



July 16, 2010

Ambassador Ron Kirk
Office of the United States Trade Representative
600 17th Street NW
Washington, DC 20508

Dear Ambassador Kirk:

The Telecommunications Industry Association (TIA) and its hundreds of member companies welcome and appreciate the President's recommitment in moving forward the U.S.-Korea Free Trade Agreement (FTA) and securing its passage in Congress. I write today to further express TIA's support of passing the three pending FTAs, negotiating the Trans-Pacific Partnership (TPP), and implementing the National Export Initiative (NEI).

TIA represents manufacturers and suppliers of information and communications technology (ICT) products and services for the global marketplace through its core competencies in standards development, domestic and international advocacy, and market development and trade promotion programs. Members' products and services empower communications in every industry and market, including healthcare, education, security, public safety, transportation, government, the military, the environment and entertainment. For over 80 years, the association has facilitated the convergence of new communications networks while working for a competitive and innovative market environment.

TIA supports the President's goal of doubling exports, which will create several million new jobs over the next five years. Specifically, TIA supports USTR and the Export Promotion Cabinet's initiative to increase commercial advocacy and reduce barriers to trade by improving market access overseas for our companies. When crafting policy and programs to fulfill the Initiative's goals, TIA urges USTR to take into account the export challenges of all companies, both large and small, and apply all policies, incentives, and advocacy tools equally. With 95 percent of the world's consumers living outside of the United States, the global market offers tremendous opportunities for our companies. The U.S. government can improve the prospects for companies to compete in global markets by promoting effective policies under the National Export Initiative that benefit both large and small companies equally.

Additionally, the passage of the three pending FTAs will provide new export opportunities for the U.S. ICT industry, foster economic growth and create higher paying jobs in the United States by reducing and eliminating barriers to trade and investment. The United States already has considerable economic ties with Korea, Colombia, and Panama, and the U.S. stands to gain substantially from a lowering of barriers in the market, as there is much unrealized potential for U.S. exports. Furthermore, with the new



Trans-Pacific Partnership negotiations, TIA is confident that USTR will continue to advocate for a trade agreement that builds a strong, global digital economy that relies on quality infrastructure, a network of services, and a solid legal and commercial framework which provides confidence and protection to investors.

Trade is the foundation of the U.S. economy. TIA member companies depend on access to global markets to prosper, which, as a result, benefits U.S. workers and consumers. TIA stands ready to support your efforts to promote greater trade opportunities for our companies, which represent the cutting edge of the innovation in the information and communication technology sector.

Sincerely,

A handwritten signature in black ink, reading 'Grant E. Seiffert'. The signature is written in a cursive, flowing style.

Grant Seiffert
President