



ORGANIZATION FOR INTERNATIONAL INVESTMENT  
INTERNATIONAL BUSINESS INVESTING IN AMERICA

September 15, 2009

The Honorable John F. Kerry  
Chairman,  
Senate Foreign Relations Committee  
218 Russell Senate Office Building  
Washington, D.C. 20510

The Honorable Richard G. Lugar  
Ranking Member,  
Senate Foreign Relations Committee  
306 Hart Senate Office Building  
Washington, D.C. 20510

Dear Senators Kerry and Lugar,

I am writing on behalf of the Organization for International Investment (OFII) to express support for the taxation protocol between the United States and France currently pending before the Foreign Relations Committee. Ratification of this protocol will help stimulate capital investment and job creation in the United States by American subsidiaries of French-based companies. It will also help the United States limit tax avoidance schemes, improve financial law enforcement, and advance a strong bilateral partnership with France. Respectfully, we urge you to promptly consider this protocol in Committee and recommend its approval by the full Senate to assure its ratification before year end.

OFII is a business association representing U.S. subsidiaries of international companies, some of which are headquartered in or have significant operations in France (attached is a list of OFII members). U.S. subsidiaries of companies based abroad have “insourced” over 5 million Americans jobs and support an annual U.S. payroll of \$364 billion. These companies also spent \$34.3 billion annually on U.S. research and development, paid a record \$50 billion in federal taxes (14 percent of all corporate taxes) and exported \$195.3 billion in goods from the U.S. – about 19 percent of all U.S. exports – according to the latest government data.

The U.S.-French economic relationship is significant for both countries. In 2007, French direct investment into the United States totaled more than \$168 billion and U.S. direct investment in France ran to \$68.5 billion. French-owned businesses in the United States employ about 496,600 Americans and bi-lateral trade between the two countries was more than \$73 billion in 2008. The taxation protocol will promote even stronger economic ties between the two countries by reducing tax barriers to the flow of capital and goods.

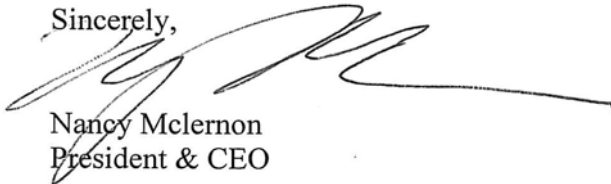
By providing a stable tax environment in which business plans can be made, we strongly believe that the ratification of this treaty will encourage further economic growth for American businesses operating in France and French businesses operating in the United States. In the current economic environment that is only beginning to improve, in which the ability to borrow is constrained and the capital markets are illiquid, the reduction in tax barriers that impede the cross-border flow of capital will provide additional flexibility to companies in both countries in their efforts to address the economic downturn.

Expeditious consideration of this protocol aligns with U.S. economic interests as well. Ratification before year-end 2009 will incentivize companies to finalize business plans and invest in the United States this year. It also sends the message to other countries with which the United States is currently seeking taxation and other bilateral agreements that the U.S. Senate considers international accords a priority and that they will not be allowed to linger indefinitely.

OFII also supports consideration of the taxation protocol with New Zealand and the tax treaty with Malta at the time the Committee takes up the taxation protocol with France. The United States maintains economic ties with New Zealand that have increased under the existing taxation treaty and will be strengthened under the taxation protocol. While U.S. economic ties with Malta appear small when compared with France or New Zealand, the pending treaty before the Committee – the first ever Malta has negotiated and signed with the U.S. – represents an important milestone in United States' efforts to promote greater transparency and taxpayer information sharing between companies.

Thank you for your attention to this matter. Should you or your staff have any questions, please contact me.

Sincerely,

A handwritten signature in black ink, appearing to read 'Nancy McLernon', written over a horizontal line.

Nancy McLernon  
President & CEO

cc: Members, Foreign Relations Committee  
Senate Majority Leader



**ORGANIZATION FOR INTERNATIONAL INVESTMENT**  
**INTERNATIONAL BUSINESS INVESTING IN AMERICA**

**Members**

ABB Inc.  
ACE INA Holdings, Inc.  
AEGON USA  
AgustaWestland Inc.  
Ahold USA, Inc.  
Airbus North America Holdings  
Air Liquide America L.P.  
Akzo Nobel Inc.  
Alcatel-Lucent  
Alcon Laboratories, Inc.  
Alfa Laval Inc.  
Allianz of North America  
AMEC  
Anheuser-Busch  
APL Limited  
AREVA, Inc.  
Astellas Pharma US, Inc.  
AstraZeneca Pharmaceuticals  
BAE Systems  
Barclays Capital  
Barrick Goldstrike Mines, Inc.  
BASF Corporation  
Bayer Corp.  
BIC Corp.  
Bimbo Foods, Inc.  
bioMérieux, Inc.  
BNP Paribas  
Boehringer Ingelheim Corp.  
BOSCH  
BP  
Bridgestone Americas Holding  
British Airways  
Brother International Corp.  
Brunswick Group  
Bunge Ltd.  
Case New Holland  
CEMEX USA  
Covidien  
Credit Suisse Securities (USA)  
Daiichi Sankyo, Inc.  
Daimler  
Dassault Falcon Jet Corp.  
Deutsche Post World Net USA  
Deutsche Telekom  
Diageo, Inc.  
EADS, Inc.  
EDF North America  
Electrolux Home Products, Inc.  
EMD Serono Inc.  
Enel North America  
Ericsson  
Evonik Degussa Corporation  
Experian  
Finmeccanica North America  
Food Lion, LLC  
France Telecom North America  
Garmin International, Inc.  
GDF SUEZ Energy North America, Inc.  
Generali USA  
Givaudan  
GKN America Corp.  
GlaxoSmithKline  
Hanson North America  
Hitachi, Ltd.  
Holcim (US) Inc.  
Honda  
HSBC North America Holdings  
Huhtamaki  
Hyundai Motor America  
ING America Insurance Holdings  
InterContinental Hotels Group  
John Hancock Life Insurance Co.  
LaFarge North America  
Lenovo  
Linde North America, Inc.  
Logitech Inc.  
L'Oréal USA, Inc.  
Louisiana Energy Service (LES)  
Louisville Corporate Services, Inc.  
LVMH Moët Hennessy Louis Vuitton  
Macquarie Aircraft Leasing Services  
Macquarie Holdings Inc.  
Maersk Inc  
Magna International  
Marvell Semiconductor  
McCain Foods USA  
Michelin North America, Inc.  
Miller Brewing Company  
Mitsubishi Electric & Electronics  
Munich Re  
National Grid  
Nestlé USA, Inc.  
The Nielsen Company (US), Inc.  
Nokia, Inc.  
Novartis Corporation  
Novelis Inc.  
Novo Nordisk Pharmaceuticals  
NTT DoCoMo  
Oldcastle, Inc.  
Panasonic Corp. of North America  
Pearson Inc.  
Pernod Ricard USA  
Petrobras North America  
Philips Electronics North America  
Randstad North America  
Reed Elsevier Inc.  
Rexam Inc  
Rio Tinto America  
Roche Financial USA, Inc.  
Rolls-Royce North America Inc.  
SABIC Innovation Plastics  
Saint-Gobain  
sanofi-aventis  
SAP America  
Schlumberger Technology Corp.  
Schott North America  
SGL Carbon LLC  
Shell Oil Company  
Siemens Corporation  
Smith & Nephew, Inc.  
Sodexo, Inc.  
Solvay America  
Sony Corporation of America  
Square D Company  
Sumitomo Corp. of America  
Sun Life Financial U.S.  
Swiss Re America Holding Corp.  
Syngenta Corporation  
Takeda North America  
Tate & Lyle North America, Inc.  
Thales North America, Inc.  
The Tata Group  
Thomson Reuters  
ThyssenKrupp USA, Inc.  
Tomkins Industries, Inc.  
TOTAL Holdings USA, Inc.  
Toyota Motor North America  
Transurban  
Tyco International (US), Inc.  
Tyco Electronics  
UBS  
Unilever  
Virgin Atlantic Airlines  
Vivendi  
Vodafone  
Voith Paper Inc.  
Volkswagen of America, Inc.  
Volvo Group North America, Inc.  
Westfield LLC  
White Mountains, Inc.  
Wolters Kluwer U.S. Corporation  
WPP Group USA, Inc.  
XL Global Services  
Zausner Foods Corporation  
Zurich Insurance Group

