

September 26, 2007

Dear Congressman/Senator:

Participation in the global economy has provided significant and important benefits for the United States. Many in the United States, however, have concerns about the impact that globalization in general and trade with China in particular are having on jobs and economic security. We recognize that some parts of the U.S. economy have faced substantially increased competition. We agree that constructive efforts should be pursued vigorously to address such concerns and increase the benefits from engagement in the international economy for all Americans. We urge you to seek solutions that advance international engagement and promote America's broad interests, while at the same time pursuing policies and programs designed to prepare American workers to remain the most productive and competitive in the world. Conversely, we believe that adopting retaliatory measures, such as increasing tariffs or assessing user fees on imports, will do more harm than good.

Our companies and the millions of workers we employ collectively represent all major sectors of the U.S. economy and benefit substantially from the global trading system. International trade and investment have helped us to expand into markets outside of the United States and to access raw materials, inputs and finished products that make our companies and workers more globally competitive, while providing important benefits to consumers here in the United States. While the United States will always be an important market for us, access to international markets means that U.S. farmers, manufacturers and service providers are able to expand sales to new customers, increasing activities here in the United States and abroad.

The benefits of participation in the international economy go beyond increased economic activity and the generation of high-quality jobs in the United States. U.S. companies bring their global employment practices and environmental, health and safety standards to facilities in China and around the world. That helps to improve the quality of life for all.

Advancing America's interests requires eliminating barriers abroad and increasing our competitiveness at home. For example, China has already made major advances in implementing its World Trade Organization (WTO) commitments in a manner that has benefited nearly all major sectors of the U.S. economy. Additional and continued progress is needed. As well, policies that address U.S. competitiveness, worker education and retraining, and health care are needed as part of an effective and balanced response to the challenges of the global economy.

Conversely, policies that single out individual countries as responsible for the United States' broader concerns will not be effective and should be rejected, as should approaches that violate the United States' own international obligations or that improperly restrict access to the U.S. market. Doing so can only undermine U.S. credibility and competitiveness and put U.S. exports at substantial risk of retaliatory action. Imposing unfair barriers to trade in the name of currency valuation or product safety is not a solution to the underlying concerns, and it ultimately undermines the important work that should be undertaken to prepare our economy and our workers for the realities of the global economy.

Our economy is the most competitive and productive in the world. We will maintain that position only if we rise to the economic challenges we face while keeping the U.S. market open and our focus on expanding trade opportunities for American workers, farmers and service providers.

Respectfully,

3M  
ACE Group of Insurance and Reinsurance  
Companies  
AdvaMed - Advanced Medical Technology  
Association  
adidas  
Affinity Marketing, LLC  
Albany International Corp.  
Alcatel-Lucent  
Altria Group, Inc.  
American Apparel & Footwear Association  
American Council of Life Insurers  
American Electronics Association (AeA)  
American Insurance Association  
American International Group, Inc. (AIG)  
American Signature, Inc.  
Amway Corporation  
Anheuser-Busch Companies, Inc.  
APL Limited  
Applied Materials  
AutoZone, Inc.  
Barbara Franklin Enterprises  
Bechtel Corporation  
Best Buy Co., Inc.  
The Boeing Company  
Boston Scientific Corporation  
Brass Key, Inc.  
Brooks Sports  
Buhler Quality Yarns Corp.  
Business Roundtable  
Cadbury Schweppes  
Cargill, Incorporated  
Case New Holland  
Caterpillar Inc.  
Celanese  
Chevron  
China Pacific Group, Inc.  
Chindex International, Inc.  
Chrysler LLC  
The Chubb Corporation  
Citigroup, Inc.  
Coalition for Employment Through Exports  
Coalition of New England Companies for  
Trade  
Coalition of Service Industries  
The Coca-Cola Company  
Computing Technology Industry Association  
(CompTIA)  
Consumer Electronics Association  
Consuming Industries Trade Action Coalition  
Corporate Computer, Inc.  
Crane International Inc.  
Cummins Inc.  
Cutter & Buck  
Deb Shops, Inc.  
Deckers Outdoor Corp.  
Design Resources, Inc.  
Distilled Spirits Council of the United States  
The Dow Chemical Company  
DRI DUCK Traders  
DuPont  
Eastman Kodak Company  
EDS  
Emerald Home Furnishings  
Emergency Committee for American Trade  
Emerson  
Exxon Mobil Corporation  
FedEx  
Financial Services Forum  
Financial Services Roundtable  
Fluor  
Footwear Distributors and Retailers of  
America  
Ford Motor Company  
Four Star Distribution  
Gap Inc.  
General Electric Company  
General Mills  
General Motors Corporation  
Grocery Manufacturers/Food Products  
Association  
Hewlett-Packard Company  
The Home Depot  
Honeywell  
Hormel Foods Corporation  
IBM Corporation  
Independent Bakers Association  
Information Technology Association of  
America  
Information Technology Industry Council  
Ingersoll Rand Company Ltd.  
Intel Corporation  
ITT Corporation  
J.C. Penney Corporation, Inc.  
J.C. Penney Purchasing Corporation  
J.P. Morgan Chase & Co.  
Johnson & Johnson  
LFI International  
Liz Claiborne, Inc.  
Lowe's Companies, Inc.  
Maritime Products International  
Mary Kay Inc.

Matrix Advisors, LLC  
The McGraw-Hill Companies, Inc.  
Michar LLC  
Microsoft Corporation  
Morgan Stanley  
Motorola, Inc.  
The National Fisheries Institute  
National Foreign Trade Council  
National Retail Federation  
New York Life  
Newell Rubbermaid  
NIKE Inc.  
Northwest Laboratories Inc.  
Office Depot  
One Step Up  
Oracle Corporation  
Pacific Coast Council of Customs Brokers and  
Freight Forwarders  
Pacific Coast Feather  
Pacific Northwest Advisors  
Paul Davril, Inc.  
Payless ShoeSource  
PepsiCo  
Perry Ellis International  
Pharmaceutical Research and Manufacturers  
of America  
Praxair, Inc.  
Principal Financial Group  
The Procter & Gamble Company  
Produce Marketing Association  
QUALCOMM Inc.  
Red Pagoda Concepts LLC  
Reebok International Ltd  
REI  
Retail Industry Leaders Association  
Robert A. Kapp & Associates  
The Rockport Company  
Rohm and Haas Company  
SAP Americas  
Securities Industry and Financial Markets  
Association  
Sequel Technologies  
Skyway Luggage  
The SRC Group  
Stonebridge International  
Sun Life Financial  
Target  
Ann Taylor Stores Corporation  
TaylorMade  
Travel Goods Association  
Tyco Electronics

U.S. Association of Importers of Textiles and  
Apparel  
United States Council for International  
Business  
United Technologies Corporation  
UPS  
US Chamber of Commerce  
US-China Business Council  
Visa International  
Wal-Mart Stores, Inc.  
Wandell Industries, Inc.  
Washington Council on International Trade  
Washington State China Relations Council  
Washington State Potato Commission  
The Westin Building  
Westinghouse Electric Company  
Whirlpool Corporation  
World Shipping Council  
Zyvex Corporation