



# Trade Facts

Office of the United States Trade Representative  
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## **Strong Support Seen for U.S.-Vietnam Market Access Agreement**

*What U.S. Business, Agriculture and Congressional Leaders Are Saying:*

- “We welcome the announcement of the US/Vietnam agreement and look forward to that country's accession to the WTO and full integration into the rules based international trading regime. Special thanks go to the excellent team at USTR and the Commerce Department who logged many hours over many years bringing us to this point.”

***Stephen Lamar, Sr. Vice President for Government Relations, American Apparel & Footwear Association; Press Release; May 15, 2006***

- “The road to normalization between the United States and Vietnam is almost complete. Today's agreement on Vietnam's WTO accession paves the way for the final step – Congress's vote to grant Vietnam Permanent Normal Trade Relations. I intend to push this issue in the Senate and hope we can complete this process before the August recess. Today's agreement will further open Vietnam to U.S. products, and is a great accomplishment for Ambassador Portman and his team. The deal requires Vietnam to reduce tariffs on key U.S. goods, including Montana beef. It also provides enhanced access for U.S. companies to enter Vietnam's increasingly vibrant banking, insurance, telecom, and other services markets.”

***U.S. Senator Max Baucus (D-MT); Press Release; May 14, 2006***

- “Further integrating Vietnam into the international economy is good for Southeast Asia and good for the United States. Vietnam is an engine of economic growth in the region, and offers significant opportunities for American business and agriculture seeking to expand operations in Asia.”

***John Castellani, President, Business Roundtable; Press Release; May 15, 2006***

- “[T]he bilateral agreement reached with Vietnam is a strong, commercially meaningful and market-opening agreement that will expand opportunities for the United States, while also supporting continued progress in Vietnam's own economic development and growth.”

***Cal Cohen, President, Emergency Committee for American Trade; Press Release; May 14, 2006***

- “This agreement will boost bilateral trade and investment opportunities for companies from both countries. Vietnam has taken an important step to integrate itself into the global economy.”

***Myron Brilliant, Vice President for East Asia, U.S. Chamber of Commerce; Press Release; May 15, 2006***

- “The agreement offers new commercial opportunities for US service providers and demonstrates Vietnam's commitment to economic development through trade and investment liberalization. ... Under this agreement, Vietnam will provide commercially meaningful commitments in key services sectors, including financial services, telecommunications, energy, professional, express delivery, distribution, transportation, and audiovisual services. The agreement also requires increased regulatory transparency, so we expect it to strengthen the application of the rule of law in Vietnam. Vietnam's agreement will also support US efforts to secure high-value market access commitments from Russia, and other countries seeking accession.”

***Bob Vastine, President, Coalition of Service Industries; Press Release; May 15, 2006***

- "This is a major milestone for a market that has great potential for U.S. trade and investment. Normalizing commercial ties with the Vietnamese has been a longstanding objective of USCIB and its member companies, and I welcome yesterday's announcement of a bilateral market access agreement.”

***Peter M. Robinson, President, U.S. Council for International Business; Press Release; May 15, 2006***

- “We are very pleased that the U.S. Trade Representative has completed these negotiations with Vietnam. ... Vietnam has taken a vital step to integrate itself into the global trading system. In particular, we are pleased that Vietnam will join other major WTO members by accepting key sectoral initiatives such as the Information Technology Agreement (ITA) and key U.S. exports like construction equipment, pharmaceuticals and aircraft will face very low duties. As a growing player in the international trading system, this accession agreement will be vital to ensuring that Vietnam follows global trade rules.”

***Frank Vargo, Vice President of International Economic Affairs, National Association of Manufacturers; Press Release; May 15, 2006***

- “This is a great achievement for our two nations and a historic day. We congratulate both sides for the solid agreement that has been reached. As the next step, the U.S. business community is committed to attaining the extension of PNTR for Vietnam by our Congress this summer and look forward to welcoming Vietnam as a member of the WTO soon.”

***Virginia Foote, President, U.S.-Vietnam Trade Council; Press Release; May 14, 2006***

- “Vietnam’s accession to the WTO is of enormous significance, and our companies look forward to accessing the new business opportunities that are presented. This agreement confirms Vietnam’s commitment to market reform and international economic liberalization.”

***Matthew Daley, President, US-ASEAN Business Council; Press Release; May 14, 2006***

- “This is great news. When a country like Vietnam accedes into the WTO they are saying yes to open their markets, free and fair trade, and a global market economy.”

***Rhett Dawson, CEO and President, Information Technology Industry Council; Press Release; May 15, 2006***

- “Expanding free trade is always a net positive. This deal will help deliver to both nations economic growth, improved access to markets and new consumers. Importantly, this deal will provide the securities industry and their clients with expanded access to this market.”

***Marc Lackritz, President, Securities Industry Association; Press Release; May 15, 2006***

- “Vietnam’s commitment to market reform and international economic liberalization by signing this agreement will encourage further interest and investment in Vietnam, thereby creating new opportunities for TIA member companies and the global communications industry as a whole.”

***Matthew J. Flanigan, President, Telecommunications Industry Association; Press Release; May 16, 2006***

- “The bilateral agreement between Vietnam and the United States shows the commitment of both countries to advance economic growth and prosperity through international trade and investment. Vietnam has made substantial commitments to open its markets to American goods and services, especially by expanding new retail opportunities for banks and giving financial firms the ability to operate through branches. For financial firms, freedom to choose an appropriate operating structure is one of the key elements of an acceptable trade agreement. When another nation shows a commitment to open-market principles, we believe that permanent normalized trade relations should be granted to them. BAFT plans to advocate for congressional approval of permanent normal trade relations with Vietnam.”

***Cory N. Strupp, Deputy Executive Director and General Counsel, Bankers’ Association for Finance and Trade; Press Release; May 17, 2006***

- “This is a fantastic agreement for U.S. pork producers.”

***Joy Phillipi, President, National Pork Producers Council; Press Release; May 15, 2006***