes, including financial services, telecommunications, computer and related services, express delivery, distribution and energy services.
- **Strengthening Intellectual Property Rights** - Our FTAs all contain chapters intended to strengthen the IPR legal frameworks of our trading partners, and to ensure that IPR laws are effectively enforced. These provisions encompass emerging areas of technology such as the Internet, helping to ensure that small business is able to sell products on-line and more easily combat on-line piracy in overseas markets.
- **Government Procurement:** Our trade agreements give American small business access to foreign government procurement contracts and provide for fair and transparent procurement procedures. Bidding opportunities in our FTA partners offer invaluable opportunities for the U.S. small business sector. What's more, these contracts benefit our trading partners by putting American innovation and expertise to work building an infrastructure for economic growth and development.

- **Transparency:** One of the most significant obstacles to small U.S. companies seeking to do business overseas is the complicated web of differing rules, standards and business cultures they must negotiate. Corrupt government officials present a particularly vexing problem. U.S. trade agreements are increasingly focused on creating transparent business environments, so that U.S. companies know what the rules are and that they will be applied fairly and consistently. Trade agreements are our single best tool for creating a level playing field for U.S. small business.

Our FTAs have many common features that facilitate trade among the United States and our FTA partners. The CAFTA-DR agreement is the clearest example of this. In addition to common provisions applied among the Parties to this Agreement, the CAFTA-DR shares the same approach to rules of origin and other provisions as the North American Free Trade Agreement (NAFTA) and our agreements with Peru, Panama, and Colombia. This consistency is of course valuable for all companies, large and small. It is especially valuable for the small business sector, where companies may lack the legal and consulting resources and the economies of scale that are often necessary to penetrate foreign markets with complex rules and regulations or costly barriers to entry. To make a rational decision to enter a foreign market, a company needs to know what the rules are, how they will be applied, and that they will be applied consistently.

The Four FTAs – Peru, Colombia, Panama and South Korea

It is in the context of this record of success that we are now seeking Congressional approval of the FTAs that have been negotiated and signed with Peru, Colombia, Panama and South Korea. Each of these agreements is discussed in turn below.

Promoting Reciprocal Trade Access in Latin America

Peru, Colombia and Panama have a combined population of over 76 million consumers, with a combined GDP of almost \$590 billion (based on purchasing power). As in Central America, the small business export share to these countries is well above average, ranging between 35 percent and 40 percent.

Currently, small business is operating at a disadvantage vis-à-vis these countries, because 90 percent of products from these three countries already come in duty-free through unilateral preference programs. In 1991, the U.S. Congress voted to authorize duty-free tariff benefits to Peru and Colombia through the Andean Trade Preference Act, or ATPA. ATPA was designed to help expand economic opportunities in the Andean region and encourage our Andean neighbors to move away from the production, processing and shipment of illegal drugs and to move toward legitimate products. ATPA was expanded under the Trade Act of 2002, through the Andean Trade Promotion and Drug Eradication Act, or ATPDEA. ATPDEA was renewed by a strong bipartisan vote in Congress this past June.

ATPDEA has served its intended purpose well, while providing a solid foundation for a more mature economic relationship with the United States. Both Peru and Colombia have sought FTAs with the United States in order to create a partnership in trade and economic development. Our FTAs with both countries will allow us to move beyond the one-way preferences and bring our commercial relationship to full partnership and reciprocal commitments under an FTA.

Peru, Colombia and Panama also benefit from our general trade preference program for developing countries known as the Generalized System of Preferences (GSP). In addition, Panama has duty-free access to the U.S. market through our Caribbean Basin Initiative (CBI) trade preference program. Like Peru and Colombia, Panama has sought to build an economic partnership with the U.S. through an FTA.

Congressional approval of our agreements with Peru, Colombia and Panama will give U.S. exporters reciprocal market access for the first time. Eighty percent or more of tariffs on U.S. products and services will be eliminated on day one of the implementation of these free trade agreements.

United States-Peru Trade Agreement

America's two-way trade with Peru doubled over the last three years to \$8.8 billion in 2006, with U.S. goods exports to Peru reaching \$2.9 billion. In 2006, 98 percent of U.S. imports from Peru entered the U.S. duty-free under our most-favored nation tariff rates and various preference programs. As shown in the first attachment to my testimony, in 2006, Peru's average applied tariff rate on U.S. imports was 10.2 percent, while the U.S. average applied tariff rate on imports from Peru was 2.18 percent.

Under the terms of the United States-Peru trade agreement, eighty percent of U.S. exports of consumer and industrial products to Peru will become duty-free immediately, with remaining tariffs phased out over 10 years. Key U.S. exports will gain immediate duty-free access to Peru, including more than 90% of current U.S. farm exports. Tariffs on most of the remainder of U.S. farm products will be phased out within 15 years, with all tariffs eliminated in 17 years. Peru has also agreed to eliminate its price band system on trade with the United States, and resolved a number of significant sanitary and phytosanitary (SPS) and technical regulation issues that had impeded or stopped U.S. exports of beef, pork, poultry, and rice. In addition, the agreement will remove barriers to U.S. services, provide a secure, predictable legal framework for investors, and strengthen protection for intellectual property, workers, and the environment.

Peru is already a significant market for U.S. SMEs and the trade agreement will be of particular benefit to small business. In 2005, U.S. SMEs exported \$774 million in merchandise to Peru, representing 38 percent of total U.S. exports to Peru – well above the 29 percent SME share of U.S. exports to the world. More than 81 percent of U.S. companies that export to Peru are SMEs.

A free trade agreement with Peru will strengthen our partnership with an important democracy in South America. Peru was the first Andean nation to conclude a free trade agreement with the United States and the first to ratify the agreement. The Peruvian legislature – representing the will of the Peruvian people – passed the U.S.-Peru trade agreement by an overwhelming margin. Approval and implementation of the U.S.-Peru free trade agreement will demonstrate strong U.S. support for a country and a people who share our values of economic freedom and democracy.

United States-Colombia Trade Agreement

Colombia is the United States' fifth largest trading partner in Latin America and our largest export market for U.S. agriculture products in South America. In 2006, 92 percent of U.S. imports from Colombia entered the U.S. duty-free under our most-favored nation tariff rates and various preference programs. As shown in the second attachment to my testimony, Colombia's average applied tariff rate on U.S. imports was 12.5 percent, while the U.S. average applied tariff rate on imports from Colombia was 2.18 percent.

Our trade agreement with Colombia will open this dynamic and growing economy further by providing immediate market access for over 80 percent of U.S. industrial and consumer products. U.S. farmers and ranchers will benefit particularly with the immediate elimination of duties on high quality beef, cotton, wheat, soybeans, and many fruits and vegetables including apples, pears, peaches, and cherries. In addition, the agreement will remove barriers to U.S. services, provide a secure, predictable legal framework for investors, and strengthen protection for intellectual property, workers, and the environment.

U.S. total goods exports to Colombia in 2006 totaled \$6.7 billion. In 2005, SME merchandise exports to Colombia were \$1.7 billion, accounting for 35 percent of total U.S. exports to Colombia that year – again, well above the average SME share. Eighty-five percent of U.S. companies that export to Colombia are SMEs.

A free trade agreement with Colombia will help bolster one of our country's strongest allies in the region. Through Plan Colombia, the Colombian Government has taken courageous steps to stop drug trafficking, rein in paramilitary groups, and enforce the rule of law. Since 2000, the security situation has improved significantly, with kidnappings down by 76 percent, terror attacks by 61 percent, and homicides by 40 percent. In addition, violence against trade unionists, among other groups, has dropped significantly. In 1999, the Colombian government instituted new programs to provide protection to roughly 10,000 members of vulnerable groups. The largest of these programs provides protection to almost 7,000 individuals, including over 1,300 trade unionists.

The Colombian legislature expressed overwhelming support for the U.S.-Colombia trade agreement. Approval and implementation of the U.S.-Colombian trade agreement will be a critical signal of America's support for the Colombian people, who have chosen to overall growth and development of their nation. I urge Members of Congress to visit Colombia to see the extraordinary progress made by the Colombian Government and to

hear first-hand from the Colombians the importance of the U.S.-Colombia trade agreement to building upon this progress.

United States-Panama Trade Agreement

America's two-way trade with Panama totaled \$3.1 billion in 2006, with U.S. goods exports to Panama totaling \$2.7 billion. In 2006, approximately 96 percent of U.S. imports from Panama entered the U.S. duty-free under our most-favored nation tariff rates and various preference programs. As shown in the third attachment to my testimony, Panama's average applied tariff rate on U.S. imports was 7.3 percent, while the U.S. average applied tariff rate on imports from Panama was 2.04 percent.

Under the agreement, 88 percent of all consumer and industrial products from the U.S. will immediately receive duty-free treatment, along with more than half of current U.S. farm exports, including high quality beef, cotton, wheat, soybeans and many fruits, vegetables and processed food products. The agreement will also provide fair and transparent opportunities for American firms to compete in the \$5.25 billion Panama Canal expansion project, spur vital reform of Panama's domestic legal and business environment, and strengthen protections for workers and the environment.

In 2005, U.S. SMEs exported \$775 million in merchandise to Panama, representing 40 percent of total U.S. exports to Panama – one of the highest shares of any significant U.S. export market. Eighty one percent of U.S. companies that export to Panama are SMEs.

A free trade agreement with Panama would open the fastest growing economy in Central America– with a growth rate of more than 8 percent last year -- to our exporters. Our nations have had strategic ties dating back to the construction of the Panama Canal. The Canal remains a vital U.S. security and commercial interest as two-thirds of its 14,000 annual transits are bound to/from U.S. ports.

United States-South Korea Trade Agreement (KORUS FTA)

South Korea is a trillion-dollar economy (based on Purchasing Power Parity)-- the world's 11th largest--and the United States' seventh largest trading partner. Considering that SMEs account for 33 percent of all U.S. exports to that market and 89 percent of U.S. businesses exporting to South Korea are SMEs, South Korea has already shown itself to be a promising market for U.S. small business exporters. In fact, U.S. SMEs exported \$8.2 billion in merchandise to South Korea in 2005.

The KORUS FTA is the United States' most commercially significant FTA in the past 15 years. Nearly ninety-five percent of bilateral trade in consumer and industrial goods will be duty-free within three years after the agreement enters into force, and more than half of U.S. farm exports will immediately enter South Korea duty-free. This is particularly important given the large discrepancy between current U.S. and South Korean tariffs. As shown in the fourth attachment to my testimony, in 2006, South Korea's average applied tariff rate on U.S. imports was 12.1 percent, while the U.S. average applied tariff rate on

imports from South Korea was 3.5 percent. In fact, South Korea's non-agriculture tariffs are nearly two times greater than the United States' (7 % for South Korea vs. 3.7% for the U.S.), and its agriculture tariffs are four times greater (52% for South Korea vs. 12% for the U.S.) than those in the United States.

In addition, the KORUS FTA addresses non-tariff barriers across a wide-range of sectors; streamlines customs procedures, making them easier and less costly to navigate; and provides commitments related to transparency and regulatory due process that are more far-reaching than in any previous U.S. FTA. Further, the agreement contains a state-of-the-art IPR Chapter that includes specific provisions that will make it easier for small business to protect intellectual property. For example, the agreement provides for an on-line system for the registration and maintenance of trademarks, as well as a searchable database. The KORUS FTA also includes new market access commitments in services sectors of particular interest to SMEs, including research and development, maintenance and repair of equipment, accounting, and environmental services. Finally, the FTA goes beyond the WTO Government Procurement Agreement by expanding the number of South Korean entities that are covered, lowering the threshold for covered contracts by nearly half, and streamlining procurement processes – all of which will make it easier for U.S. small business to access this market.

The KORUS FTA will strengthen America's critical strategic partnership with South Korea by boosting economic ties and broadening and modernizing our long-standing alliance. The agreement will also demonstrate the United States' strong and clear commitment to continual deepening of our economic and trade relationships with key partners in the Asia-Pacific region.

May 10 Bipartisan Agreement

Finally, these FTAs incorporate the terms of the May 10 Bipartisan Agreement between the Administration and Congressional leadership. Subsequent to the May 10 Agreement, each of these FTA partners agreed to incorporate stronger enforceable labor and environmental standards into the trade agreements, putting them at the cutting edge of efforts to improve labor and environmental conditions through trade.

Enforcement a Critical Component of USTR's Agenda

Before closing, I would be remiss if I did not touch for a moment on enforcement of trade agreements. The Administration's trade agenda recognizes the pressure created from a growing and increasingly competitive global economy. Such pressures are often magnified for small business. Our agenda addresses these pressures in three positive and effective ways by: creating new opportunities in global markets, setting fair rules for trade, and enforcing those rules using every available tool. Enforcement has been and continues to be a critical piece of our trade agenda, and Ambassador Schwab has made it a personal priority.

As we negotiate new agreements, monitoring and enforcement of existing agreements is also essential. This is true even before our agreements enter into effect. With each free trade agreement the United States negotiates, Congress requires the President to determine that the FTA partner has taken the steps necessary to bring it into compliance with its FTA obligations as of day one of the agreement's entry into force. Only then will we agree to have the FTA with that country enter into effect. Once our FTAs are in effect, we remain vigilant, using all the tools we have to ensure that our trading partners honor their commitments. Our commitment to monitoring and enforcement of our rights and obligations is evident in the multilateral arena. We have been a party in over 70 WTO cases - on everything from high fructose corn syrup to biotechnology, to aircraft subsidies.

As an example of our commitment to enforcement, just last week, Ambassador Schwab announced the launch of an Anti-Counterfeiting Trade Agreement (ACTA). Participants in this effort, including FTA partners Canada, Mexico and South Korea, as well as the EU, Japan, New Zealand and Switzerland, will negotiate a new agreement addressing three main areas: (1) strengthening international cooperation, (2) improving enforcement practices, and (3) providing a strong legal framework for IPR enforcement.

This rules-based approach to trade extends to every component of our agenda, and it is critically important to the ability of U.S. small business to compete fairly and effectively in international markets.

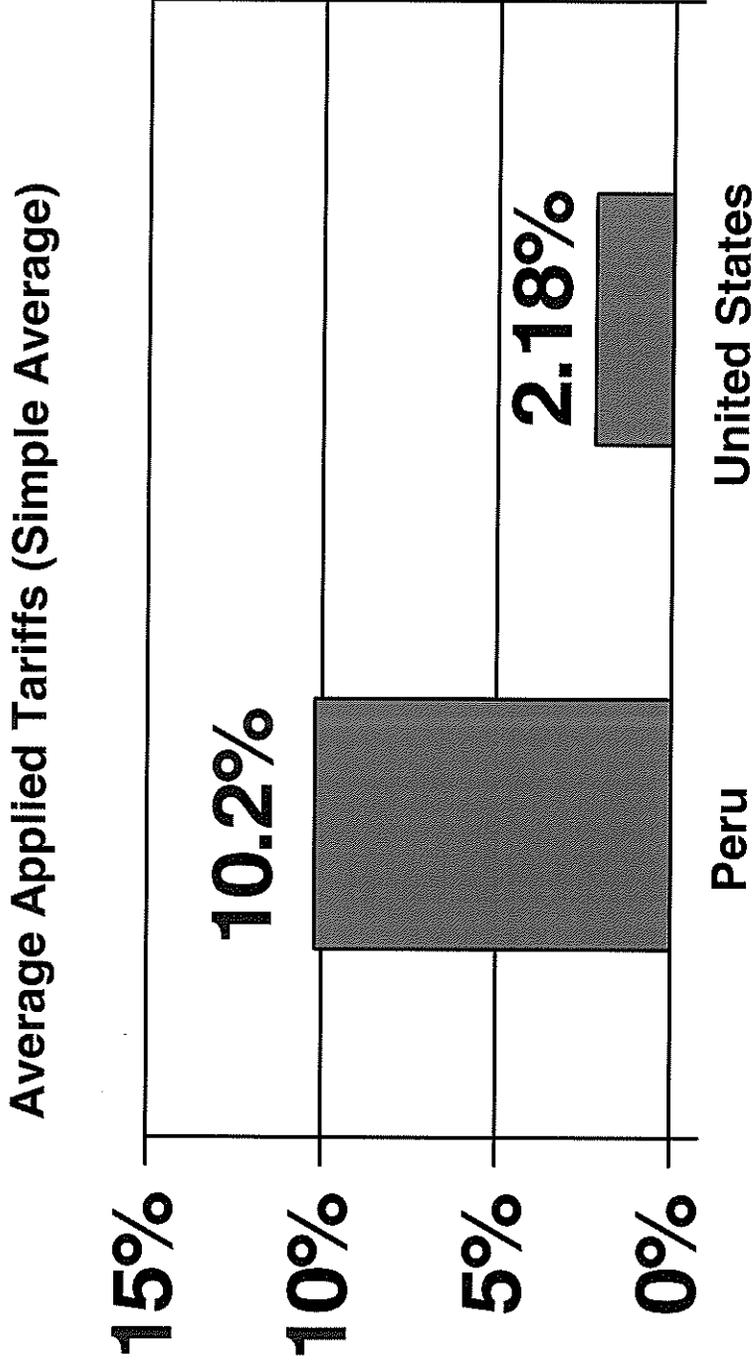
Conclusion

To conclude, we have important goals still before us, building on a record of success. The important Bipartisan Agreement on Trade reached in May offers a clear and reasonable path forward for Congressional approval of all four FTAs – with Peru, Colombia, Panama, and South Korea. Each of these agreements has outsized benefits for small business.

Trade is good business for American small business. Working with Congress, the small business community and other stakeholders, we are committed to continue leveling the playing field abroad with an active trade agenda, setting fair and enforceable rules, and providing new opportunities so that U.S. small business can continue to succeed in the global marketplace.

Thank you and I look forward to your questions.

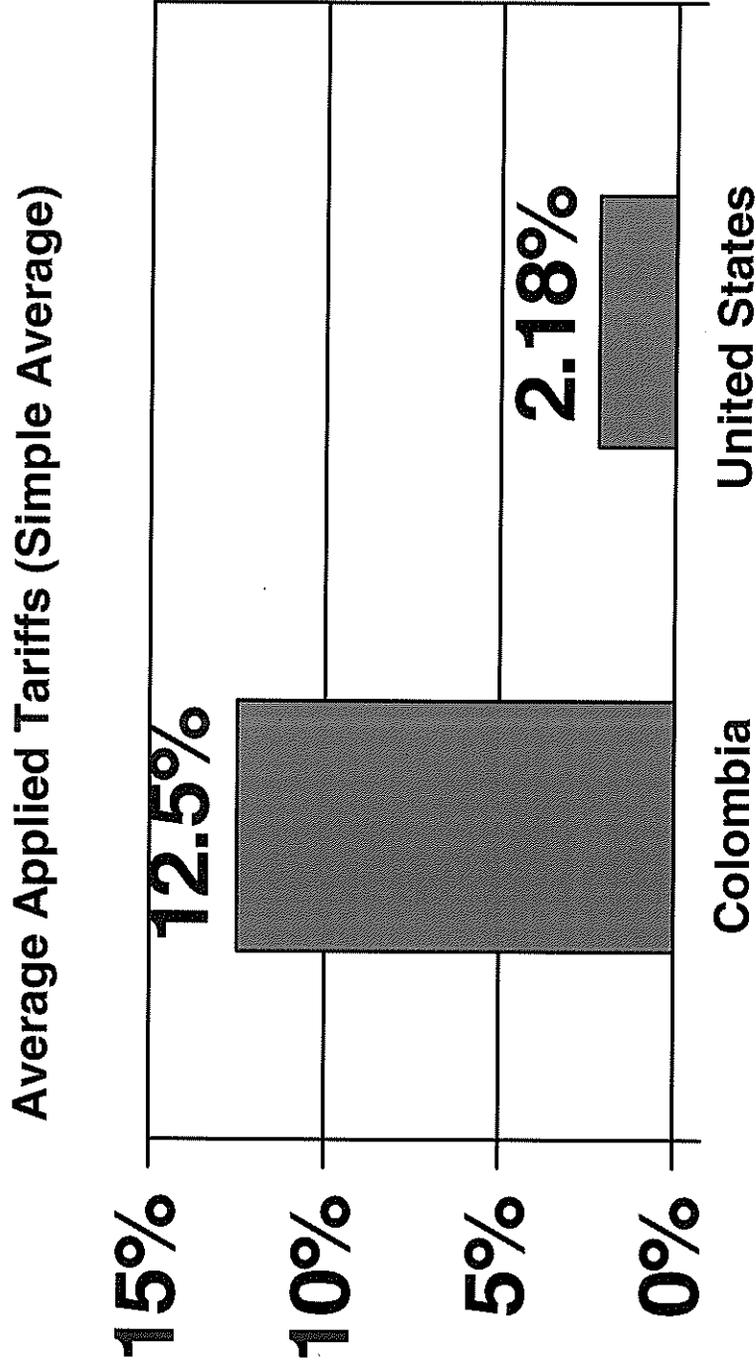
U.S.-Peru FTA will Level the Playing Field By Lowering Tariffs to Zero



U.S. average duty includes preference programs. U.S. trade weighted average tariff rate on imports from Peru was 0.1%.

Source: WTO; ITC

U.S.-Colombia FTA will Level the Playing Field By Lowering Tariffs to Zero

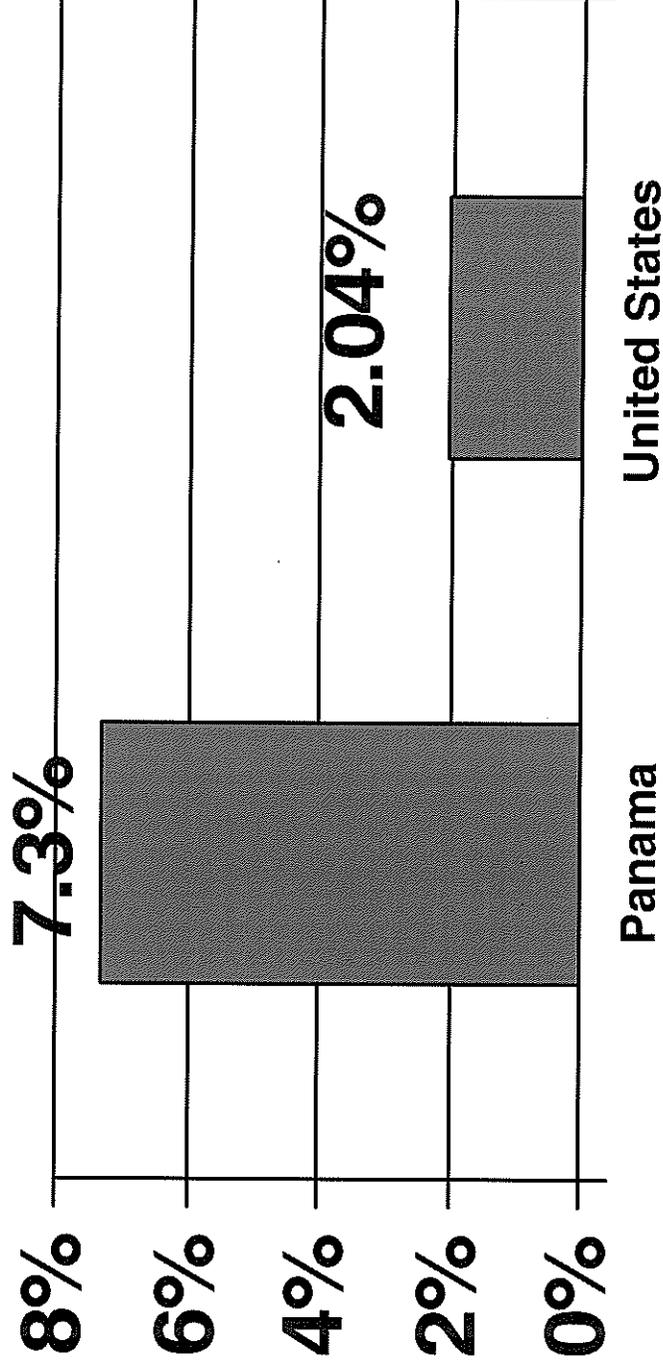


U.S. average duty includes preference programs. U.S. trade weighted tariff rate on imports from Colombia was 0.1%.

Source: WTO; ITC

U.S.-Panama FTA will Level the Playing Field By Lowering Tariffs to Zero

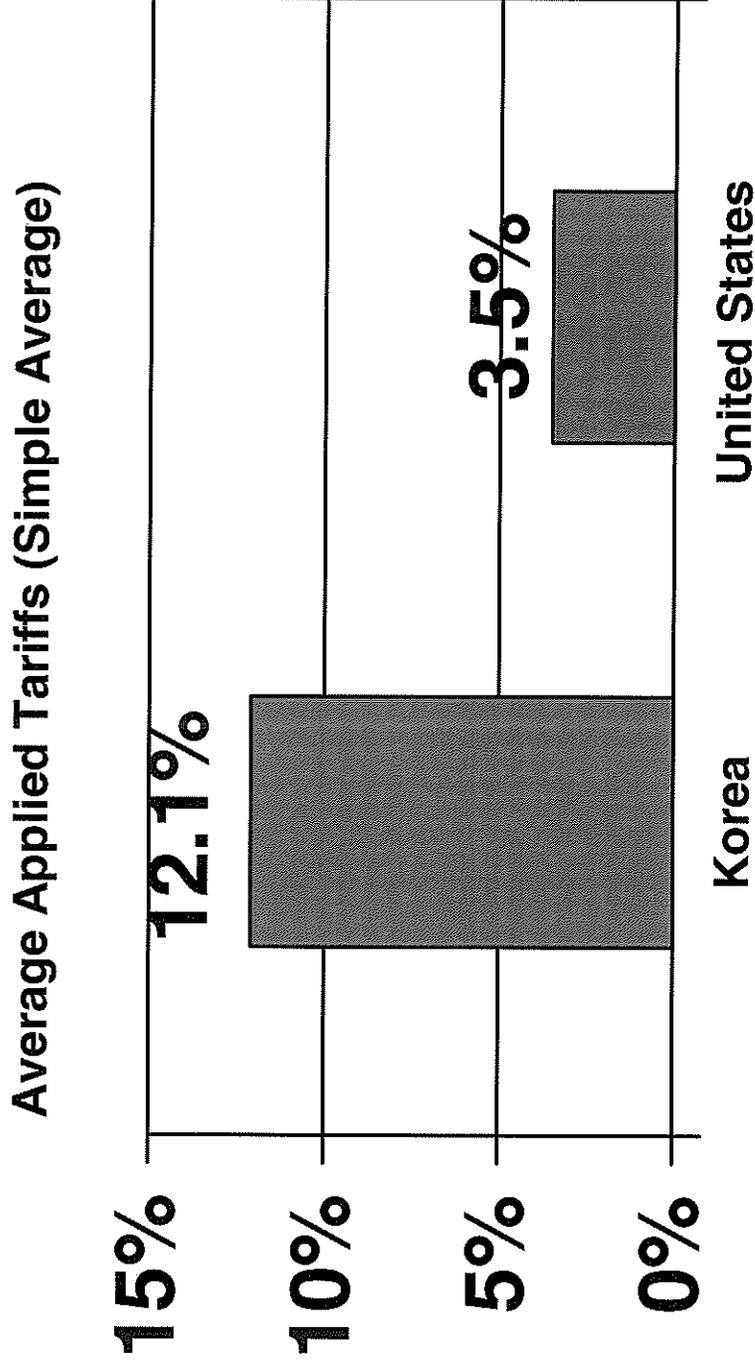
Average Applied Tariffs (Simple Average)



U.S. average duty includes preference programs. U.S. trade weighted tariff rate on imports from Panama was 1.0%.

Source: WTO; ITC

U.S.-Korea FTA will Level the Playing Field By Lowering Tariffs to Zero



U.S. trade weighted tariff rate on imports from Korea was only 1.8%.

Source: WTO

EDITORIALS

Bullying Latin America (Baltimore Sun - MD)

August 2, 2007

“But at least Peru and Panama can see a way clear to a vote, possibly this summer but more likely in autumn. Unfortunately, opponents of the Colombia agreement have positioned it as a ‘reward’ that Colombia does not ‘deserve,’ rather than what it truly is: a critical vehicle to assist the Colombian people to defeat the scourges of narcotics trafficking and the vicious violence of unreconstructed guerrillas....Importantly, the Colombia free trade agreement would also open a market to U.S. exports that has been closed, despite the fact that the U.S. market is open to Colombian goods. Rather than a reward for Colombia, this deal is a critical building block of U.S. strategic interests in the region.”

Mr. Rangel’s Tour (The Washington Post)

August 5, 2007

“Peru is one of three Latin American countries -- the other two are Panama and Colombia -- with which the Bush administration has recently negotiated free-trade agreements. The dollar value of these deals is infinitesimal in comparison to the \$13 trillion U.S. economy. Total U.S.-Peru trade was \$8.8 billion in 2006. But to U.S. friends in a region increasingly challenged by the anti-American populism of Venezuela's Hugo Chávez, the pacts mean a lot, economically and politically. And that should mean a lot to Congress.”

Trading Without America (The Wall Street Journal)

August 7, 2007

“By defeating the Korean FTA, Congress would be pushing Seoul further into China's orbit and diminishing American influence....More broadly, as the Doha multilateral trade round sputters, the rest of the world is pursuing FTAs whether or not the U.S. joins the party. We'd prefer a world with everyone trading by the same open-market rules. But if Doha is going to fail, it makes no sense for the U.S. to sit on the sidelines and let other countries give their companies and workers an edge over Americans in growing economies.”

Democratic Congress Endangers Free Trade (San Antonio Express-News - TX)

August 11, 2007

“America is sending the wrong message to allies about free trade and losing share in the global marketplace as it does so. There's room to improve the safety net for U.S. workers displaced by competitive forces. But that's no excuse for Congress to let trade prospects die a slow death — something Democratic leaders seem content to do.”

Politicians Play Loose With Free Trade Fact (The Detroit News - MI)

August 12, 2007

“Open trade will benefit America as much or more as its trading partners as long as the country takes advantage of its technological and intellectual advantages. The world wants what we have to offer, and free trade should be seen as an opportunity, not a threat....In the end, protectionism will lead to fewer jobs for American workers and higher prices for American consumers.”

Stabilizing Colombia (The Washington Times)

August 13, 2007

“While Colombian President Alvaro Uribe has proven himself a vigorous advocate for narcotic eradication who has made overseen major improvements to the economic and political stability of his nation (particularly when compared to predecessors), there is undoubtedly much room for improvement. Congress must continue its trajectory for improving Plan Colombia and approve the Colombia free trade agreement.”

No More Excuses (Orlando Sentinel- FL)

August 13, 2007

“Our position: Congress should move ahead on lucrative free-trade deal with Peru....Products from Peru already enjoy duty-free access to the United States under preference programs....The free-trade deal would give U.S. products reciprocal access. That's especially important for Florida, because Peru is among the state's leading export destinations....The deal would strengthen U.S. ties with an ally against drug trafficking and terrorism. It would counter the anti-American influence of Venezuela's Hugo Chavez.”

Politics As Local Or Plumb 'Loco' (Washington Times)

August 14, 2007

“By refusing to consider the U.S.-Colombian free trade agreement, Democratic leaders in Congress pervert local U.S. politics and are acting loco, as they put America's best friend in Latin America in grave danger, thereby seriously threatening the stability of Latin America, accurately described as the United States' backyard, geographically and strategically.”

Approve Trade Deals Around The Pacific (Seattle Times - WA)

August 15, 2007

“Washington's delegation in Congress should support the trade agreements that have been signed with Peru, Colombia, Panama and South Korea.”

Lying About Trade (San Diego Union Tribune - CA)

August 16, 2007

“What's particularly perverse about America's lurch toward economic know-nothingism is that it comes even as the rest of the world comes around to the wisdom of the free-market U.S. approach. After watching the United States create 10 times as many private sector jobs in the 1980s and 1990s – 40 million vs. 4 million – Europe now has similar job-creation numbers, thanks to its moves away from statism.”

Defective Good Shouldn't Deter Free Trade Policy (Portland Press Herald – ME)

August 18, 2007

“But our current free-trade pacts are adding jobs, not taking them away....Trade does cause disruption, but to focus on that disruption and not on the overall benefits would be poor policy.”

Pandering On Trade Policy Bad For Business (The Denver Post -CO)

August 20, 2007

“The trade pacts now pending before Congress are designed to knock down existing barriers to U.S. exports. Congress should approve these job-creating trade pacts when it returns from its August vacation.”

How Free Trade Boosts Illinois (Chicago Tribune - IL)

August 25, 2007

“Globalization is contributing to a lot of paychecks in Illinois. President Bill Clinton once persuaded the Democratic Party to recognize that, and to take a modern, aggressive view of the benefits of the global economy and international trade. But Democrats have retreated to their old, protectionist tendencies. That's bad news for Illinois workers.”

Counter Chavez's Mischief (Orlando Sentinel - FL)

August 26, 2007

“What is important now for the U.S. is to establish a strong network of friends in the region to counter Mr. Chavez's growing influence....That's another reason why the U.S. should secure pending free-trade deals with Panama, Peru and Colombia....Strengthening ties between the U.S. and these three countries will boost their economies and provide a strong ideological influence to counter the power play in Venezuela.”

The Doors To South Korea (San Francisco Chronicle - CA)

August 28, 2007

“The United States has dropped to third among South Korea's trading partners, falling behind China and Japan. While no free-trade deal is without pain, this one certainly improves the status quo by breaking down barriers to South Korea's trillion-dollar economy.”

W.Va. Benefits From Free Trade (Charleston Daily Mail - WV)

September 3, 2007

“West Virginians like the fact that their little piece of heaven is a welcome respite from a busy world. But make no mistake. West Virginia is thoroughly enmeshed in a booming global trade, and its fortunes are increasingly linked to expanded trade opportunities....Economies are dynamic. Things change. The truth is, the state will benefit more from free trade than it could ever preserve with protectionist measures.”

Putting Trade Ahead Of Politics (The Birmingham News – AL)

September 04, 2007

“The four trade agreements would open more markets and customers in these countries to U.S. businesses, which already trade with them. The new agreements would remove or lower many of the punishing tariffs that have limited exports to those countries....Unfortunately, politically fueled - and misguided - protectionism may carry the day....Inaction by the Congress this year would be a shame for the country and for Alabama. Foreign trade is important to this state and could become even more so with trade pacts with the four countries....Even as they open and expand markets, they will lift up the poor by creating more good-paying (by their standards) jobs in Colombia, Panama, Peru and South Korea.”

Lift barriers (Orlando Sentinel – FL)

September 10, 2007

“More agreements to lower barriers to trade and investment will create more jobs and economic opportunities in Florida and across the country, while lowering prices and expanding choices for consumers. Increased trade has helped the U.S. economy grow more than 40 percent over the past decade.”

U.S. back-sliding on Americas trade deals (The Miami Herald – FL)

September 10, 2007

“Pushed by organized labor, congressional Democrats seem increasingly protectionist. But spurning trade partners in Latin America and elsewhere is self-defeating. Shutting out the world won't grow U.S. jobs or improve income equality. The better way is to approve smart trade deals that mitigate ill effects.”

Progress on Trade? (Washington Post)

September 24, 2007

“The agreement with Peru is worthy of support both in economic terms and as a political gesture to a pro-U.S. country in a region plagued by Venezuelan President Hugo Chávez's populist anti-Americanism....So far, Democrats on Capitol Hill have been content to let the anti-trade forces call the tune for their party. The revival of the Peru deal is a promising sign that Democratic protectionism can be tamed. But if the party wants to be taken seriously on trade policy, it must still change course on Colombia and South Korea.”

Required Reading (Wall Street Journal)

September 24, 2007

“Start first with the conclusion: If ‘fully implemented,’ the deal is expected to boost U.S. GDP by \$10 billion to \$12 billion annually, it says, and the impact on American employment would be ‘negligible.’ In exchange, consumers in both countries would enjoy lower prices and a wider range of goods.”

Democrats Talk Sense to Democrats (New York Times)

October 9, 2007

“At home, the trade pacts would provide opportunities for American exporters and help create jobs. In Latin America, the pacts would contribute to economic growth, shake off dependence on the narcotics trade and cement relationships in a region where Washington's influence is increasingly trumped by the well-oiled diplomacy of Venezuela's Hugo Chávez.”

Free-trade pacts worth fighting for (Miami Herald – FL)

October 12, 2007

“Anything that strengthens the bonds between the United States and Latin America is anathema to the enemies of democracy. This is why it is imperative for Congress to approve three pending free-trade agreements with Peru, Panama and Colombia. Failure would strengthen the hand of anti-American forces in the region and undermine efforts by the leaders of those three countries to bolster democratic institutions....Negotiators have made a sincere effort to deal with the most pressing concerns of critics by improving provisions dealing with the environment and workers' rights. President Bush should keep pressing the case until he carries the day.”

Let's make deal to guard free trade (Indianapolis Star –IN)

October 17, 2007

“The Peru agreement is good for Indiana. Even more important, congressional approval of the pact would help stem the rise of protectionism, a trend that if unchecked could dramatically undermine the nation's economy.”

Trade agreements with the Americas should not be put off until 2009 (South Florida Sun-Sentinel)

October 17, 2007

“While it will fall to the United States' 44th president to re-energize U.S.-Latin American diplomacy, the free trade agreements ought not to be put on hold until January 2009. There's much that can be gained by continuing to improve commercial relationships in the hemisphere.”

Protectionism wins cheers, but open markets provide jobs (The Plain Dealer – OH)

October 21, 2007

“Though protectionism resonates on the campaign trail, it is of vital importance to Americans that markets be open. Though protectionism resonates on the campaign trail, it is of vital importance to Americans that markets be open.... Open markets breed open minds. That's good for America and Ohio.”

Rejecting trade treaty with Colombia won't bolster its stability (South Florida Sun-Sentinel)

October 29, 2007

“For Congress to now say that it is disgusted by the violence, particularly against one sector of the Colombian population, and to use that argument to undermine a free trade treaty, is a travesty. The free trade treaty ought to be considered on its merits. If it makes sense for the United States, then it should be approved.... Florida has much to gain from this treaty, in terms of financial services and trade through our ports. Our congressional leaders ought to be championing the treaty, not dissing it. Unfortunately, there's a confused mix of economics and human rights advocacy. Shooting down a trade treaty with Colombia isn't the way to bolster stability and hasten an end to paramilitary attacks on civilians.”

Courting Seoul (Wall Street Journal)

October 30, 2007

“If U.S. House Democrats think that vetoing the U.S.-South Korea free trade agreement won't have repercussions, think again. Seoul may be keen on partnering with Washington today, but there are plenty of other suitors on Korea's dance card.... Luckily for Congress, Korea values the U.S. deal so much that its negotiators are willing to put the EU deal on ice, for now. ... As the Doha Round of global trade talks stalls, countries are moving quickly to negotiate the next best thing: bilateral trade deals. Unlike the situation in previous decades, the U.S. isn't the only big player to partner up with. Congress might think hard about that as it considers the future of the U.S.-Korea FTA.”

OP-EDs

Focusing On Jobs Lost To Trade Is Big Mistake (Bloomberg)

August 6, 2007; By John M. Berry

“In an article in the March/April 2006 issue of Foreign Affairs magazine, Blinder wrote, ‘Thinking about adjustment assistance more broadly, the United States may have to repair and thicken the tattered safety net that supports workers who fall off the labor-market trapeze -- improving programs ranging from unemployment insurance to job retraining, health insurance, pension and right down to public assistance.’

“That’s an ambitious list. It’s what Congress should be thinking about instead of focusing on the loss of jobs somehow linked to trade. That focus, instead of making the public more willing to accept an economy open to the rest of the world, reinforces the notion that trade means losses rather than gains....It’s time to focus on the gains and deal with the damage done to individuals who lose jobs regardless of the reason.”

The Real Uribe Record (Wall Street Journal)

August 6, 2007; By Mary Anastasia O’Grady

“In the Democrats’ book, the way to make Colombia more just is to deny it the chance to deepen its commercial relations with the U.S....If the party’s leadership sustains this view, the outcome will not only harm Colombia but will badly damage U.S. interests in the region.”

Protectionist Fever Adds To Market Turmoil (Kansas City Star - KS)

August 11, 2007; By E. Thomas McClanahan

“Today, the congressional attitude toward trade is the most hostile I can recall in more than 29 years of following the issue. Rising protectionism — voiced by members of both parties — is contributing to the anxiety in the financial markets over the past two weeks.”

A Trade Barrier To Progress (National Review Online)

August 12, 2007; By Michael T. Darda

“Attention protectionist stooges: Since the implementation of NAFTA in 1994, real non-supervisory wages have grown at an average pace of 1.2 percent per annum, triple the 1971-2007 average of 0.4 percent per annum. Inflation-adjusted household net worth has jumped \$22.2 trillion since NAFTA was implemented while non-farm payrolls have increased by 24.9 million. Manufacturing output, far from falling, actually stands at a record high, and is up 62 percent since 1994....While the global boom continues on the back of pro-growth policies around the world, Congress is speeding down the road to ruin with trade protectionism and a raft of untimely tax hikes.”

FTA, FYI: Trading In The Past. (National Review Online)

August 13, 2007; By Michael Barone

“As you learn in Economics 101, or in Adam Smith's Wealth of Nations if you want to go back farther, free trade benefits workers and consumers in both countries. Freer trade accounts for billions in improvement of the standards of living in the United States....Approving these FTAs would open up fairly large markets to us.”

Congress Should OK Trade Pact With S. Korea (San Jose Mercury News - CA)

August 14, 2007; By Alan K. Simpson

“South Korea and the United States have much to offer each other. South Korea is one of the fastest-growing economies in the world and has the 12th-largest gross domestic products in the world. The nation is already our seventh-largest trading partner, and the passage of the agreement will substantially expand U.S. access into the vibrant and modern South Korean economy....With strong protections for U.S. intellectual property rights, strong provisions pushing for greater transparency in South Korean markets, the elimination of tariff and non-tariff barriers to many U.S. exports and investment, and legal protection against unfair expropriation, the agreement is a guarantee of economic opportunity for many American sectors.”

Peru Long-Term Relief (AgWeb)

August 23, 2007; Dean Kleckner

“The bottom line is that the U.S.-Peru Free Trade Agreement would increase the ability of Americans and Peruvians to exchange goods and services with each other. The only losers would be tariff collectors and economic isolationists, of which the U.S. has plenty.”

Trade Fears Are All Smoke (Chicago Tribune - IL)

August 28, 2007, By Daniel Ikenson

“When Congress reconvenes, committee leaders are expected to begin marking up some of the nearly two dozen pieces of pending trade-related legislation....Most of those bills are antagonistic toward our trade partners or outright protectionist, inspired in large measure by the myth of American manufacturing decline....But U.S. manufacturing is not in decline; it is thriving....And not only is manufacturing thriving. It is thriving in large measure because of international trade. Manufacturing exports and imports hit records in 2006.”

Do Not Let Detroit Derail This Fair Trade Agreement (Financial Times - UK)

September 7, 2007; By Bruce Klingner

“The FTA would also strengthen bilateral ties by broadening the US-South Korean relationship beyond the military alliance, help retain US influence in the region and counter Seoul's economic shift towards China....No FTA can guarantee higher sales. It can merely provide balanced

economic rules of engagement. This FTA would enable companies from both countries to engage in the intense competition of free and fair trade on a more level playing field.”

Free Trade Angst (Wall Street Journal)

September 11, 2007; By Christopher Cooper

“At a time when the European Union is negotiating its own free trade agreement with Korea, it would be very damaging for U.S. interests in Korea and trade relations between both countries if the U.S.-Korea FTA does not pass...It is now the U.S. Congress's turn to vote for open markets, U.S. jobs and the development of a stronger relationship with a key ally.”

New trade deals have much to offer Ohio business (Cincinnati Enquirer -OH)

September 16, 2007; By Christopher Wenk

“If Ohio companies are going to continue their export growth, Congress must approve the four pending trade agreements with Peru, Colombia, Panama and South Korea. Ultimately, their decision will reveal whether the U.S. maintains its economic leadership in the world or slides into protectionism.”

Trade agreement with South Korea: What's in it for us? (Orlando Sentinel – FL)

September 17, 2007; Allen H. Kupetz

“The U.S.-South Korea free-trade agreement will promote new opportunities for U.S. businesses, investors, farmers and consumers in the dynamic South Korean market, and further expand and strengthen this important economic relationship.”

Trade pact with South Korea would benefit state (The Colombian – WA)

September 18, 2007; By Don Brunell (*president of the Association of Washington Business, Washington state's chamber of commerce*)

“However, international trade agreements can sometimes become political footballs, held hostage in Congress for partisan advantage. Hopefully, that won't happen with the free trade agreement signed June 30 by the United States and South Korea. This pact between two important allies who share many of the same values will benefit the United States in general and our state in particular. Washington's congressional delegation should support it...While the United States-South Korean trade pact is not perfect, no agreement is. But it is a big step forward and should be approved.”

History will severely judge a rejection of FTAs (Miami Herald – FL)

September 20, 2007; By Carlos M. Gutierrez (*U.S. Secretary of Commerce*)

“President Bush wants to help Colombia on the road of prosperity and security. Today, we have the opportunity to do just that. Congress should pass these FTAs. Congress already allows 90 percent of their goods to enter our markets duty free. These FTAs will give our farmers and

workers the same preferences Congress has given their workers. We know that open markets benefit our economy. Since 2001, our trade with FTA countries in the hemisphere has skyrocketed by 60 percent.”

FTA Failure, Chavez' Gain (Latin Business Chronicle)

September 24, 2007; By John Negroponte (*U.S. Deputy Secretary of State*)

“We should be absolutely clear of the consequences of not passing these agreements. If the United States does not stand with the true democrats of the Americas, who want to better their people’s lives not dominate them, then we will demonstrate exactly what the new autocrats are arguing – that democracy cannot deliver real benefits, that free markets and free trade are a road leading only to empty promises, and that the United States of America will not even stand with its best friends. Put simply: Failing to pass the FTAs with Peru, Panama, and especially Colombia would be a win for Hugo Chavez and a defeat for the forces of democracy in the hemisphere.”

Pass US-Colombia FTA Now (Latin Business Chronicle)

September 24, 2007; By James M. Roberts (*a research fellow at The Heritage Foundation*)

“The U.S.–Colombia Trade Promotion Agreement serves both U.S. and Latin American interests and will create new economic opportunities for citizens in both countries. It will also strengthen U.S. national security and provide, through economic growth, additional resources for the Colombian government to fight terrorists and cocaine traffickers. Congress should immediately ratify all four trade agreements as originally negotiated and restore full funding to Plan Colombia. The Bush Administration and the U.S. business community should use the TPA agreements to begin a new era of economic engagement with Latin America.”

We need Colombia more than it needs us (The Politico)

September 25, 2007; By: Representative Roy Blunt (*R- MO, House Republican Whip*)

“The adoption of a permanent trade agreement between our two nations would allow both countries free and unfettered access to each other’s markets — access American exports do not enjoy today. But while opening this major new market to U.S.-manufactured goods, agriculture and services without a tariff would seem to be a ‘no-brainer,’ the long-term strategic imperative of establishing an economic partnership with Colombia far outweighs any economic benefits that may accrue.... But in a world where trade is an essential tool of diplomacy — a tool that can be used to secure real economic and geopolitical goals — it’s disappointing that members of Congress who claim to favor the use of soft power to cultivate friendships around the world nonetheless seem unwilling to pursue commerce and investment as a key element of that strategy.”

Harper: US Must Support Colombia (Latin Business Chronicle)

October 1, 2007; By Stephen Harper (Prime Minister of Canada)

“In my view, Colombia needs its democratic friends to lean forward and give them a chance at partnership and trade with North America. I am very concerned that some in the United States seem unwilling to do that.... There is a lot of worry in this country about the ideology of populism, nationalism and protectionism in the Americas and the governments that promote it, but frankly, my friends, there is nowhere in the hemisphere that those forces can do more real damage than those forces in the United States itself. And if the U.S. turns its back on its friends in Colombia, this will set back our cause far more than any Latin American dictator could hope to achieve.”

Uribe being driven a lot closer to Chávez (Miami Herald – FL)

October 4, 2007; By Andres Oppenheimer

“What was unthinkable until recently is beginning to be considered a likely scenario in U.S. foreign policy circles -- that Colombia's U.S.-backed President Alvaro Uribe will move increasingly closer to Venezuela's anti-American strongman Hugo Chávez.... Complicating matters further for Colombia, the Democratic-controlled U.S. Congress is unlikely to ratify the U.S.-Colombia free trade deal signed by Uribe and President Bush in 2006.”

We should help Colombia (Miami Herald –FL)

October 8, 2007; By Senator Richard Lugar

“The U.S. policy in Latin America is in trouble.... Congress now has a chance to consolidate the progress and do more to stabilize Colombia by passing a recently-negotiated free trade pact, known as the Colombian Trade Promotion Agreement. This would provide new markets for U.S. exporters as well as jobs and income for hundreds of thousands of Colombians.... Republicans and Democrats want a stable Colombia and a strong U.S. role in the Americas. We should work toward those goals, together, by passing the Colombia trade legislation.”

Trade with Colombia (USA Today)

October 11, 2007: By Vincent Volpi

“This past spring, as part of a delegation to Congress with the Council of American Companies to promote the free trade agreement and Plan Colombia, I was shocked at the lack of interest in Latin American affairs among the people I talked to. This is what is wrong with our foreign policy. We are fickle partners who wait for the mountain to come to us, rather than going to the mountain.”

LETTER: Colombia Trade Agreement (New York Times)

October 15, 2007

“We need both free trade and continued transparency and justice to secure a brighter future for Colombia.”

Latin FTAs: What Will Congress Do? (Latin Business Chronicle)

October 15, 2007; By Brian Wanko

“Congress has an opportunity to make a lasting impact on economic prosperity and development in Latin America. Support of the free-trade agreements (FTAs) with Colombia, Panama and Peru will open new opportunities for countries that have made significant social and economic progress in the last few years.”

LETTER: Protectionism wrong trend for U.S. economic growth (Portland Press Herald – ME)

October 16, 2007

“International free trade promotes economic growth and wealth for all trading partners, in contrast to protectionism and trade barriers, which decrease economic wealth. The growing protectionist thinking in our country is based solely on a feel-good sentiment that any policy that is opposed to President Bush feels so good that it must be supported, no matter how destructive it may be to our well-being.”

Colombia: A leader in open markets (Miami Herald – FL)

October 17, 2007; By Pamela Cox

In this context, Colombia shows great potential for sustained growth that will surely be encouraged if the country manages to gain access to new markets through free-trade expansion, just as other countries in the region have done or or will do soon.... Last year's negotiations toward a free-trade agreement with the United States are undeniable proof that the country is ready to take advantage of trade liberalization. Furthermore, the country is opening its economy based on the idea that expanded trade will improve the quality of life for its population.”

LETTER: Free trade pact opens South Korean market (Detroit News – MI)

October 23, 2007; By Wendy Cutler

Wendy Cutler is Assistant USTR for Japan, Korea and Asia Pacific Economic Cooperation Affairs

“The Bush administration agrees with lawmakers that South Korea must open its market to U.S. autos. With the South Korea free trade agreement, we can achieve that goal. Without it, U.S. companies will continue to face barriers and will lack the strong tools to address them that are contained in the free trade agreement.”

Free-trade deals offer a boost to the U.S. economy (The Philadelphia Enquirer – PA)

October 29, 2007; By Carlos M. Gutierrez

Carlos M. Gutierrez is U.S. secretary of commerce.

“A full 40 percent of our economic growth in the last year has been led by exports. With these results, we should seize every chance we have to increase U.S. export opportunities. Fortunately, Congress has an unprecedented chance to do just that by approving free-trade agreements (FTAs) with Peru, Colombia, Panama and South Korea.... The Bush administration wants to work with congressional leaders on a bipartisan basis to find a way forward on free trade. While we are pleased Congress has taken up the Peru agreement, it is critical that all four are approved.”

An Open Letter to Congressional Democrats on Hemispheric Trade Expansion

Latin America is up for grabs. As Democrats, we are deeply concerned.

Not since the end of the Cold War has US influence in the region been so tenuous or our interests so clearly at stake. The Summit of the Americas agenda, agreed by consensus at the instigation of President Clinton and Vice President Gore, has frayed. Anti-US populism is loud and getting louder. Venezuela's leader, emboldened by high energy prices, is aggressively promoting an alternative vision for Latin America and the Caribbean. Divisions among our neighbors are deepening with serious implications for the United States. Even Castro may be back in the game.

Within this new reality, the United States Congress faces a decision of historic consequence: whether, by standing with those in Latin America who have stood with us, to build the economy and create jobs by opening markets. Along with comprehensive immigration reform, increased development assistance, and renewed support for Plan Colombia, there is nothing more important for US national and economic security interests in the region than passing trade agreements with nations whose leaders have made politically-courageous efforts to link their economies to ours.

The decision should not be in doubt. Now that a deal has been struck by Democratic leaders in Congress and the Administration on a bipartisan trade policy framework, it is time to get behind pending agreements with Colombia, Panama, and Peru. It would be the height of irony were we to talk of "losing" Latin America while refusing to take actions that would directly support fundamental relationships and interests in the region.

That is not to say everything is perfect in the countries in question. Far from it. Both proponents and opponents of the Colombia agreement have noted the high levels of violence there, as well as recent corruption and wiretapping scandals. But the level of violence in Colombia—though still too high—has steadily and significantly declined under President Uribe. Rather than hiding the scandals or minimizing them, Colombia is taking steps to root them out and cleanse the political system, even while recognizing that more must be done, including bringing to justice those who have committed crimes against unionists.

These are serious matters, and Democrats are right to bring them up and insist on progress. But walking away from the Colombia trade agreement or postponing it until conditions are perfect would send an unambiguous signal to our friends and opponents alike that the United States is an unreliable partner without a vision for cooperation in our hemisphere. Colombia would certainly re-evaluate its relationship with the United States, a process that is already underway. And the same is true with Panama, Peru, and others such as Uruguay and Brazil who are making courageous political decisions to enhance relations with the United States despite strong domestic and external political pressure.

As Democrats, we fully recognize that asking the US Congress to vote on these trade agreements is politically charged. Nonetheless, rejecting these agreements would set back regional US interests for a generation. What interests are at stake? In the first instance, US economic opportunity. Because the fact is that the United States is already virtually open to products from Colombia, Panama, and Peru through unilateral trade preference programs, *but those economies do not give reciprocal benefits to the United States*. Far from being "job killing," these trade agreements would open markets wider to US goods and services and therefore *support* jobs in the United States.

Second, for the past 15 years, the United States on a bipartisan basis has supported economic growth in the Andean region in opposition to drug traffickers and guerrilla movements. In the hemispheric fight against illegal narcotics, trade agreements with Colombia and Peru would lock in trade relations for the long-term, drawing the kind of direct foreign investment that all nations need to develop, while also opening new markets. US exports would increase, economic opportunities would be created, cooperation against illegal narcotics would be maintained, ultimately supporting democratic governance in a troubled region.

Third, US regional influence is at risk. Peru's President Garcia has stood up to Venezuela's Chavez at a time when virtually all other regional leaders have kept mum. He would be unlikely to do so again were Peru's trade agreement to go down.

As for Panama, President Torrijos has publicly welcomed US participation in the expansion of the strategically significant canal, and a trade agreement with Panama would surely improve the competitiveness of US companies bidding on the massive canal expansion project. It would also, importantly, lock in a mutually rewarding relationship even as former Panamanian dictator Manuel Noriega is set to be released from his Florida jail cell where he has served time for drug trafficking.

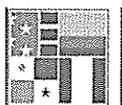
From the Good Neighbor Policy, to the Alliance for Progress, to a focus on human rights and the Summit of the Americas, Democratic leadership has been pivotal to the promotion of US interests in the Western Hemisphere. The time for leadership is again at hand. We must not walk away now.

Former Members of the Congress and Senate

James Bacchus, Michael Barnes, Don Bonker, Tony Coelho, Cal Dooley, Sam Gibbons, Bob Graham, Bill Hughes, Bennett Johnston, Harry Johnston, Jim Jones, Buddy MacKay, Sam Nunn, Leon Panetta

Former Cabinet Officials, Ambassadors, and Foreign and Trade Policy Advisors

Anne Alonzo, Bruce Babbitt, Harriet Babbitt, Rand Beers, Sandy Berger, Henry Cisneros, Nelson Cunningham, Stuart Eizenstat, Eric Farnsworth, Richard Feinberg, Gordon Giffin, Marc Ginsberg, Dan Glickman, Ed Gresser, Anthony Harrington, Chuck Manatt, David Marchick, Will Marshall, Mack McLarty, Robert Pastor, Peter Romero, David Rothkopf, Chris Sabatini, Ronald Scheman, Donna Shalala, Ira Shapiro, Maurice Sonnenberg, Alexander Watson, Jonathan Winer



LATIN AMERICA TRADE COALITION

The Latin America Trade Coalition is a broad-based group of U.S. companies and business organizations working to secure Congressional approval of the Trade Promotion Agreements with Colombia, Panama, and Peru.

1. 3MCompany
2. A & K Railroad Materials
3. Abercrombie & Fitch
4. Accucast
5. Ace Group of Insurance & Reinsurance
6. Acme-McCrary
7. ACS
8. AESYS Technologies
9. African Chamber of Commerce of Virginia (VA)
10. AfroTrading
11. Agmark Intermodal Systems, Inc.
12. Agrotrade
13. Air Rover, Inc.
14. Alabama Development Office
15. Alabama State Port Authority
16. Albany Area Chamber of Commerce (NY)
17. Alcatel-Lucent
18. Alexander City Lake Martin Area Chamber of Commerce (AL)
19. AL-FLEX Exterminators
20. Alpine Fresh
21. Altar Produce Inc.
22. Alticor, Inc.
23. Amatrol, Inc.
24. American Apparel & Footwear Association (AAFA)
25. American Bakers Association
26. American Cast Iron Pipe Company
27. American Chamber of Commerce and Industry of Panama
28. American Chamber of Commerce of Peru
29. American Cotton Shippers Association
30. American Council of Life Insurers
31. American Electronics Association (AeA)
32. American Farm Bureau Federation
33. American Feed Industry Association
34. American Fiber Manufacturers Association
35. American Flower Importers of Florida
36. American Frozen Food Institute
37. American International Group
38. American Meat Institute
39. American Overseas Trading
40. American Soybean Association
41. American Taste Magazine
42. Amerigo
43. Andazola's Gallery
44. Animal Health Institute
45. Antelope Valley Chambers of Commerce (CA)
46. APL Limited
47. Apollo International, Inc.
48. Arkansas State Chamber of Commerce (AR)
49. Arlington Chamber of Commerce (TX)
50. Arlington Chamber of Commerce (VA)
51. Arrow Truck Sales
52. Art & Commerce Alliance (Aca)
53. Ashland Chamber of Commerce (OR)
54. Associated Industries of Arkansas, Inc.
55. Association of Colombian Flower Exporters
56. Association of Equipment Manufacturers
57. Association of Food Industries
58. Athens Area Chamber of Commerce (GA)
59. Automotive Trade Policy Council
60. Avnet Inc.
61. Axe Capoeira Arizona
62. AYCO Farms Inc.
63. AYCO Farms Inc.
64. Bahamas Accomodations and Travel Resource
65. Baltimore Dredge Enterprises, LLC
66. Bank of the West
67. Bankers' Association for Finance and Trade
68. Barrow County Chamber of Commerce (GA)
69. Bastrop/Morehouse Chamber of Commerce (LA)
70. Battle Creek Area Chamber of Commerce (MI)
71. Battle Ground Chamber of Commerce (WA)
72. BellSouth Corporation
73. Bend Chamber of Commerce (OR)
74. Berks County Chamber of Commerce (PA)
75. Berner

76. Bessemer Area Chamber of Commerce (AL)
77. Beverly Hills Chamber of Commerce (CA)
78. Birmingham Regional Chamber of Commerce (AL)
79. Blair County Chamber of Commerce (PA)
80. Blue Diamond Growers
81. Blue Star International Brokerage
82. Boeing Company
83. Bonhonest International Trade Company
84. Boston Scientific Corporation
85. BottomLine on Marketing, The
86. Bradley Arant Rose & White LLP
87. Brecht & Associates, Inc.
88. Bronz Glow Technologies, Inc.
89. Brooklyn Chamber of Commerce (NY)
90. Brown's International Enterprises, Inc.
91. Burnsville Chamber of Commerce (MN)
92. Business Authority Corp.
93. Business Roundtable
94. Butler Fitzgerald Associates, Inc.
95. CA, Inc.
96. CAFTA Group, Inc.
97. Calen Sales
98. Calhoun County Chamber of Commerce (AL)
99. California Chamber of Commerce (CA)
100. California Farm Bureau Federation
101. California Hispanic Chambers of Commerce (CA)
102. California Table Grape Commission
103. Calmetrics, Inc.
104. Campbell Hausfeld
105. Cannondale Corp.
106. Canton Area Chamber of Commerce (IL)
107. Capital Group Companies
108. CarbAmericas, Inc.
109. Cargill, Inc.
110. Carpet and Rug Institute
111. Carroll County Chamber of Commerce (GA)
112. Carson Chamber of Commerce (CA)
113. Carson City Area Chamber of Commerce (NV)
114. Case New Holland Inc.
115. Caterpillar, Inc.
116. CBH International
117. Central American Produce, Inc.
118. Cerritos Chamber of Commerce (CA)
119. CH Robinson
120. Chaffe, McCall, Phillips, Toler & Sarpy, LLP
121. Chamber of Commerce for Decatur, Indiana (IN)
122. Chamber of Commerce for Southwest Louisiana (LA)
123. Chamber of Commerce of St. Joseph County (IN)
124. Chamber of Commerce of the Borough of Queens (NY)
125. Chamber of Medford/Jackson County (OR)
126. Chamber of the Americas (CO)
127. Chaoya Toy Company
128. Chattanooga African Chamber of Commerce (TN)
129. Chattanooga Area Chamber of Commerce (TN)
130. Chester County Chamber of Business (PA)
131. Chestnut Hill Farms – Bounty Fresh
132. Chevron
133. Chiang, Patel & Yerby, Inc.
134. Chicagoland Chamber of Commerce (IL)
135. Chico's
136. Children Come First
137. Chugiak-Eagle River Chamber of Commerce (AK)
138. Church's Import & Export, Inc.
139. Cisco Systems, Inc.
140. Citigroup, Inc.
141. City of San Antonio
142. Claas Omaha Inc.
143. Clark Consulting
144. Clarksville Area Chamber of Commerce (TN)
145. Clayton Area Chamber of Commerce (NC)
146. Clear Lake Area Chamber of Commerce (TX)
147. Clifford Chance United States LLP
148. CNH Global, NV
149. Coalition of Service Industries
150. Coats North America
151. Coca-Cola Company
152. Cockpit USA
153. Coldwell Banker Commercial Real Estate
154. Colombian-American Chamber of Commerce
155. Colorado Association of Commerce &

Industry (CO)

156. Colorado Springs Chamber of Commerce (CO)
157. Combex Westhem, LLC
158. Commercial News USA
159. Commodity Markets Council
160. Computer Sciences Corporation
161. Conquistador News Public Relations
162. Consolidated Groups International
163. Consulate of Guatemala
164. Contel Fresh Inc.
165. Continental Bridges, Inc.
166. Coral Gables Chamber of Commerce (FL)
167. Corn Refiners Association
168. Council of the Americas
169. Counselors', Inc.
170. Covington Chamber of Commerce (WA)
171. Crystal Valley Foods - Coosemans
172. Customized Brokers
173. DaimlerChrysler Corp.
174. Datatel, S.A.
175. Davie County Chamber of Commerce (NC)
176. Daytona Beach & Halifax Area Chamber of Commerce (FL)
177. Del Bosque, Roncal, D'Angelo, and Associates
178. Dell, Inc.
179. Denner Group International, Inc.
180. Descalzo International
181. Detroit Regional Chamber (MI)
182. Devils Lake Chamber of Commerce (ND)
183. Diageo North America
184. Direct Selling Association
185. Discovery Exports and Imports
186. Distilled Spirits Council of the United States (DISCUS)
187. Dixon Area Chamber of Commerce & Industry (IL)
188. DJ Cargo Express
189. Dole Fresh Vegetables, Inc.
190. Donatti Translation & Interpreting
191. Doral & Airport West Chamber of Commerce (FL)
192. Drummond Company, Inc.
193. Dubis Associates
194. Dublin Chamber of Commerce (CA)
195. Dubuque Area Chamber of Commerce (MT)
196. Duluth Area Chamber of Commerce (MN)

197. Duncan's Hardware
198. EAP Lifestyle Management, LLC
199. East AL Reg. Planning & Development Commission
200. East Hartford Chamber of Commerce (CT)
201. Eastman Kodak Company
202. EDS
203. El Campo Chamber of Commerce & Agriculture (TX)
204. EL Industries
205. El Salvador Chamber of Commerce California (CA)
206. Elan International, LLC
207. Emergency Committee for American Trade (ECAT)
208. Encino Chamber of Commerce (CA)
209. Entertainment Industry Coalition for Free Trade
210. Environmental Dynamics, Inc.
211. Esna Logistics
212. Everett Area Chamber of Commerce (WA)
213. Exxon Mobil Corporation
214. Fairfax County Chamber of Commerce (VA)
215. Farmers Insurance
216. Farnsworth International
217. Federation of Credit and Financial Professionals
218. FedEx Corporation
219. Fierce Isakowitz
220. Fifth Third Bank
221. Filtration Technology Corporation
222. Financial Services Forum
223. Findlay Hancock County Chamber of Commerce (OH)
224. First Choice Corporate Housing Group, LLC
225. Fisher-Klosterman, Inc.
226. Flagstaff Chamber of Commerce (AZ)
227. Flint Area Chamber of Commerce (MI)
228. Florida Chamber of Commerce (FL)
229. Florida FTAA, Inc.
230. FloridaA
231. FMC Corporation
232. Fontheim International, LLC
233. Footwear Distributors and Retailers of America
234. Ford Motor Company
235. Fort Worth Hispanic Chamber of Commerce (TX)
236. Fratelli Group, The

- 237. Frazee Associates
- 238. Frontier Trading, Inc.
- 239. Fru-Veg Marketing, Inc.
- 240. G2 Advisors
- 241. Galion Area Chamber of Commerce (OH)
- 242. Galleria Chamber of Commerce (TX)
- 243. Garden Grove Chamber of Commerce (CA)
- 244. Gas Appliance Manufacturers Association
- 245. Gateway Regional Chamber of Commerce (NJ)
- 246. Gear for Sports
- 247. General Electric
- 248. General Mills, Inc.
- 249. General Motors Corporation
- 250. GeniCon
- 251. Georgia Chamber of Commerce (GA)
- 252. Gilbert Chamber of Commerce (AZ)
- 253. Givens, Inc.
- 254. Glendale Chamber of Commerce (CA)
- 255. Global Investments & Traders, LLC
- 256. Global Marketing and Sales, Inc.
- 257. Global Publishers, LLC
- 258. Global USA
- 259. Globalex, Inc.
- 260. GMA/FPA
- 261. Goodyear Tire and Rubber Co.
- 262. Gorbisco, Inc.
- 263. Gourmet Trading Company
- 264. Grand Island Area Chamber of Commerce (NE)
- 265. Grand Rapids Area Chamber of Commerce (MI)
- 266. Grand Rapids Area Chamber of Commerce (MN)
- 267. Greater Beaumont Chamber of Commerce (TX)
- 268. Greater Boston Chamber of Commerce (MA)
- 269. Greater Chamber of Commerce for Decatur and Macon County (IL)
- 270. Greater Dallas Chamber of Commerce (TX)
- 271. Greater Dallas Hispanic Chamber of Commerce (TX)
- 272. Greater Decatur Chamber of Commerce (IL)
- 273. Greater Des Moines Partnership (IA)
- 274. Greater Des Moines Partnership, The
- 275. Greater Elkhart Chamber of Commerce (IN)
- 276. Greater Fairbanks Chamber of Commerce (AK)
- 277. Greater Fresno Area Chamber of Commerce (CA)
- 278. Greater Haines City Area Chamber of Commerce (FL)
- 279. Greater Hillsboro Area Chamber of Commerce (OR)
- 280. Greater Irving-Las Colinas Chamber of Commerce (TX)
- 281. Greater Jackson County Chamber of Commerce (AL)
- 282. Greater Jackson County Chamber of Commerce (MI), The
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- 293. Greater San Jose Hispanic Chamber of Commerce (CA)
- 294. Greater Scranton Chamber of Commerce (PA)
- 295. Greater Seattle Chamber of Commerce (WA)
- 296. Greater Tampa Chamber of Commerce (FL)
- 297. Greater Topeka Chamber of Commerce (KS)
- 298. Green Bay Area Chamber of Commerce (WI)
- 299. Greenberg Traurig, LLP
- 300. Hampton Roads Chamber of Commerce (VA)
- 301. Hardin County Chamber of Commerce (OH)
- 302. Hardin County Chamber of Commerce (TN)

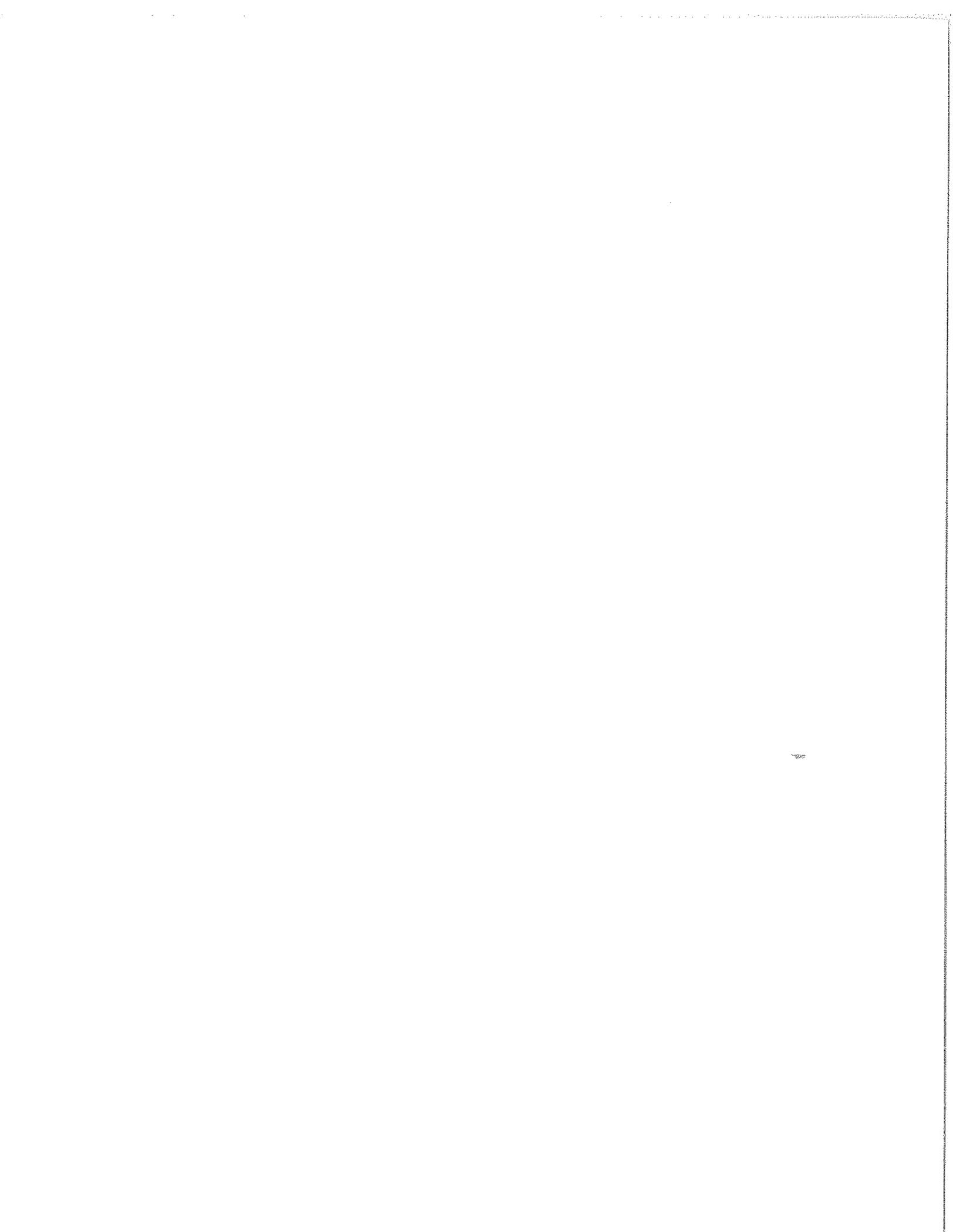
303. Hardwood Flooring
304. Hariras, Inc.
305. Harlingen Area Chamber of Commerce (TX)
306. Havel, Inc.
307. HBST Enterprises, Inc.
308. Hellmann Worldwide Logistics – CLI/LIMA
309. Henderson Chamber of Commerce (NV)
310. Henderson County Chamber of Commerce (TN)
311. Hewlett-Packard Company
312. Hillsboro Chamber of Commerce (IL)
313. Hilton Head Island-Bluffton Chamber of Commerce (SC)
314. Hispanic Alliance for Free Trade (HAFT)
315. Hispanic Chamber of Commerce of Greater Kansas City (MO)
316. Hispanic Chamber of Commerce of Louisiana (LA)
317. Hitesh Gems Corporation
318. Hobbs Chamber of Commerce (NM)
319. Hormel Foods Corporation
320. Houston Hispanic Chamber of Commerce (TX)
321. IBM Corp
322. Illinois Chamber of Commerce (IL)
323. Illinois International Trade Center
324. Impact Homes
325. Impex
326. Incompasse International, Inc.
327. INDA, Association of Nonwoven Fabrics Industry
328. Indiana Business Diversity Council
329. Indiana Chamber of Commerce (IN)
330. Inland Empire International Business Association (CA)
331. InnoVest
332. Intel Corporation
333. Intel Group
334. International Business Government Counsellors (IBC)
335. International Communications Resources (ICR)
336. International Dairy Foods Association
337. International Intellectual Property Institute
338. International Law Institute
339. International Seed Federation (ISF)
340. International Titanium Corporation
341. International Trade Advisors
342. International Trade Alliance
343. International Wood Products Association
344. Interphase
345. ITW Dynatec
346. J. JP & R International Inc.
347. J.C. Watts
348. Jacksonville Regional Chamber of Commerce (FL)
349. Jacobs, Malcolm, & Burt
350. Jasper Chamber of Commerce (IN)
351. JCM Industries
352. John E. Stillpass Co., LPA
353. Johnson City, Tennessee Chamber of Commerce (TN)
354. Johnson, Madigan, Peck, Boland, Dover & Stewart, Inc.
355. Joliet Region Chamber of Commerce (IL)
356. Kalispell Area Chamber of Commerce (MT)
357. Kanawha Scales & Systems
358. Kansas World Trade Center, Inc.
359. Kearney School of International Business
360. Kekepana International
361. Kelsun Distributors
362. Kenan Institute of Private Enterprise
363. Kentucky Chamber of Commerce (KY)
364. Keystone Fruit Marketing
365. Kimberly-Clark Corporation
366. King Electronic Packaging
367. Kingman Area Chamber of Commerce (AZ)
368. Kingsport, Tennessee Chamber of Commerce (TN)
369. Kissinger McLarty Associates
370. Kraft Foods
371. Kuehne & Nagel SA
372. Kwik Company
373. Lansing Regional Chamber of Commerce (MI)
374. Laredo Chamber of Commerce (TX)
375. Larned Area Chamber of Commerce (KS)
376. Las Vegas Chamber of Commerce (NV)
377. Latin Chamber of Commerce of U.S.A (CAMACOL) (FL)
378. Latin Chamber of Commerce of USA (FL)
379. Laurel Chamber of Commerce (MT)
380. Lima/Allen County Chamber of Commerce (OH)
381. Lincoln Chamber of Commerce (NE)
382. List-n-Sell

383. Liz Claiborne, Inc.
384. Lockheed Martin Corporation
385. Long and Foster Real Estate
386. Long Beach Area Chamber of Commerce (CA)
387. Los Angeles Area Chamber of Commerce (CA)
388. Los Angeles County Economic Development Corporation
389. Los Angeles Metropolitan Hispanic Chamber of Commerce (CA)
390. Louisiana Economic Development (LA)
391. Louisiana State Chamber of Commerce (LA)
392. Lynne Ellen, Inc.
393. Macrolingua Publishing
394. Madison County Commission
395. Manchester Trade, Ltd.
396. Manhattan Chamber of Commerce (NY)
397. Manhattan Hispanic Chamber of Commerce, Inc. (NY)
398. Mankato Area Chamber of Commerce (MN)
399. Mansfield Plumbing
400. Manzella Trade Communications, Inc.
401. Maple Companies, The
402. Marana Chamber of Commerce (AZ)
403. Marine Terminals Corporation
404. Marshall County Chamber of Commerce (KY)
405. Martin Drought & Torres, Inc.
406. Maryland/Washington D.C. District Export Council
407. McGraw-Hill Companies, The
408. MDXI, LLC
409. Meadville Area Chamber of Commerce (PA)
410. Megacom Corp.
411. Mehlman Vogel
412. Memorial Hermann Healthcare System
413. Memphis Regional Chamber of Commerce (TN)
414. MetLife
415. Metro Milwaukee Association of Commerce (WI)
416. Metropolitan Evansville Chamber of Commerce (IN)
417. Metropolitan Trenton African American Chamber of Commerce (MTAACC) (NJ)
418. Metropolitan Trenton African American Chamber of Commerce (MTAACC) (NJ), The
419. Michael Best and Friedrich
420. Michigan Chamber of Commerce (MI)
421. Micron Technology, Inc.
422. Midway Chamber of Commerce (MN)
423. Miller & Chevalier Chartered
424. Minneapolis Regional Chamber (MN)
425. Mission Produce, Inc.
426. Mobile Area Chamber of Commerce (AL)
427. MOL Industries, Inc.
428. Mom, Inc.
429. Monroe Chamber of Commerce (CT)
430. Monroe Chamber of Commerce (LA)
431. Morgan Hill Chamber of Commerce (CA)
432. Motion Picture Association of America
433. Motor & Equipment Manufacturing Association
434. Mount Vernon Chamber of Commerce (WA)
435. MWW Group
436. Naperville Area Chamber of Commerce (IL)
437. Nashville Area Chamber of Commerce (TN)
438. National Association of Manufacturers (NAM)
439. National Association of Wheat Growers
440. National Barley Growers Association
441. National Cattlemen's Beef Association
442. National Chicken Council
443. National Coffee Association of U.S.A.
444. National Corn Growers Association
445. National Cotton Council
446. National Council of Textile Organizations
447. National Enzyme Co.
448. National Foreign Trade Council (NFTC)
449. National Grain and Feed Association
450. National Grange
451. National Milk Producers Federation
452. National Oilseed Processors Association
453. National Pork Producers Council
454. National Potato Council
455. National Retail Federation
456. National Sorghum Producers
457. National Turkey Federation
458. Navivan Corporation
459. New Bronx Chamber of Commerce, Inc.
460. New Bronx Chamber of Commerce, Inc. (NY), The
461. New Ulm Area Chamber of Commerce (MN)

- 462. New York Life
- 463. News Corporation
- 464. N-Line Tools
- 465. NONWOVEN
- 466. Nortel Networks Corporation
- 467. North American Equipment Dealers Association
- 468. North American Export Grain Association
- 469. North American Millers' Association
- 470. North Bay Produce
- 471. North Carolina Manufacturers Association (NCMA)
- 472. North Clackamas County Chamber of Commerce (OR)
- 473. North Clackamas County Chamber of Commerce (OR)
- 474. North Clackamas County Chamber of Commerce (OR)
- 475. North Houston Greenspoint Chamber of Commerce (TX)
- 476. North San Antonio Chamber of Commerce (TX)
- 477. North Shore Chamber of Commerce (MA)
- 478. Northern Dakota County Chamber of Commerce (ND)
- 479. Northern Gulf Trading Group
- 480. Northern Kentucky Chamber of Commerce (KY)
- 481. Northrop Grumman Corporation
- 482. Northshore Chamber of Commerce (WA)
- 483. Northwest Horticultural Council
- 484. Oakland Metropolitan Chamber of Commerce (CA)
- 485. Occidental Petroleum Corporation
- 486. Office Furniture Group, Inc.
- 487. Ohio Alliance for International Trade (OAIT)
- 488. Oklahoma State Chamber (OK)
- 489. Oracle Corporation
- 490. Orange Chamber of Commerce & Visitor Bureau (CA)
- 491. Orchid Ceramics
- 492. Organization for Women in International Trade
- 493. Oshkosh Chamber of Commerce (WI)
- 494. Osis Software, Inc.
- 495. Oxford Industries
- 496. Oxley Consulting
- 497. P&S Supply
- 498. Packaging Machinery Manufacturers Institute (PMMI)
- 499. Packaging Machinery Manufactures Institute
- 500. Palazzo Luxury Homes, LLC.
- 501. Papa Murphy's Pizza
- 502. Paramount Cosmetics
- 503. Patagonia
- 504. Patterson Fan Company, Inc
- 505. Paulding Chamber of Commerce (OH)
- 506. Payless ShoeSource, Inc.
- 507. PDC International
- 508. Penn Warehousing & Distribution
- 509. Pennsylvania Chamber of Business and Industry (PA)
- 510. Peoria Chamber of Commerce (IL)
- 511. PepsiCo, Inc.
- 512. Perishable Specialist, Inc., The
- 513. Peruvian American Chamber of Commerce (FL)
- 514. Peruvian Asparagus Importers Association (PAIA)
- 515. Pet Food Institute
- 516. Petesie Products
- 517. PG Enterprise
- 518. Pike County Chamber of Commerce (IL)
- 519. Pike County Chamber of Commerce (PA)
- 520. Ping Golf
- 521. Pioneer Processing Technologies
- 522. Plano Chamber of Commerce (TX)
- 523. Polyguard Products
- 524. Poor Man's Books
- 525. Port of Corpus Christi (TX)
- 526. Port of Long Beach (CA)
- 527. Porter Wright Morris & Arthur, LLP
- 528. Portland Business Alliance
- 529. Power Accessories of the Americas, Inc.
- 530. PowerUp, Inc.
- 531. PPG Industries
- 532. Prattville Area Chamber of Commerce (AL)
- 533. Prescott Chamber of Commerce (AZ)
- 534. Principal International, Inc.
- 535. Pro-Act LLC
- 536. Procter & Gamble
- 537. Produce Marketing Association
- 538. Progressive Marketing Group
- 539. Promise for the Savvy Bride
- 540. Prosperity Consulting Group
- 541. Provo/Orem Area Chamber of Commerce (UT)

542. Public Affairs Strategies, Inc.
543. Public Service Enterprise Group (PSEG)
544. Qtel Americas, Inc.
545. QUALCOMM, Inc.
546. Rancho Bernardo Chamber of Commerce (CA)
547. Rancho Cordova Chamber of Commerce (CA)
548. Rancho Cucamonga Chamber of Commerce (CA)
549. Rapid City Area Chamber of Commerce (SD)
550. Ravenswoods International Collectables, LLC
551. RD Global Trading
552. Redwood Area Chamber & Tourism (MN)
553. Regional Hispanic Chamber of Commerce/ Bank of the West (CA)
554. Regions Bank
555. Regitar
556. Restorative Medical
557. Retail Industry Leaders Association (RILA)
558. RHCC
559. Richmond-Spring Grove Chamber of Commerce (IL)
560. Righteous Clothing
561. Rim Country Regional Chamber of Commerce (AZ)
562. Robertsons' GMC Truck
563. Rogers & Brown Custom Brokers Inc
564. Rosemead Oil Products, Inc.
565. Rosemont Farms Corporation
566. Ross Manufacturing
567. Ross Valve Manufacturing and Co., Inc.
568. Sacramento Metro Chamber of Commerce (CA)
569. Saint Paul Area Chamber of Commerce (MN)
570. Salvadoran-American Chamber of Commerce (SACC) (FL)
571. San Antonio Hispanic Chamber of Commerce (TX)
572. San Blue Enterprises Private Limited
573. San Diego District Export Council (CA)
574. San Diego North Chamber of Commerce (CA)
575. San Diego Regional Chamber of Commerce (CA)
576. San Diego World Trade Center (CA)
577. San Francisco Chamber of Commerce (CA)
578. Sand Castle Home Equities
579. Sandler, Travis & Rosenberg, P.A.
580. Santa Clara Chamber of Commerce (CA)
581. Schmeltzer, Aptaker & Shepard, PC
582. Scottsdale Area Chamber of Commerce (AZ)
583. Seaboard Marine Limited
584. Security Vault Works, Inc.
585. Semiconductor Industry Association
586. Sewn Products Equipment & Suppliers of the Americas (SPESA)
587. Shook Mobile Technology, LP
588. Siemens Energy & Automation
589. Sierra Vista Chamber of Commerce (AZ)
590. Simi Valley Chamber of Commerce (CA)
591. Simon International, LLP
592. Singleton Scientific, Inc.
593. Skyway Cargo Corp.
594. Solomon Sky, LLC
595. South Carolina Manufacturers Alliance (SCMA)
596. South Charleston Chamber of Commerce (SC)
597. South Padre Island Chamber of Commerce (TX)
598. South Snohomish County Chamber of Commerce (WA)
599. Southern Specialties
600. Southwest Funding
601. Spokane Chamber of Commerce (WA)
602. Spokane Seed Company
603. Springfield Area Chamber of Commerce (MO)
604. St. Helen-Scapoose Chamber of Commerce (NY)
605. Starlight Capital, Inc.
606. Staten Island Chamber of Commerce (NY)
607. Stillwater Chamber of Commerce (OK)
608. Stuart/Martin County Chamber of Commerce (FL)
609. Summit Communications
610. SunTrust Bank
611. Sweetener Users Association
612. Sylvania Chamber of Commerce (OH)
613. Tacoma- Pierce County Chamber of Commerce (WA)
614. Tarpon Springs Chamber of Commerce (FL)
615. Team Produce International
616. Technical Support, Inc.

- 617. Telecom Industry Association
- 618. Television Association Programmers Latin America (TAP)
- 619. Tennessee Multicultural Chamber of Commerce (TN)
- 620. Tennessee State Chamber of Commerce (TN)
- 621. Tennessee Valley Realty
- 622. Tepito Electronics
- 623. Texarkana Chamber of Commerce (TX/AR)
- 624. Texas Association of Business
- 625. Textile Distributors Association (TDA)
- 626. Time Warner, Inc.
- 627. Titan Management Group, Inc.
- 628. Tradecom International, Inc.
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- 630. Tramco, Inc.
- 631. Transcon Trading Company
- 632. Triton International
- 633. Tucson Chamber of Commerce (AZ)
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- 635. U.S. Apple Association
- 636. U.S. Association of Importers of Textiles and Apparel
- 637. U.S. Dairy Export Council
- 638. U.S. Livestock Genetics Export, Inc.
- 639. U.S.-Colombia Trade Partnership
- 640. Ultraliner, Inc.
- 641. United Chambers of Commerce of the San Fernando Valley (CA)
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- 643. United Color Manufacturing, Inc.
- 644. United Egg Association
- 645. United Egg Producers
- 646. United States Association of Importers of Textiles and Apparel (USA-ITA)
- 647. United States Chamber of Commerce (DC)
- 648. United States Hispanic Chamber of Commerce (DC)
- 649. United Technologies Corporation
- 650. Unlimited Distribution
- 651. UPS
- 652. US Hides, Skins and Leather Association
- 653. US Wheat Associates
- 654. USA Dry Pea and Lentil Council
- 655. USA Poultry & Egg Export Council
- 656. USA Rice Federation
- 657. Vail Valley Partnership (CO)
- 658. Vandalia-Butler Chamber of Commerce (OH)
- 659. Vanken
- 660. Velocity Group, Inc.
- 661. Vera Food & Wine
- 662. Vermont Chamber of Commerce (VT)
- 663. VF Jeanswear, L.P.
- 664. Victoria Chamber of Commerce (MN)
- 665. Viking Electronics
- 666. Villa International
- 667. Village of Forsyth
- 668. Virginia Chamber of Commerce (VA)
- 669. Virginia Chamber of Commerce Business Leadership (VA)
- 670. Vital Systems Electronics, Inc.
- 671. Volkan T Ltd.
- 672. VRF Financial Group Div. of Rocca International
- 673. Wallace and Wallace Associates
- 674. Wal-Mart Stores, Inc.
- 675. Warner Robins Area Chamber of Commerce (GA)
- 676. Washington Chain & Supply Co., Inc.
- 677. WBC Global
- 678. Wenatchee Valley Chamber of Commerce (WA)
- 679. West Bridge International Trade, LLC
- 680. West Forge Products
- 681. Weston Area Chamber of Commerce (FL)
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- 683. Whirlpool Corporation
- 684. Whitesboro Area Chamber of Commerce (TX)
- 685. Whitney National Bank
- 686. Wilkes Chamber of Commerce (NC)
- 687. Williams-Grand Canyon Chamber of Commerce (AZ)
- 688. Williamson & Cos Inc.
- 689. Williamson Group Inc.
- 690. WilmerHale
- 691. Winchester-Frederick County Chamber of Commerce (VA)
- 692. WineAmerica
- 693. Winona Area Chamber of Commerce (MN)
- 694. World Super Center
- 695. World Trade Center Delaware
- 696. World Trade Centers Association, Inc.
- 697. Worldwide Trade Connections
- 698. Xdepot.tv
- 699. Yes Fresh, L.L.C.
- 700. Zapata Enterprises, Inc.



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Greater Raleigh North Carolina Chamber of Commerce
Greater Rome Chamber of Commerce
Greater Tampa Chamber of Commerce
Greenberg Traurig, LLP
Grocery Manufacturers Association/FPA
Gulfstream
H.E. Anderson Company
Halliburton
HBST Enterprises, Inc.
Herbalife International of America, Inc.
Hewlett Packard
Home Depot
Horizon Law Group
Hormel Corporation
IBM
Iconics, Inc.
Illinois International Trade Center
Impact Homes
Impartia
Indiana Chamber of Commerce
Information Technology Association of America
Information Technology Industry Council
Ingersoll-Rand
Innovation Center/Pioneer Electric Cooperative
Intel Corporation
International Business-Government Counselors
International Communications Resources
International Dairy Foods Association
International Franchise Association
International Insurance Council
International Intellectual Property Alliance
International Paper Korea
International Sleep Products Association
International Titanium Corp.
International Trade Association of Greater Chicago
International Trademark Association
Internet LC.com
Jacksonville Port Authority
JCM Industries
JJP&R International, Inc.

Johnson & Johnson
Johnson City / Jonesborough / Washington County Chamber
Joliet Region Chamber of Commerce
Jones Walker
JPMorgan Chase & Co.
Kansas World Trade Center INC
Kekepana International
Kelsun Distributors
Kenan Institute of Private Enterprise
Kent & O'Connor
Kimberly Clark Corporation
King Electronic Packaging
Kissinger McLarty Associates
Korea-U.S. Consulting, Inc.
Kpartnerz, Inc.
La Kasbah
Laredo Chamber of Commerce
LASA Monroig & VEVE,LLC
LCA Sales Associates, Inc
Levi Strauss & Company
Lima/Allen County Chamber of Commerce (OH)
Lockheed Martin Corporation
Long Beach Area Chamber of Commerce
Los Angeles Chamber of Commerce
Louis Dreyfus Corporation
Lowe's Companies, Inc.
Lynxs CargoPorts
Macomb Area Chamber of Commerce
Macrolingua Publishing
Madison County Commission (Alabama)
Magnachip Semiconductor
Manchester Trade Ltd.
Manhattan Chamber of Commerce
Mannatech, Inc.
Manzella Trade Communications, Inc.
Maple Companies, The
Marshalltown Area Chamber of Commerce
Mary Kay, Inc.
Maryland/Washington D.C. Export Council
Mason City Area Chamber of Commerce
McKinney Consulting, Inc.
McGraw-Hill Companies, The
McGuire Woods Consulting
MDXI,LLC
Meadville Area Chamber of Commerce
Media General, Inc.
Medtronic, Inc.
Mehlman Vogel Castagnetti
Melaleuca, Inc.
Merck & Co., Inc.
MetLife
Metro Atlanta Chamber of Commerce
Metro Milwaukee Association of Commerce
Metropolitan Evansville Chamber of Commerce
Michael Best and Friedrich
Micron Technology, Inc.
Microsoft
Microtel International, Inc.
Milcoms
Miller & Chevalier
Milliken & Company
Mitchell Silberberg & Knupp
Mobile Area Chamber of Commerce
Motion Picture Association of America
Motorola
MWW Group
Naperville Area Chamber of Commerce
Nashville Area Chamber of Commerce

National Association of Credit Managers
National Association of Manufacturers
National Chicken Council
National Coffee Association of U.S.A.
National Confectioners Association
National Corn Growers Association
National Electrical Manufacturers Association
National Foreign Trade Council
National Grain and Feed Association
National Marine Manufacturers Association (NMMA)
National Milk Producers Federation
National Oilseed Processors Association
National Pork Producers Council
National Potato Council
National Retail Federation
National Wheat Growers Association
Navivan Corporation
Neil Adams, Inc.
Networks - Sullivan Partnership
New Balance Athletic Shoe, Inc.
New York Life
News Corporation
Nike
NKY Chamber of Commerce
Nortel
North American Export Grain Association
North San Antonio Chamber of Commerce
Northern Kentucky Chamber of Commerce
Northern Virginia Technology Council
Northrop Grumman Corporation
Novartis Corporation
Nu Skin Enterprises
Occidental Petroleum
Ohio Alliance for International Trade
Oklahoma State Chamber of Commerce
One Southern Indiana
O'Neill and Associates
Oracle
Oregon Potato Commission
Organization for Women in International Trade
Ositis Software, Inc.
Ovations
Overnite Transportation Company
Oxford
Oxley Consulting
Paramount Cosmetics
Paramount Farms
Patterson Fan International
PepsiCo
Pet Food Institute
Petroleum Equipment Suppliers Association
Pfizer, Inc.
PGENTERPRISE
Pharmaceutical Research & Manufacturers of America
PMMI
Poitvien Enterprises
Poor Man's Books
Porcelain Enamel Institute
Porter Wright Morris & Arthur, LLP.
Power Accessories of the Americas, Inc.
PPG
Prattville Area Chamber of Commerce
Pricewaterhouse Coopers
Procter & Gamble
Produce Marketing Association
Prosperity Consulting Group
Prudential Financial, Inc.
PSEG Global

Quaker Fabric Corporation
QUALCOMM, Inc.
RAMA Business Consulting
Rancho Cordova Chamber of Commerce
Rancho Cucamonga Chamber of Commerce
Rankin Equipment Company
Rapid City Area Chamber of Commerce
Raytheon Company
RD Global Trading
Recording Industry Association of America
Redwood Area Chamber & Tourism
Regions Bank
Retail Industry Leaders Association
Roche Korea
Rockwell Automation
Rogers & Brown Custom Brokers Inc
Rosemead Oil Products, Inc.
S & G Concrete, Inc.
San Blue Enterprises Private Limited
San Diego District Export Council
San Diego World Trade Center
Sandler, Travis & Rosenberg, P.A.
Schering-Plough Corporation
Schmeltzer Aptaker and Shepard
Seaboard Corporation
Seaboard Marine Limited
Securities Industry and Financial Markets Association
Security Vault Works, Inc.
Semiconductor Industry Association
Shook Mobile Technology
Sidley Austin LLP
Siemens Energy & Automation
Simon International, LLC
SKYWAY CARGO CORP
Smithfield
Soft Landing Korea, Ltd.
Software & Information Industry Association
Solomon Sky LLC
Sony America
Southwest Funding
Specialty Equipment Market Association
Spectrum 3D
Speech Phone
Springfield Area Chamber of Commerce
St. John Knits, Inc.
Starlight Capital, Inc.
Steptoe and Johnson LLP
Steve Cha & Associates
Stonebridge International
Summit Communications
Sunrider International
Sweetener Users Association
Sybase
Tabet Manufacturing Company, Inc.
Tacoma- Pierce County Chamber of Commerce
Target
TASER International
Technical Support Inc
Telecommunications Industry Association
Tennessee State Chamber of Commerce
Texas Association of Business
Textron, Inc.
Time Warner
Tradecom International, Inc.
Travel Goods Association
Tyco International (U.S.) Inc.
U.S. Association of Importers of Textiles and Apparel
U.S. Chamber of Commerce

U.S. Council for International Business
U.S. Dairy Export Council
United Airlines
United Color Manufacturing Inc.
United States Hispanic Chamber of Commerce
United Technologies Corporation
Unlimited Distribution
UPS
USA Dry Pea & Lentil Council
USA Poultry & Egg Export Council
Vail Valley Partnership
Verizon Communications
Vermilion Ventures - Investment Advisory
Vermont Chamber of Commerce
VF Jeanswear L.P.
Viking Electronics
Villa International
Virginia Chamber of Commerce Business Leadership
Vital Systems Electronics, Inc.
Volkan T Ltd.
W.L. Gore & Associates, Ltd.
Wallace and Wallace Associates
Wal-Mart Stores, Inc.
Walt Disney Company, The
Washington Chain & Supply Co. Inc.
Washington Council on International Trade
Washington State Potato Commission
WBC Global
West Bridge International Trade LLC
Wexler & Walker Public Policy Associates
Whirlpool Corporation
White & Case LLP
Williamson & Co., Inc.
Williamson Group
Wilmer, Cutler, Pickering, Hale & Dorr LLP
World Federation of Direct Selling
World Super Center
World Trade Center Delaware
World Trade Centers Association, Inc.
Worldwide Trade Connections
Wrigley
Xtreme Copy Services, Inc,
Zapata Enterprises
ZoAir Company, Inc.

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