



Canadian
Manufacturers &
Exporters

Manufacturiers et
Exportateurs du
Canada



NAM National Association
of Manufacturers

Global Manufacturing Fly-In

Nippon Keidanren

April 12-15, 2005
Geneva



K I T A



AUSTRALIAN INDUSTRY
GROUP



THE VOICE OF BUSINESS IN EUROPE

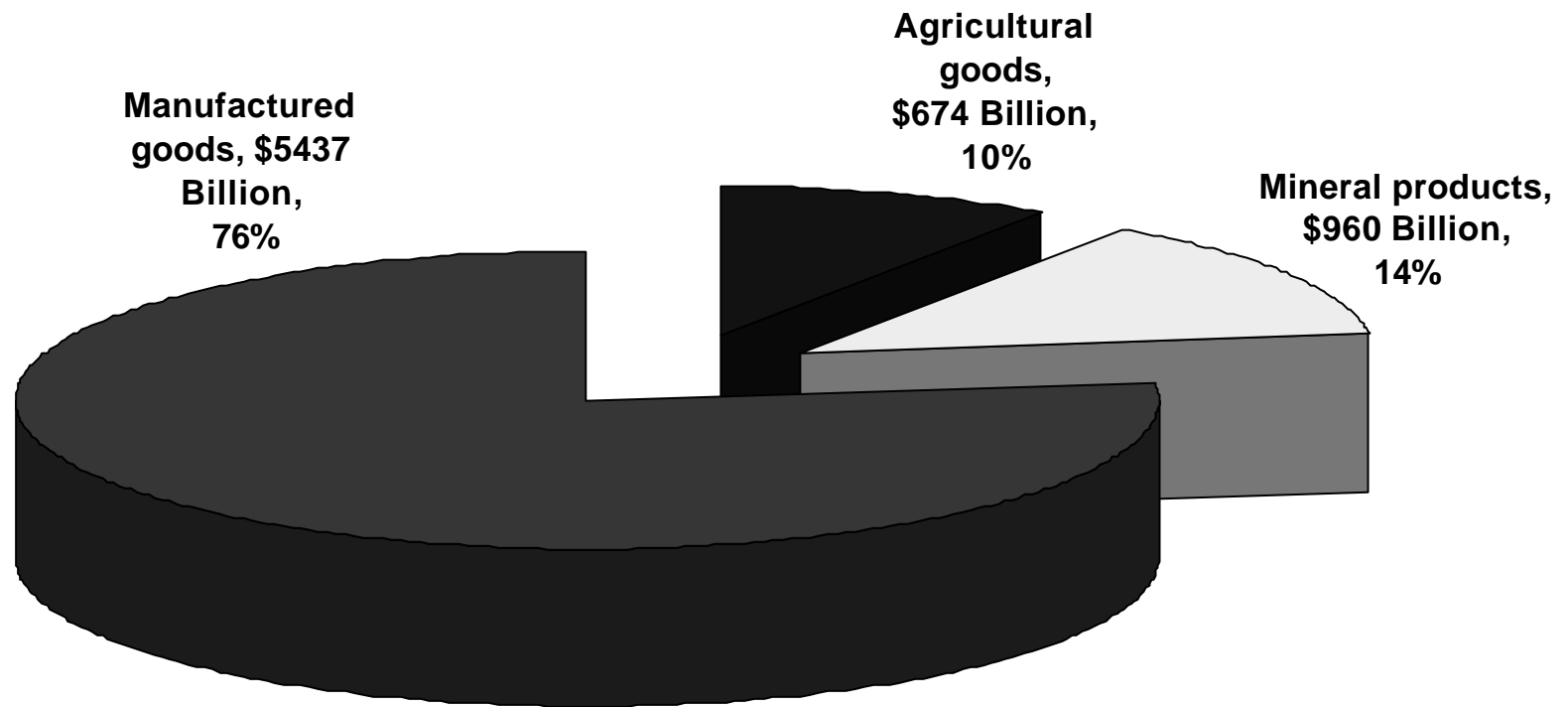


The WTO Doha Round: Manufacturing's Top Priorities

- ✱ We seek deep and comprehensive reductions in the tariff rates countries apply to manufactured goods imports in as broad a manner as possible.
- ✱ We also support pursuing ambitious negotiations on non-tariff barriers (NTBs) on a horizontal and vertical basis.
- ✱ These are key ingredients for successful NAMA negotiations and will be one of the benchmarks by which global business evaluates the overall benefits of the Round.
- ✱ The final Doha agreement needs to ensure that all countries participate in and benefit from the gains of trade liberalization. An ambitious agreement in NAMA is essential to achieving that objective.
- ✱ While we understand the special needs of developing countries, many have highly competitive industries and it is vital that they agree to participate in genuine market liberalization.
- ✱ According to the World Bank, developing countries alone could gain up to US\$500 billion *per annum* from trade liberalization.

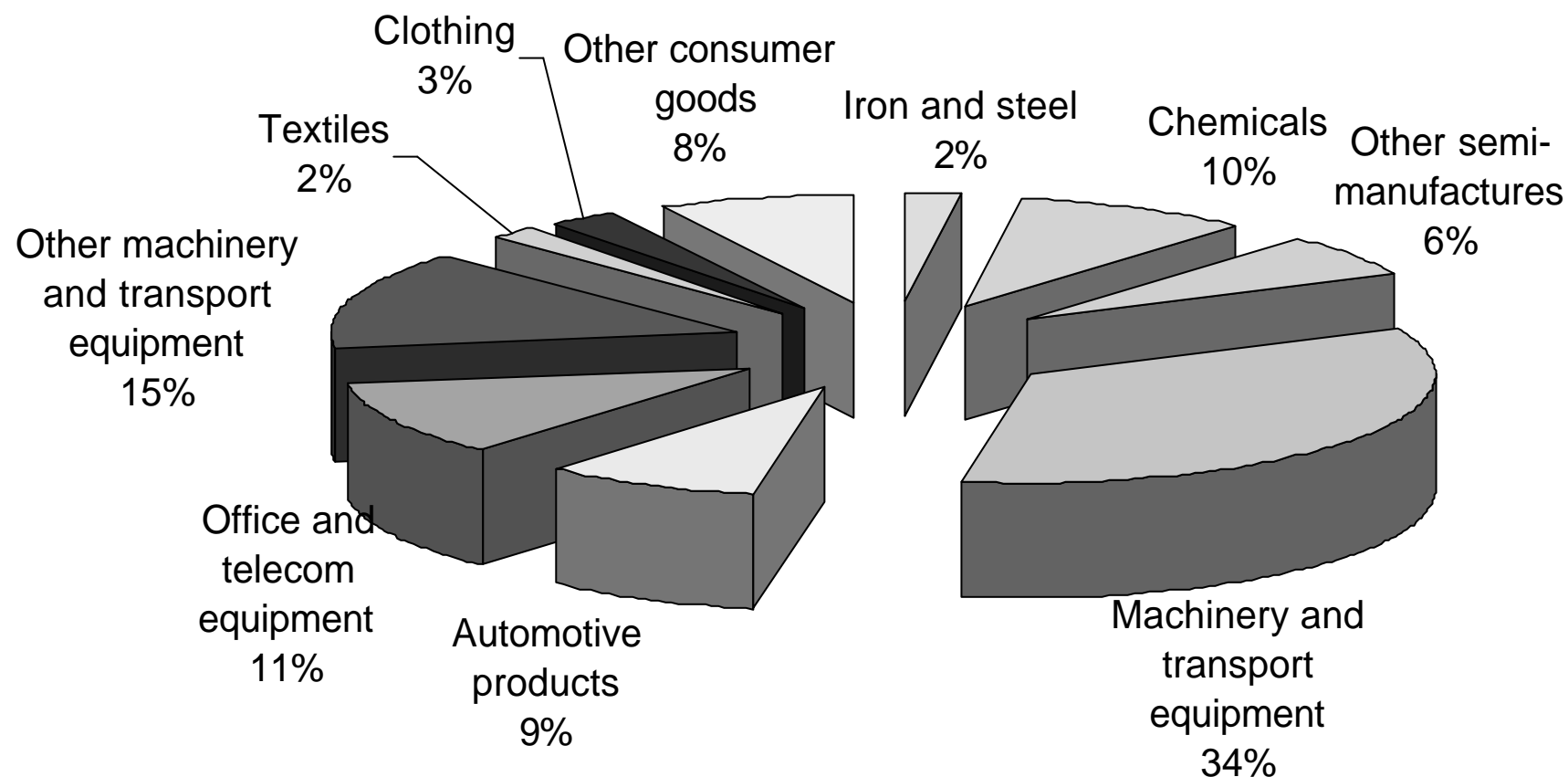
World Merchandise Trade, 2003

Total: \$7.3 Trillion



World Manufactured Goods Trade, 2003

Total: \$5.4 Trillion

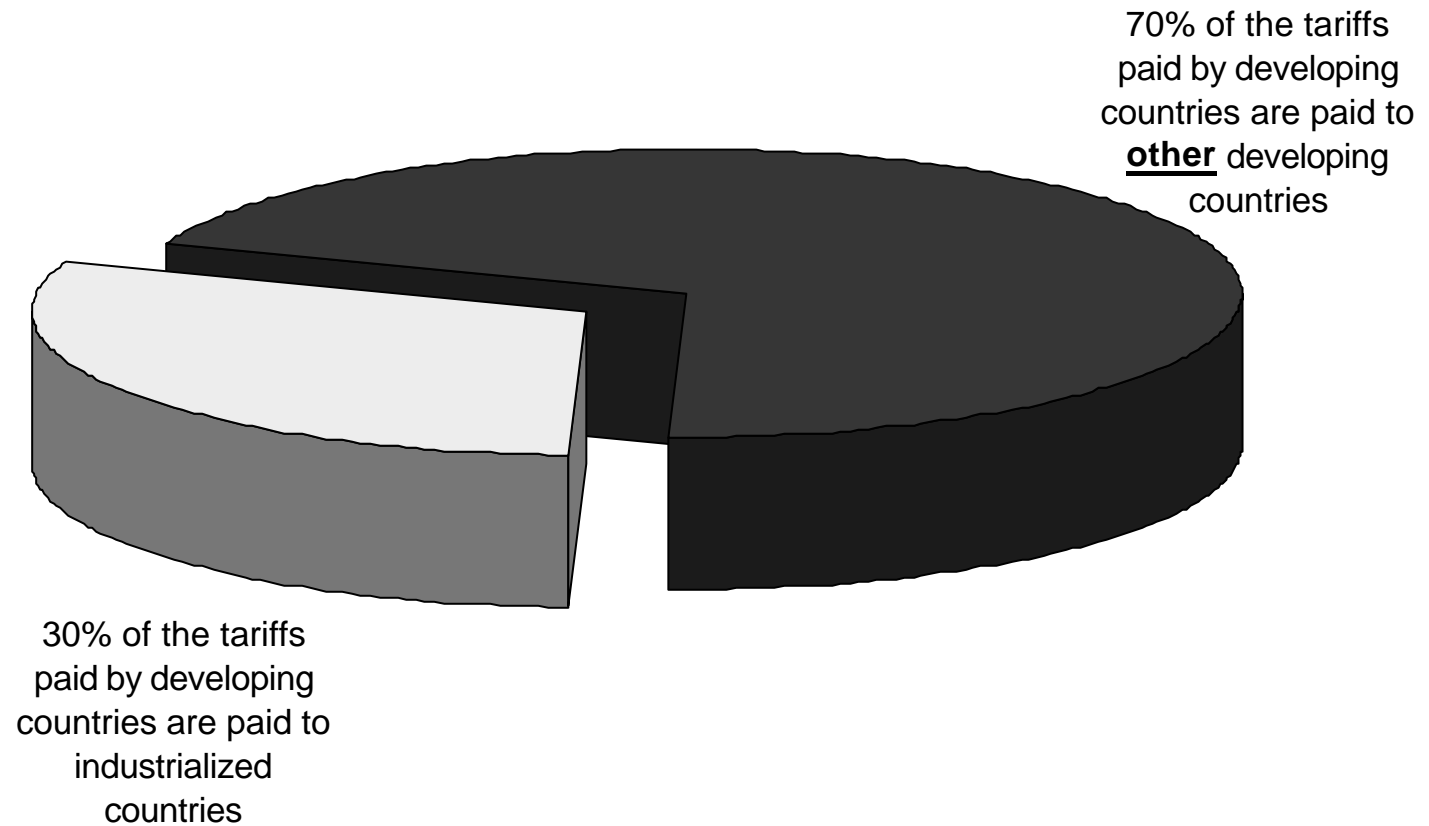




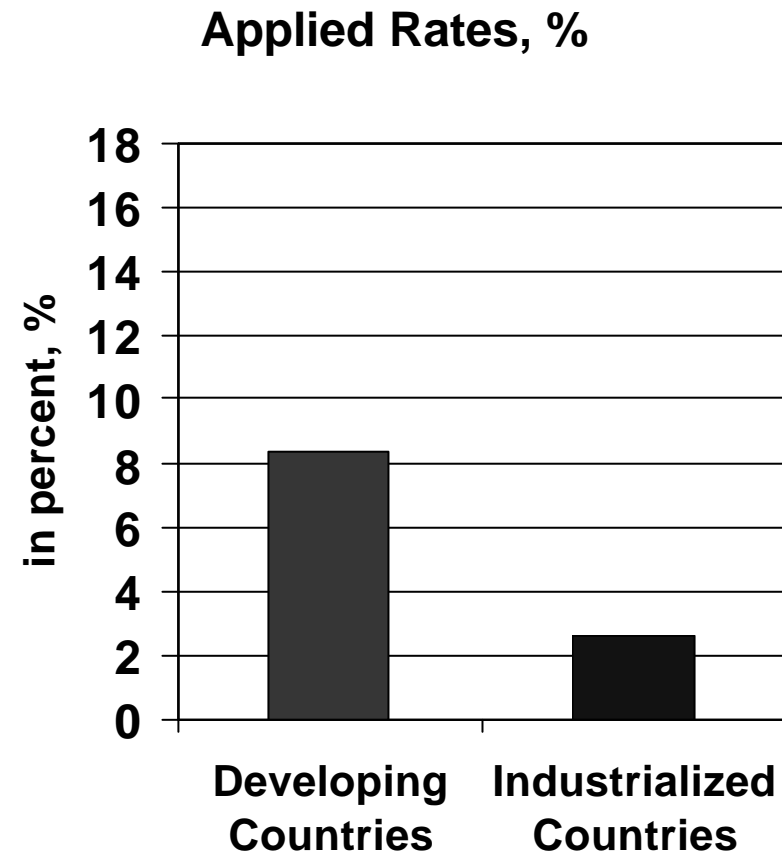
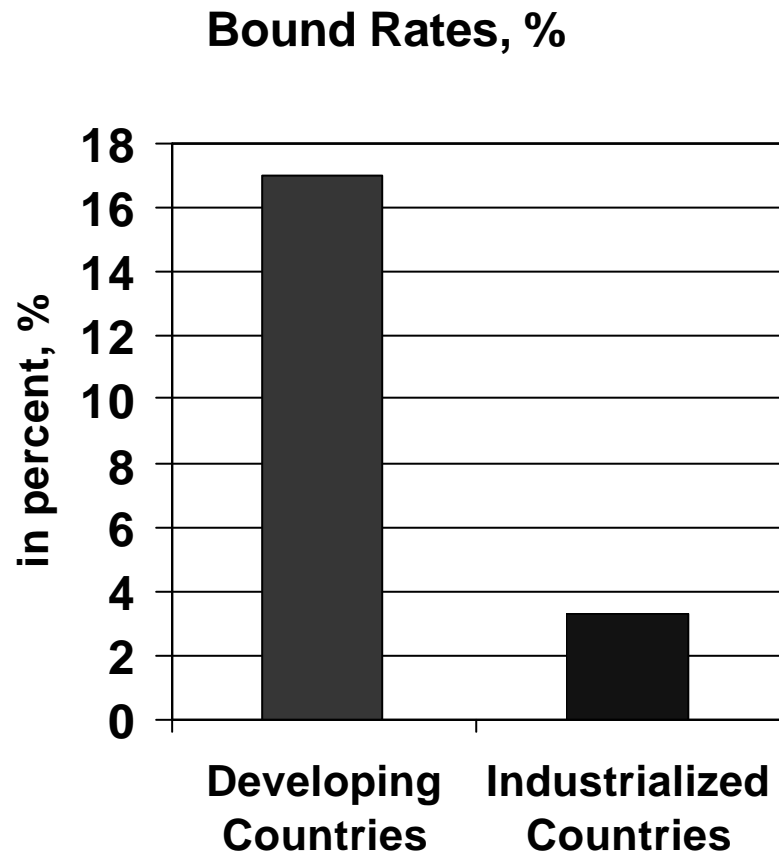
High Tariffs Hurt Developing Countries

- ✱ High tariffs hurt developing countries competitiveness
- ✱ High tariffs reduce national income by raising costs to domestic manufacturers importing raw materials
- ✱ More than 150 preferential trade deals in effect and spread of free-trade agreements may leave developing countries behind

Who Pays the Majority of Tariffs?



Developing Nation Bound & Applied Tariffs Are Much Higher Than Industrialized Nations





Global Manufacturing Fly-In

Participating Associations

The Australian Industry Group (Ai Group) Ai Group is Australia's leading industry organization representing ten thousand employers in manufacturing, construction, automotive, telecommunications, IT, transport, labor hire and other industries. Ai Group's members operate businesses of all sizes throughout Australia and represent a broad and expanding range of sectors. They provide comprehensive advice and assistance to help members run their businesses more effectively and to become more competitive on a domestic and international level.

www.aigroup.asn.au

Canadian Manufacturers & Exporters (CME) CME, known as the Alliance of Manufacturers & Exporters Canada until October, 2000, was formed through the merger in 1996 of the Canadian Manufacturers Association (CMA) and the Canadian Exporters Association (CEA). For more than 130 years, CME has successfully represented the interests of Canadian business, keeping members on the competitive edge of world-class manufacturing and trade. With strong divisions in every province, CME is a truly national association and the undisputed champion of business issues in Canada.

www.cme-mec.ca

Keidanren Japan Business Federation is a comprehensive economic organization born in May 2002 by amalgamation of Keidanren (Japan Federation of Economic Organizations) and Nikkeiren (Japan Federation of Employers' Associations). Its membership of 1,623 is comprised of 1,306 companies including 91 foreign ownership, 129 industrial associations, and 47 regional employers' associations. The mission is to achieve a private sector-led, vital and affluent economy and society in Japan, for which it will demonstrate its leadership and in setting the path for the country.

www.keidanren.or.jp



Global Manufacturing Fly-In

Participating Associations

The Korea International Trade Association (KITA) KITA, a non-profit organization founded in 1946, is a Korea's largest and most influential economic organization, representing more than 75,000, the whole trading businesses in Korea. KITA's programs and activities include supporting overseas marketing, international trade cooperation, trade information and research service, educating international trade specialists, membership services, and various advisory and consulting services. KITA is often called upon to make policy recommendations to the Korean Government as well as international bodies such as WTO on a wide range of trade-related matters.

www.global.kita.net

National Association of Manufacturers (NAM) The NAM is the leading voice of U.S. industry, representing manufacturing companies in every industrial sector and every region of the United States. The NAM's mission is to enhance the competitiveness of manufacturers by helping shape laws and regulations that promote economic growth and sustain a positive environment for manufacturing in the United States, to open world markets for manufactured products, and to encourage expanding trade relations with countries around the world.

www.nam.org

Union of Industrial and Employers' Confederations of Europe (UNICE) UNICE represents more than 20 million small, medium and large companies. Active in European affairs, UNICE members are 38 central industrial and employers' federations from 32 countries. UNICE actively promotes and represents business interests in Europe. It advocates a favorable and competitive business environment to foster sustainable economic growth. UNICE has been active in European integration since 1958. UNICE is also an active partner in the European Social Dialogue provided for in the Treaty on European Union since 1993.

www.unice.org & <http://wto.unice.org>



Global Manufacturing Fly-In Participating Associations

UNICE Members Participating

Confederation of Danish Industries (DI) The Confederation of Danish Industries (Dansk Industri - DI) is a private organisation funded, owned and managed entirely by currently 6,400 companies within the manufacturing and service industries. DI aims to provide the best possible working conditions for the Danish industry.

www.di.dk

Confederation of British Industry The Confederation of British Industry (CBI) is the UK's leading business organisation, speaking for some 240,000 businesses that together employ around a third of the private sector workforce. Member companies, which decide all policy positions, include 80 of the FTSE 100, some 200,000 small and medium-size firms, more than 20,000 manufacturers and over 150 sectoral associations. No other UK organisation represents as many major employers, small and medium-size firms or companies in the manufacturing or service sectors. The CBI's broad-based membership gives it unrivalled influence with the UK government. The organisation is also the UK's official business representative in the European Union, which generates more than 50 per cent of regulation affecting British firms. With offices across the UK as well as in London, Brussels and Washington, the CBI coordinates British business representation around the world and at international institutions.

www.cbi.org.uk



Global Manufacturing Fly-In Participating Associations

UNICE Members Participating

French Business Federation (MEDEF) MEDEF is the leading business organisations in France. It represents more than 750 000 companies of all sizes and from all sectors (industry, retail, services) across France. MEDEF's aim is to promote entrepreneurship.

www.medef.fr

Federation of German Industries (BDI) The BDI is the umbrella organization for a total of 35 industrial sector associations and groups of associations in Germany. It represents the interests of more than 100.000 enterprises employing about 8 million people. BDI's objective is to enhance the competitiveness of German manufacturers.

www.bdi-online.de



Global Manufacturing Fly-In Participating Associations

UNICE Members Participating

Confederation of Swedish Enterprise (SN) The Confederation of Swedish Enterprise is a pro-business interest organization representing close to 54,200 Swedish companies. It consists of 50 trade and employer association members, with a 1.6 million labor force covering 70% of the Swedish private sector. The Confederation's mandate from its member companies is to continuously heighten public and official awareness of the importance and value of Swedish enterprise.

www.svensktnaringsliv.se

Confederation of Norwegian Business and Industry (NHO) NHO is the main organisation for Norwegian employers. Membership consists of more than 16 000 enterprises ranging from small family-owned businesses to large industrial enterprises. A main task for NHO is to promote the interests of Norwegian companies as regards to exports and internationalisation.

www.nho.no