



# Trade Facts

Office of the United States Trade Representative  
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## **Broad Business Support for Launch of Free Trade Negotiations between the United States and the Republic of Korea**

### **What They Are Saying:**

"We fully support this Administration's decision to launch [Free Trade Agreement] FTA talks with Korea. Korea is the United States' seventh-largest trading partner in terms of two-way trade and fifth-largest market for U.S. agricultural goods...Moreover, as the bilateral economic relationship is strengthened through an FTA, this will also strengthen the critical political relationship between our two countries."

**-U.S. –Korea FTA business coalition, a coalition of over 75 companies and associations representing industry, agriculture, and services sectors**

"The [National Association of Manufacturers] NAM has been the leading advocate for a free trade agreement with Korea, and we are enormously pleased by today's announcement...An FTA with Korea would be a big deal for U.S. manufacturers...The United States exported \$24 billion of manufactured goods to Korea last year alone. That number would grow substantially with an FTA and both the American and Korean economies would benefit considerably."

**-John Engler, President, National Association of Manufacturers**

"A mutually beneficial FTA will advance U.S. business interests by improving market access for agricultural and manufactured goods, opening services markets, and enhancing intellectual property and investor protections... South Korea is also a critical partner for the United States, given its strategic location in Northeast Asia. [It] is a close friend and ally of the United States, and an FTA will further contribute to security and stability of the Asia-Pacific region."

**- Tom Donohue, President and CEO, U.S. Chamber of Commerce**

"A comprehensive and commercially meaningful Korea FTA will provide significant new opportunities for economic growth. South Korea already is a very important market for the United States, but we do not have a level playing field. A comprehensive Korea FTA would...offer real rewards to U.S. business, farmers and workers."

**-Harold McGraw III, Chairman, President and CEO, The McGraw-Hill Companies, and Chairman of Business Roundtable's International Trade & Investment Task Force**

"This is a welcome announcement. Korea is an important trading partner for the U.S. film industry, and for all of America. A successful free trade agreement will provide improved access to a promising market, as well as an opportunity to strengthen intellectual property enforcement...the Motion Picture Association applauds Ambassador Portman and his U.S. government colleagues, as well as the Government of Korea, for undertaking this important endeavor."

**-Dan Glickman, Chairman and CEO, Motion Picture Association of America**

"The Food Products Association strongly supports the free international trade in food and agricultural products... South Korea is our sixth largest trade partner in terms of agriculture, representing a \$2.5. billion export market for U.S. agricultural products...For the United States, An FTA would provide U.S. food companies with increased access to the South Korean market, as well as new opportunities for processed foods and beverages. We commend U.S. Trade Representative Rob Portman for his efforts to promote free trade, and we applaud his work to reach an agreement with South Korea to facilitate the growth in trade between our two nations."

**-Cal Dooley, President and CEO, Food Products Association**

"The Electronic Industries Alliance (EIA) commends the Bush Administration and Ambassador Portman for beginning the process necessary to create a new trade agreement in the Far East -- the U.S.-Republic of Korea Free Trade Agreement (FTA). Launching these talks with an economic partner and ally such as South Korea can help the U.S. high-tech industry and other businesses expand the \$73 billion trading market there."

**-Dave McCurdy, President and CEO, Electronic Industries Alliance**

"[Emergency Committee for American Trade] ECAT welcomes the announcement today that the United States and Korea will soon begin FTA negotiations. Korea is a major market for U.S. farm products, goods, services and investment, with more than \$70 billion in two-way goods trade in 2004. A comprehensive, high-standard FTA that eliminates barriers can greatly enhance opportunities for all sectors of the U.S. economy. "

**-Cal Cohen, President, Emergency Committee for American Trade**

"Korea is a significant market for American semiconductor producers – in 2005, the Korean semiconductor market was approximately \$4.5 billion. ...Almost three quarters of our manufacturing capacity is in the U.S., while less than a third of our sales are in this country. U.S. semiconductor producers are the most competitive in the world – when SIA's members are allowed to compete unencumbered by barriers to trade they succeed. I applaud Ambassador Portman's efforts to ensure that U.S. semiconductor makers are able to compete in all world markets."

**-George Scalise, President, Semiconductor Industry Association**

"The U.S. high tech industry is very supportive of the administration's pursuit of a free trade agreement with South Korea. South Korea is already a major trade partner, but there exists a great opportunity to open the Asian market to more U.S. goods. We look forward to working with our trade partners and Ambassador Portman's team to push this effort forward."

**- Rhett Dawson, President and CEO, Information Technology Industry Council (ITI)**

'[Telecommunications Industry Association] TIA supports measures that increase engagement with major information and communications technology partners like the Republic of Korea...The trade relationship between our two countries will encourage further growth, and the assurance a free trade agreement brings to U.S. and Korean businesses will increase mutual opportunities in the ICT sector.'

**- Matthew J. Flanigan, President, Telecommunications Industry Association**

"We would like to express our support for the President's decision to enter into Free Trade Agreement negotiations with Korea. This country is one of strategic importance to the U.S. dairy industry and we welcome this undertaking... in 2004 we exported \$46 million of dairy products to Korea. Last year saw a significant expansion in our shipments to Korea; we estimate that the total export amount for 2005 will reach about \$58 million. Korea provides very attractive growth potential for U.S. dairy exports..."

**-Jerome Kozak , President & CEO, National Milk Producers Federation; Thomas M. Suber, President U.S. Dairy Export Council**

“...Getting a free trade deal done with South Korea is imperative to U.S. producers...[National Pork Producers Council] NPPC supports an ambitious free trade agreement with South Korea—a country where pork constitutes 44 percent of daily meat protein consumption and continues to grow. South Korea will offer significant growth in exports of many cuts of U.S. pork.”

**-Don Buhl, National Pork Producers Council President, and pork producer from Tyler, Minn.**

Korea is a significant market for advanced medical technology. A comprehensive FTA with Korea...would expand our members' export opportunities and bring tangible economic benefits to the United States and Korea. [Advanced Medical Technology Association] AdvaMed applauds the leadership of U.S. Trade Representative Ambassador Portman and Korean Trade Minister Kim Hyun-chong as they begin this process.”

**- Stephen J. Ubl, President and CEO, AdvaMed**