

OFII Statement on the  
U.S.- Korea Free Trade Agreement

Submitted to the Office of the United States Trade Representative

September 15, 2009

The Organization for International Investment (OFII), an association representing the interests of over 150 of the largest U.S. subsidiaries of companies based abroad, strongly urges the U.S. Congress to ratify the U.S.-Korea FTA. This FTA is the most economically significant free trade agreement for the United States since NAFTA. Within three years of implementation of the U.S.-Korea FTA, nearly ninety-five percent of all bilateral trade between the two countries – trade valued at more than \$83 billion annually in 2008 – would become duty-free. As a result, this agreement will create significant opportunities and support the retention and creation of American jobs.

Many of OFII's members are household name companies with historic and substantial U.S. operations. A full list of OFII members is attached as Annex A to this letter. On behalf of these companies, OFII advocates for the fair, non-discriminatory treatment of U.S. subsidiaries. We undertake these efforts with the goal of making the United States an increasingly attractive market for foreign investment, which will ultimately encourage international companies to conduct more business and employ more Americans within our borders. U.S. subsidiaries already play an integral role in the United States economy, *insourcing* approximately 5.3 million American jobs.

Insourcing companies write over \$364 billion in paychecks every year – with average compensation per worker 32 percent higher than compensation at all U.S. companies, or \$68,317. U.S. subsidiaries heavily invest in the American manufacturing sector, with 30% of the jobs at U.S. subsidiaries in manufacturing industries. In addition, U.S. subsidiaries manufacture in America to export goods around the world – accounting for nearly 19% of all U.S. exports, or \$195.3 billion. The benefits of encouraging international investment into the United States are enormous and multi-faceted. The investment chapter of the U.S.-Korea FTA with its greater investor protections will further encourage companies based abroad to invest in the United States.

OFII believes it is imperative to promote a robust and immediate economic recovery within the United States by providing every opportunity for U.S. companies and workers to compete in the global marketplace. By implementing the trade agreement with Korea, the United States will be encouraging all multinational companies to invest in the U.S. economy to take advantage of the new agreement. Implementation of this FTA will reinforce an important message of openness – rather than isolationism – to our trading partners around the world. This message is crucial to the United States especially at a time when it needs to lead by example as it urges other global leaders to demonstrate their commitment to free and open markets during this time of global economic crisis.

For the purpose of preserving and generating American jobs, we encourage the U.S. Congress to implement the pending agreement with Korea without further delay.

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Nancy McLernon, President and CEO  
Organization for International Investment

**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  
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.  
Lenovo  
Linde North America, Inc.  
Logitech Inc.  
L'Oréal USA, Inc.  
Louisiana Energy Service (LES)  
Louisville Corporate Services, Inc.  
Lufthansa  
LVMH Moët Hennessy Louis Vuitton  
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  
NXP Semiconductors  
Oldcastle, Inc.  
Panasonic  
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  
ThomsonReuters  
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  
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