

March 12, 2004

The Honorable Robert B. Zoellick  
United States Trade Representative  
600 17<sup>th</sup> Street, NW  
Washington, DC 20508

Dear Ambassador Zoellick:

Pursuant to Section 2104(e) of the Trade Act of 2002 and Section 135(e) of the Trade Act of 1974, as amended, I am pleased to transmit the report of the Industry Sector Advisory Committee on Electronics and Instrumentation for Trade Policy Matters (ISAC 5) on the U.S.-Central American Free Trade Agreement. This report reflects the consensus opinion of ISAC 5 members on the proposed Agreement.

Sincerely,

A handwritten signature in black ink that reads "Tim Bennett". The signature is written in a cursive style with a horizontal line above the first name.

B. Timothy Bennett

U.S. – Central American Free Trade Agreement

Report of the  
Industry Sector Advisory Committee on Electronics and Instrumentation for  
Trade Policy Matters (ISAC 5)

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**Report by the Industry Sector Advisory Committee on Electronics and Instrumentation for Trade Policy Matters (ISAC 5) to the President on the U.S.-Central American Free Trade Agreement (FTA)**

**I. Purpose of the Committee Report**

Section 2104(e) of the Trade Act of 2002 requires that advisory committees provide the President, the United States Trade Representative, and Congress with reports required under Section 135(e)(1) of the Trade Act of 1974, as amended, not later than 30 days after the President notifies Congress of his intent to enter into an agreement.

Under section 135(e) of the Trade Act of 1974, as amended, the report of the Advisory Committee for Trade Policy and Negotiations and each appropriate policy advisory committee must include an advisory opinion as to whether and to what extent the agreement promotes the economic interests of the United States and achieves the applicable overall and principle objectives set forth in the Trade Act of 2002.

The report of the appropriate sectoral or functional committee must also include an advisory opinion as to whether the agreement provides for equity and reciprocity within the sectoral or functional area.

Pursuant to these requirements, the Industry Sector Advisory Committee on Electronics and Instrumentation for Trade Policy Matters (ISAC 5) hereby submits the following report.

**II. Executive Summary of ISAC 5 Report**

ISAC 5 has commented in Section V on those chapters for which it is competent to do so. ISAC 5 applauds the provisions of this agreement and its ability to satisfy many of our ISAC's overall trade negotiating objectives. We believe the agreement provides for equity and reciprocity within our sector and that it would serve the U.S. national economic interest for this agreement to be approved by the U.S. Congress as soon as possible.

As we did in our reports on the FTAs with Chile, Singapore, and Australia, ISAC 5 recommends that U.S. negotiators prepare, at the conclusion of all trade negotiations and for the use by any interested advisory committee member, a document which compares each chapter of the agreement being reviewed with the same chapter or similar provisions in other, recently concluded, trade agreements.

### **III. Brief Description of the Mandate of ISAC 5**

The Industry Sector Advisory Committee on Electronics and Instrumentation for Trade Policy Matters (the Committee) was established on March 21, 1980, and extended by the Secretary of Commerce (the Secretary) and the United States Trade Representative (USTR) pursuant to the authority delegated under Executive Order 11846 of March 27, 1975, as an advisory committee established under Subsection 135(c)(2) of the Trade Act of 1974.

The Committee consists of nineteen members from the electronics and instrumentation industry sectors, including the medical devices industry. The membership of the Committee has been extended to consider inclusion of representatives from the software and safety and security industries. Members of the Committee are selected to carry out best the objectives of the Committee.

The members, all of whom come from the private sector, serve in a representative capacity presenting the views and interests of a U.S. business in the electronics and instrumentation industry sectors; they are, therefore, not Special Government Employees.

The Committee performs such functions and duties and prepares reports, as required by Section 135 of the Trade Act of 1974, as amended, with respect to the sector and functional advisory committees.

The Committee advises the Secretary and the USTR concerning the trade matters referred to in Sections 101, 102, and 124 of the Trade Act of 1974, as amended; with respect to the operation of any trade agreement once entered into; and with respect to other matters arising in connection with the development, implementation, and administration of the trade policy of the United States including those matters referred to in Reorganization Plan Number 3 of 1979 and Executive Order 12188, and the priorities for actions thereunder.

In particular, the Committee provides detailed policy and technical advice, information, and recommendations to the Secretary and the USTR regarding trade barriers and implementation of trade agreements negotiated under Sections 101 or 102 of the Trade Act of 1974, as amended, and Sections 1102 and 1103 of the 1988 Trade Act, which affect the products of its sector; and performs such other advisory functions relevant to U.S. trade policy as may be requested by the Secretary and the USTR or their designees.

### **III. Negotiating Objectives and Priorities of ISAC 5**

ISAC 5 developed the set of negotiating objectives below to guide U.S. negotiators in all current trade negotiating forums. We understand that not all of these objectives necessarily applied to the negotiation of the FTA with Australia.

#### **TRADE BARRIERS AND DISTORTIONS**

1. Seek the rapid elimination of tariffs on all information technology products, infrastructure equipment, scientific instruments, and medical equipment.

2. Seek industry sector zero-for-zero agreements in which nations would agree to eliminate tariffs on goods in industrial sectors where consensus is reached.
3. Seek increased transparency in customs procedures, full implementation of the WTO Customs Valuation Agreement, and additional signatories to the 1984 software valuation decision.
4. Enforce and promote the agreement on Technical Barriers to Trade, and ensure that standards, conformity assessment, and technical regulations are not used as obstacles to timely, cost-effective trade in information technology and communications products.
5. Encourage better regulatory practices, including:
  - increased opportunities for meaningful stakeholder participation;
  - access to draft regulatory proposals;
  - justification that proposed regulations are based on sound science, cost-benefit - analysis, risk assessment or other objective evidence; and
  - clear lines of political accountability within governments for all implemented regulations.
6. Encourage global access to medical technology through:
  - greater acceptance of international standards, certifications and approvals;
  - increased transparency in local medical technology approval and reimbursement listing processes; and
  - reasonable timeframes for decision making, consultations with the affected parties, and appeals mechanisms.

#### TRADE IN SERVICES

7. Seek market access and national treatment for all services that can be delivered via e-commerce.
8. Seek full market access and national treatment commitments for services sectors essential to supporting e-commerce transactions, including telecommunications, computer, advertising, financial, distribution, and express delivery services.
9. Expand and deepen basic and value added telecommunications commitments, sign onto the Reference Paper and improve its implementation, as well as strengthen telecommunications obligations to ensure competitive, nondiscriminatory access to public telecommunication networks and services for Internet service providers and other value added service providers. Additionally, prevent anti-competitive behavior by major suppliers, including government owned or controlled service suppliers, particularly when acting in competition with privately owned service suppliers in the provision of telecommunications services.
10. Oppose attempts to apply basic telecommunications regulations to value-added, ISP, and other internet-related services.

#### FOREIGN INVESTMENT

11. Seek further reduction of trade distorting barriers to foreign investment, including full compliance with the WTO's Agreement on Trade-Related Investment Measures, clarification of the TRIMs Agreement to explicitly prohibit forced technology transfers, and no foreign investment limitations under the market access and national treatment commitments of the WTO Agreement on Trade in Services.

#### INTELLECTUAL PROPERTY

12. Seek full implementation of existing TRIPs commitments and encourage ratification of WIPO Copyright Treaties.

#### TRANSPARENCY

13. Seek improvement in the transparency and management of the WTO, including increased transparency in procedures.

#### ELECTRONIC COMMERCE

14. Ensure that current WTO obligations, rules, disciplines and commitments, namely the GATT, GATS and TRIPS agreements, apply to e-commerce.
15. Ensure that electronically delivered goods and services receive no less favorable treatment under trade rules and commitments than like products delivered in physical form; and that their classification ensures the most liberal treatment possible.
16. Ensure that governments refrain from enacting trade-related measures that impede e-commerce.
17. Where legitimate policy objectives require domestic regulations that affect e-commerce, obtain commitments that any such regulations are least trade restrictive, nondiscriminatory, transparent, and promote an open market environment, including regulations dealing with content.
18. Extend the WTO moratorium on duties on electronic transmissions.

#### GOVERNMENT PROCUREMENT

19. Seek to expand the membership of the WTO Agreement on Government Procurement; seek conclusion of a WTO Agreement on Transparency in Government Procurement; and promote global use of electronic publication of procurement information, including notices of procurement opportunities.

## LEVIES

20. The rapid proliferation of levies on high-tech products around the world is an emerging trade barrier that has the potential to severely impact America's high technology manufacturers. In countries where they are imposed, levies are indiscriminately imposed on all technologies sold for private or commercial use even though over 85 % of technology products are sold to businesses or government. Levies jeopardize the joint efforts by content providers and technology companies to develop new, flexible means for consumers to access digital content while providing adequate protection for rights holders such as digital rights management (DRM) technologies. Given these circumstances we seek inclusion of an obligation that prohibits the application of levies to digital products in future U.S. trade agreements.

## V. ISAC 5 Opinion on Agreement

ISAC 5 met and reviewed the following chapters:

- Market Access
- Government Procurement
- Technical Barriers to Trade
- Rules of Origin
- Telecommunications
- Cross Border Trade in Services
- Intellectual Property
- Customs Procedures
- Investment

For all of the chapters above, ISAC 5 believes the provisions of the agreement meet our objectives and provide equity and reciprocity for our sector.

In addition, ISAC 5 greatly appreciates the success of the U.S. negotiators in obtaining the commitment by Guatemala, Honduras, and Nicaragua to join Costa Rica and El Salvador as signatories to the WTO's Information Technology Agreement.

Telecommunications: We believe that the Telecommunications Chapter will be of great benefit to U.S. telecommunications providers, both as a means of providing for increased market access and for encouraging increased U.S. investment in the countries of Central America. We also commend the USTR for persevering in his efforts to assure that Costa Rica is a signatory to the Telecommunications chapter of the agreement.

E-Commerce: We are particularly pleased with the commitments with respect to the customs valuation of digital products contained in Article 14.3.2, which provide that each Party shall determine the customs value of an imported carrier medium bearing a digital product according to the cost or value of the carrier medium alone, without regard to the cost or value of the digital product stored on the carrier medium.

## **VI. Membership of ISAC 5**

Chairman

Mr. B. Timothy Bennett  
Chief Operating Officer and EVP  
American Electronics Association

Mr. Arun Bhumitra  
Chief Executive Officer  
Arjay Telecommunications

Mr. Jerald Beiter  
Director, Global Trade  
Lucent Technologies

Mark Bohannon, Esq.  
General Counsel and Senior Vice President, Public Policy  
Software and Information Industry Association

Mr. Robert Britain  
Vice President, Medical Products  
National Electrical Manufacturers Association

Ms. Melika Carroll  
Trade Policy Manager  
Intel Corporation

Ms. B. Anne Craib  
Director, International Trade and Government Affairs  
Semiconductor Industry Association

Holly Evans, Esq.  
Consultant representing Advanced Micro Devices

Keith Gottfried, Esq.  
Senior Vice President  
Borland Software Corporation

Mr. Christopher Hankin  
Director of Federal Affairs  
Sun Microsystems, Inc.

Mr. F. Edward Jones  
Product Manager  
Kemet Electronics Association



Mr. John Kania  
Director of Government Relations  
IPC – Association Connecting Electronics Industries

Mr. Kenneth Klein  
Director International External Affairs  
Xerox Corporation

Mr. Ed Rozynski  
Consultant representing C.R. Bard, Inc.

Mr. R. Wayne Sayer  
Representing Applied Materials, Inc.

Mr. Eric Schwerin  
Consultant representing SBC Communications

Ms. Marjory Searing  
Executive Vice President, Global Strategy and Analysis  
AdvaMed

Ms. Susan Tuttle  
Program Director for Market Access and Trade  
IBM Corporation

Mr. Lucas Ventino  
Vice President, Global Trade Development  
Oracle Corporation