



ADVANCING GLOBAL COMMUNICATIONS

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September 25, 2007

The Honorable Nancy Pelosi
Speaker of the House
U.S. House of Representatives
H-232 Capitol Building
Washington, D.C. 20515

Dear Madam Speaker,

On behalf of TIA, the leading association representing information and communications technology (ICT) equipment and service providers, I write to express our gratitude for your support of the Panama and Peru free trade agreements and to encourage you to reconsider your opposition to the pending agreements with South Korea and Colombia. Similar to Peru and Panama, the agreements with South Korea and Colombia ensure new opportunities for economic growth for the United States and its trading partners. A majority of U.S. companies, industries and business groups support the agreements with South Korea and Colombia, and we respectfully urge your support as well.

Your state of California is home to over 100 TIA member companies that employ over 250,000 employees in the United States and generate revenues exceeding \$172 billion annually. In its entirety, the U.S. telecommunications market was valued at \$923 billion in 2006 with annual growth of 9.3%. By comparison, the telecom market value of all other world regions is \$2.1 trillion and growing annually at 11.2%. The difference in annual growth clearly indicates that significant opportunities for U.S. firms exist outside the United States. Accordingly, TIA members are developing comprehensive business strategies that target foreign markets, including South Korea, the United States' seventh largest telecom equipment export market.

The U.S.-Korea and U.S.-Colombia FTAs address many non-tariff barriers that currently block market access for many TIA members. Indeed the U.S.-South Korea FTA establishes provisions that reduce South Korea's domestic preference programs, particularly in wireless technologies, where U.S. service and equipment suppliers have strong competitive advantages. Both agreements would facilitate trade and investment by eliminating remaining tariffs and reducing regulatory obstacles, including onerous licensing restrictions and burdensome customs procedures. Overall, the FTAs will benefit participating countries' ICT manufacturers, suppliers and service providers by establishing greater market access, assuring a rules-based and predictable business climate, and encouraging further bilateral investment. The implementation of the U.S.-Korea FTA alone would boost the U.S. GDP by \$10 billion to \$12 billion annually, according to the U.S. International Trade Commission.

We are encouraged by your leadership and ask you to support all four pending free trade agreements, which will benefit your fellow Californians and strengthen the competitive position of the domestic telecommunications industry.

Sincerely,

A handwritten signature in black ink that reads "Grant E. Seiffert". The signature is written in a cursive, flowing style.

Grant Seiffert
President