Case Number: 2010-1024-F

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Folder Title: China (April to August 1999, Post Zhu Visit) [13]				
Staff Office-Individual: National Economic Council-Lee, Malcolm				
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Clinton Library

DOCUMENT NO. AND TYPE	SUBJECT/TITLE	DATE	RESTRICTION
001. email	Malcolm Lee to Peter Weissman. Subject: China Briefing for Gene. [partial] (1 page)	06/08/1999	P3/b(3)
002. draft	Agenda and Briefing Paper for Principals Committee Meeting on China. Record ID: 9904135. (3 pages)	06/01/1999	P1/b(1)
003. email	White House Situation Room to Alexander Arvizu, Anthony Blinken, Keirn Brown, et al. Subject: China WTO Miscellany. (2 pages)	05/27/1999	P1/b(1)
004a. draft	Memorandum for Samuel Berger and Gene Sperling from James Keith. Subject: Annotated Agenda for Principals Committee Meeting. Record ID: 9904165 (6 pages)	06/01/1999	P1/b(1)
004b. agenda	Principals Committee Meeting on China. Record ID: 9904135. (1 page)	05/28/1999	P1/b(1)
004c. paper	Principals Discussion Paper. Record ID: 9904165. (4 pages)	06/01/1999	P1/b(1)
005. agenda	Principals Committee Meeting on China. Record ID: 9904135 (1 page)	06/01/1999	P1/b(1)

COLLECTION:

Clinton Presidential Records
National Economic Council
Malcolm Lee
OA/Box Number: CF 1176

FOLDER TITLE:

China (April to August 1999, Post Zhu Visit) [13]

2010-1024-F
vz1844

RESTRICTION CODES

Presidential Records Act - [44 U.S.C. 2204(a)]

- P1 National Security Classified Information [(a)(1) of the PRA]
- P2 Relating to the appointment to Federal office [(a)(2) of the PRA]
- P3 Release would violate a Federal statute [(a)(3) of the PRA]
- P4 Release would disclose trade secrets or confidential commercial or financial information [(a)(4) of the PRA]
- P5 Release would disclose confidential advice between the President and his advisors, or between such advisors [a)(5) of the PRA]
- P6 Release would constitute a clearly unwarranted invasion of personal privacy [(a)(6) of the PRA]

C. Closed in accordance with restrictions contained in donor's deed of gift.
PRM. Personal record misfile defined in accordance with 44 U.S.C. 2201(3).
RR. Document will be reviewed upon request.

Freedom of Information Act - [5 U.S.C. 552(b)]

- b(1) National security classified information [(b)(1) of the FOIA]
- b(2) Release would disclose internal personnel rules and practices of an agency [(b)(2) of the FOIA]
- b(3) Release would violate a Federal statute [(b)(3) of the FOIA]
- b(4) Release would disclose trade secrets or confidential or financial information [(b)(4) of the FOIA]
- b(6) Release would constitute a clearly unwarranted invasion of personal privacy [(b)(6) of the FOIA]
- b(7) Release would disclose information compiled for law enforcement purposes [(b)(7) of the FOIA]
- b(8) Release would disclose information concerning the regulation of financial institutions [(b)(8) of the FOIA]
- b(9) Release would disclose geological or geophysical information concerning wells [(b)(9) of the FOIA]

July 23, 1999

MEMORANDUM FOR LEON FUERTH

THROUGH: RICK SAUNDERS

FROM: TED OSIUS

SUBJECT: Your meeting with Chinese State Planning Commission Deputy Director General Zhang Guobao, July 26, 11am, Ceremonial Office

Purpose

In this meeting you should seek to:
1. elicit Zhang's impressions of last week's Oil and Gas Industry Forum;
2. receive Minister Zeng Peiyan's response to your 6/21 letter on the O&GI Forum;
3. extend an invitation to meet with the President's Council of Economic Advisors;
4. note Ex-Im Bank's willingness to finance clean energy and environment projects;
5. discuss regional issues and future Forum activities; and
6. witness the signing of a joint statement on the Oil and Gas Industry Forum

Background

Oil and Gas Industry Forum. Perhaps the most important aspect of the Forum is that it occurred: China sent its largest and highest-level delegation to the U.S. since the Belgrade bombing. Zhang Guobao set an upbeat tone from the start, telling us in a private meeting that his government considered this to be a significant event not only for developing commercial ties, but for bilateral relations in general. The entire delegation adopted a friendly, business-like and positive approach to the dialogue throughout the two-day event. In private conversations and in a statement to the press, Zhang attached special importance to statements issued by the Vice President and Secretary Richardson endorsing the Forum.

While formal presentations followed the tracked previewed in my last memo to you on this subject, the most enlightening exchanges took place in Q&A sessions and in offline meetings. Members of the Chinese delegations asked detailed questions about pricing, taxation, legal, regulatory and financing issues, all relevant as SDPC works toward expanding petroleum development and formulating a natural gas strategy. The attentive and well-prepared delegation asked equally precise questions about coalbed methane and petroleum technology and policies.

During negotiations over a joint statement (to be signed today), it became clear the Chinese were allergic to agreements on access: access to information, access for our companies to acreage for exploration, and access to downstream markets in China. Their questions also revealed no change in their perspective on technology transfer, which they consider an entitlement. U.S. industry representatives made clear that an appropriate rate of return on investment is the prerequisite for technology transfer, occurring naturally when appropriate policies are in place and companies are earning enough to invest in training and other means to increase local expertise. In response to U.S. government and industry protestations about intellectual property rights, the Chinese defended their IPR regime. Although China is poised to announce its largest ever initial public offering of a Chinese corporation, a $10 billion IPO of the China National Petroleum Corporation, the delegation was unwilling to discuss preparations.

Ex-Im Financing. The Chinese also asked about incentive financing, which an Ex-Im representative will address in a morning meeting at DoE and in follow-up discussions this afternoon. You should urge Zhang to proceed with project selection and implementation of Ex-Im's $100 million clean energy program. Once the program is utilized, Ex-Im can expand it and explore creative financing options – such as foreign currency financing in Yen, at 2% rates. Commerce Under Secretary David Aaron will also discuss financing issues with his counterparts in Beijing this week.

Regional issues. Please note Jan Kalicki's cable (attached). Zhang will report U.S. views on the proposed Russia-Mongolia-China energy "bridge" to Beijing. If the Vice President will not discuss this issue in his meetings with PM Stepashin, I suggest that Jan address the issue briefly before you move on to a discussion of climate change and the Forum's future.

Climate change. [David S. – anything to add here about the CEA study?]

Participants

Leon Fuerth	ZHANG Guobao, Head of Delegation
Ted Osius	TIAN Jun, Foreign Ministry
Victoria Segal, Interpreter	XU Dingming, SDPC
A/S Robert Gee, Energy	XIONG Bilin, SDPC
Counselor Jan Kalicki, Commerce	HU Weiping, SDPC
DAS Susan Shirk, State	LIANG Linmu, Interpreter
Bill Nitze, EPA	WANG Yanning, Interpreter
David Sandalow, CEQ	SHEN Longhai, Chinese embassy

Jim Keith, NSC	ZHOU Changy, Chinese embassy
Malcolm Lee, NEC	
Jeffrey Glueck, Ex-Im Bank	
Kathryn Washburn, Interior	

Attachments

Bio of Zhang Guobao
Commerce cable on Northeast Asia Energy issues
"Minutes" of the U.S.-China Oil and Gas Industry Forum
Suggested talking points

SUGGESTED POINTS

Readout from Zhang of last week's Oil and Gas Industry Forum

- I understand the Forum in Houston was useful for U.S. government and industry participants. I hope it was productive for you and your colleagues as well. What are your views on the event?

- I am glad both sides could agree on a visit from U.S. industry and government oil and natural gas experts to Beijing before the end of 1999. U.S. industry wants to work with you on removing impediments to further cooperation in the oil and gas sector.

- In particular, I understand that U.S. oil and gas companies are concerned about access issues: access to information, access for our companies to acreage for exploration, and access to downstream markets in China.

- In their meeting with the Vice President and Premier Zhu in April, U.S. CEOs also expressed concerns about the protection of intellectual property rights, and the need for appropriate rates of return on their investments. The Premier indicated his commitment to addressing these concerns.

- Expanded commercial cooperation in the energy and environment areas can benefit our bilateral relations in a broader context.

Exchange of letters

- Thank you for bringing me a letter from Chairman Zeng Peiyan.

- Janet Yellen, Head of the President's Council of Economic Advisers, asked me to give you another letter for Chairman Zeng. In her letter, Dr. Yellen proposes to continue the fruitful dialogue on economic policy between the Council of Economic Advisers and the State Development Planning Commission.

Ex-Im Financing

- I understand that your delegation in Houston asked about financial incentives for developing China's natural gas and coalbed methane industries.

- As part of the Energy and Environment Cooperation Initiative, the U.S. Export-Import Bank, the China Development Bank, and the State Development Planning Commission agreed on a $100 million Clean Energy Program to help finance clean

U.S. technologies in the areas of energy efficiency, renewable energy, and clean coal.

- Once the first projects are selected and move forward, the Ex-Im Bank is ready to discuss the possibility of additional financing – up to several billion dollars – for the purchase of U.S. equipment and services to address China's environmental, health and safety needs. Creative financing structures – consistent with OECD rules -- are also possible.

- An Ex-Im official is here today. I hope members of your delegation were able to discuss with Ex-Im other potential financing structures during your meeting with Department of Energy officials this morning.

Regional issues

- I understand the two sides also discussed regional Asian energy development initiatives that could provide substantial new energy sources to China and other north Asian markets. Jan, did you want to add anything?

Climate change and the Future of the Forum

- In the context of the broader U.S.-China Forum on Environment and Development, the Vice President has outlined steps he hopes we can make in the near future to jointly reduce greenhouse gas emissions.

- As a first step, Under Secretary of State Frank Loy intends to travel to Beijing for a continuation of our high-level dialogue on climate change. We might consider the utility of a joint study of the economic benefits to China of various forms of international action.

- EPA Administrator Carol Browner has also proposed a joint U.S.-China technical workshop later this year to explore project-level cooperation.

- As Premier Zhu said in April, cooperation on environment and development will become central to the U.S.-China relationship

Signing

[Note: Energy A/S Bob Gee and Commerce Counselor Jan Kalicki, as heads of the U.S. delegation to the O&GI Forum, will sign for the U.S.]

Lee, Malcolm R.

From: Keith, James R. (ASIA)
Sent: Tuesday, July 27, 1999 9:20 AM
To: @PRESS - Public Affairs; @MULTILAT - Multilateral and Humanitarian Affairs; Naplan, Steven J. (MULTI)
Cc: @LEGISLAT - Legislative Affairs; @INTECON - Economic Affairs; @ASIA - Asian Affairs
Subject: China Guidance [UNCLASSIFIED]

Importance: High

SN: pls provide clearance/comments direct to @press.

Any comment on reported large-scale detentions related to the Falun Gong sect? True that government employees being detained?

- No confirmation of numbers of detentions being reported.
- Believe many were detained and released, but much smaller number appear to have been arrested. Do not know yet what criminal charges might arise.
- Cannot confirm identities/occupations of those who might have been arrested.
- Take no position on the merits of the Falun Gong organization, but through diplomatic channels have called on China to respect international standards of human rights with regard to freedom of assembly and freedom of expression.

Lee, Malcolm R.

From: Keith, James R. (ASIA)
Sent: Monday, July 26, 1999 7:00 PM
To: Lee, Malcolm R.; Shapiro, Daniel B. (LEGIS)
Cc: @ASIA - Asian Affairs; Naplan, Steven J. (MULTI); @MULTILAT - Multilateral and Humanitarian Affairs
Subject: FW: WH Leg. request for points on Falun Gong demos [UNCLASSIFIED]

Importance: High

Am faxing attached Chuck Brain to use with Hill staff, also to Dan for same purpose. Cleared by Ken Lieberthal. Jim

Why is China cracking down on a peaceful philosophical community? Did MKA raise this with the Chinese in Singapore?

- Following the Chinese government's decision to ban this group, MKA raised with Chinese FM Tang in context of respect for fundamental freedoms of assembly and expression.
- We are not in a position to judge the claims of the group itself, which apparently include the leader's assertion of supernatural powers and his criticism of organized religions.
- In context of support for peaceful expression of views, important to distinguish between arrest and detention/release. Don't see large numbers going to jail over this. Rather, warning issued by Chinese government in form of detention and quick release. Anticipate some number may be arrested, but not on the scale being reported in the press. Will watch this closely.
- Press has speculated on historical context for Chinese authorities' concern over potential for philosophical societies to turn toward political aims. Can't judge what was in leadership's mind when this step taken, but have made clear our views to Chinese government as to need for respect for human rights in keeping with international standards.

→ Malcolm

U.S. Chamber of Commerce

International Division
1615 H Street, N.W.
Washington, D.C. 20062-2000
http://www.uschamber.org
Phone: (202) 463-5460
Fax: (202) 463-3173

July 26, 1999

Ms. Lael Brainard
Deputy Director of NEC for International Economic Policy
NEC
Old Executive Building, Room 231
Washington, DC 20502

Dear Lael:

As you know, the U.S. Chamber is continuing to press ahead with an active grassroots program to generate support around the country for U.S.-China trade. A strong vote tomorrow on China's NTR status is critical and we are encouraging companies and chambers of commerce to make full use of these remaining hours to reach out to Members of Congress with whom they have relationships.

An ad featuring 110 state and local chambers of commerce committed to expanding U.S.-China trade first appeared in Thursday's *CongressDaily* and will run through Wednesday of this week. (The ad will be rewritten as a thank you to Members of Congress following the vote.) Friday's *National Journal* also ran the ad, which is intended to highlight the nationwide level of support for Normal Trade Relations status for China. The chambers are part of a U.S. Chamber-led initiative called Chambers for China Trade, a growing list of chambers that are undertaking various activities, from writing or visiting their Members of Congress to preparing op-eds for their local newspapers, in support of U.S. China trade.

The Chambers for China Trade initiative is one of many grassroots activities that the U.S. Chamber has undertaken to build support around the country for U.S. trade with China. A quick summary of some of our other efforts follows below.

- Publication and distribution of the *China Insider* on behalf of the Business Coalition.
- Grassroots Action Information Network (GAIN) educational pieces and Action Calls sent by fax and e-mail to its thousands of grassroots activists.
- A grassroots legislative hotline with fax-on demand materials and 1-800 patch-through connections to Members of Congress.
- Publication and distribution of grassroots materials (Talking points, Sample Letters and Op-eds, Trade statistics etc.) to 650 chambers of commerce.
- A China-specific page on the U.S. Chamber's website that includes the above grassroots materials as well as other resources. (http://www.uschamber.com/tradeed/china)
- State-by-state press releases including state-specific China export data sent to each state's media outlets.

- Letter to each member of U.S. House of Representatives with their state's China export data.
- An educational brochure on China distributed to every member of the House and Senate as well as 650 chambers of commerce.
- Incorporation of the China message in existing U.S. Chamber forums with state and local chamber executives (e.g., Nation's Business forum, San Diego regional meeting, etc.)
- Visits to CA, FL, GA, OH, and NC to build support for China coalition activities.

I am enclosing a package of materials that show some of the dividends of our outreach efforts. The U.S. Chamber will continue to employ all of its grassroots resources in the campaign to secure permanent NTR status for China. We look forward to working with Capitol Hill and the Administration in the months ahead to achieve this longstanding U.S. Chamber goal.

I hope you find the enclosed materials of interest. If you have any questions, please feel free to call me at 202-463-5461.

Best regards,

Myron Brilliant

Myron Brilliant
Manager, Asia

*This ad appeared in "CongressDaily" on July 22 - 28 and in "National Journal" on July 23.

The U.S. House of Representatives will soon vote on critical legislation to maintain Normal Trade Relations with China. From Jasper, Florida to Tacoma, Washington, from Torrance, California to Worcester, Massachusetts, state and local chambers of commerce--representing hundreds of thousands of U.S. businesses and workers – urge lawmakers to promote U.S. trade with China.

China NTR: It's In America's Interest

U.S. Chamber of Commerce, Washington, DC ♦ Mobile Area Chamber of Commerce, Mobile, AL ♦ Batesville Area Chamber of Commerce, Batesville, AR ♦ Arkansas State Chamber of Commerce, Little Rock, AR ♦ Associated Industries of Arkansas, Little Rock, AR ♦ Rogers Area Chamber of Commerce, Rogers, AR ♦ Arizona Chamber of Commerce, Phoenix, AZ ♦ Tucson Metropolitan Chamber of Commerce, Tucson, AZ ♦ Carlsbad Chamber of Commerce, Carlsbad, CA ♦ Foster City Chamber of Commerce, Foster City, CA ♦ Long Beach Area Chamber of Commerce, Long Beach, CA ♦ Los Angeles Area Chamber of Commerce, Los Angeles, CA ♦ California Chamber of Commerce, Sacramento, CA ♦ Greater San Diego Chamber of Commerce, San Diego, CA ♦ San Francisco Chamber of Commerce, San Francisco, CA ♦ Simi Valley Chamber of Commerce, Simi Valley, CA ♦ Torrance Chamber of Commerce, Torrance, CA ♦ Connecticut Business and Industry Association, Hartford, CT ♦ Greater Bartow Chamber of Commerce, Bartow, FL ♦ South Lake Chamber of Commerce, Clermont, FL ♦ Hamilton County Chamber of Commerce, Jasper, FL ♦ Jacksonville Chamber of Commerce, Jacksonville, FL ♦ Lakeland Area Chamber of Commerce, Lakeland, FL ♦ Lake Wales Chamber of Commerce, Lake Wales, FL ♦ Mulberry Chamber of Commerce, Mulberry, FL ♦ Orlando Regional Chamber of Commerce, Orlando, FL ♦ Perry-Taylor County Chamber of Commerce, Perry, FL ♦ Sebastian River Chamber of Commerce, Sebastian, FL ♦ Stuart-Martin County Chamber of Commerce, Stuart, FL ♦ Florida Chamber of Commerce, Tallahassee, FL ♦ Tallahassee Area Chamber of Commerce, Tallahassee, FL ♦ Tampa Chamber of Commerce, Tampa, FL ♦ Vero Beach/Indian River County Chamber, Vero Beach, FL ♦ Chamber of Commerce of the Palm Beaches, West Palm Beach, FL ♦ Cobb Chamber of Commerce, Marietta, GA ♦ Savannah Area Chamber of Commerce, Savannah, GA ♦ The Chamber of Commerce of Hawaii, Honolulu, HI ♦ Cedar Rapids Area Chamber of Commerce, Cedar Rapids, IA ♦ Boise Metro Chamber of Commerce, Boise, ID ♦ Illinois State Chamber of Commerce, Chicago, IL ♦ Kansas Chamber of Commerce and Industry, Topeka, KS ♦ Lawrence Chamber of Commerce, Lawrence, KS ♦ Overland Park Chamber of Commerce, Overland Park, KS ♦ Greater Topeka Chamber of Commerce, Topeka, KS ♦ Wichita Area Chamber of Commerce, Wichita, KS ♦ The Chamber/Southwest Louisiana, Lake Charles, LA ♦ Monroe Chamber of Commerce, Monroe, LA ♦ New Orleans Regional Chamber of Commerce, New Orleans, LA ♦ Worcester Area Chamber of Commerce, Worcester, MA ♦ Baltimore County Chamber of Commerce, Towson, MD ♦ Detroit Regional Chamber of Commerce, Detroit, MI ♦ Flint Area Chamber of Commerce, Flint, MI ♦ Missouri Chamber of Commerce, Jefferson City, MO ♦ Jefferson City Area Chamber of Commerce, Jefferson City, MO ♦ Greater Kansas City Chamber of Commerce, Kansas City, MO ♦ St. Joseph Area Chamber of Commerce, St. Joseph, MO ♦ St. Louis Regional Commerce and Growth Association, St. Louis, MO ♦ Durham Chamber of Commerce, Durham, NC ♦ Business and Industry Association of New Hampshire, Concord, NH ♦ Commerce & Industry Association of New Jersey, Paramus, NJ ♦ Greater Reno-Sparks Chamber of Commerce, Reno, NV ♦ Rochester Chamber of Commerce, Rochester, NY ♦ Greater Syracuse Chamber of Commerce, Syracuse, NY ♦ Akron Regional Development Board, Akron, OH ♦ Greater Cincinnati Chamber of Commerce, Cincinnati, OH ♦ Greater Columbus Chamber of Commerce, Columbus, OH ♦ Anadarko Chamber of Commerce, Anadarko, OK ♦ Ardmore Chamber of Commerce, Ardmore, OK ♦ Broken Arrow Chamber of Commerce, Broken Arrow, OK ♦ Edmond Chamber of Commerce, Edmond, OK ♦ Edmond Economic Development Authority, Edmond, OK ♦ Greater Enid Chamber of Commerce, Enid, OK ♦ Muskogee Development, Muskogee, OK ♦ Greater Oklahoma City Chamber of Commerce, Oklahoma City, OK ♦ Oklahoma Industries Authority, Oklahoma City, OK ♦ The State Chamber-Oklahoma's Association of Business and Industry, Oklahoma City, OK ♦ Okmulgee Chamber of Commerce, Okmulgee, OK ♦ Pawhuska Chamber of Commerce, Pawhuska, OK ♦ PAEEF (Poteau Area Economic Enhancement Foundation), Poteau, OK ♦ Poteau Chamber of Commerce, Poteau, OK ♦ Pryor Area Chamber of Commerce, Pyror, OK ♦ Sand Springs Area Chamber of Commerce, Sand Springs, OK ♦ Seminole Economic Development Council, Seminole, OK ♦ Shawnee Economic Development Corp., Shawnee, OK ♦ Stillwater Chamber of Commerce, Stillwater, OK ♦ Metropolitan Tulsa Chamber of Commerce, Tulsa, OK ♦ Yukon Chamber of Commerce, Yukon, OK ♦ Pacific Northwest International Trade Association, Portland, OR ♦ Salem Chamber of Commerce, Salem, OR ♦ Erie Area Chamber of Commerce, Erie, PA ♦ Delaware County Chamber of Commerce, Media, PA ♦ York County Chamber of Commerce, York, PA ♦ Greater Providence Chamber of Commerce, Providence, RI ♦ Charleston Metro Chamber of Commerce, Charleston, SC ♦ Memphis Area Chamber of Commerce, Memphis, TN ♦ Texas Association of Business & Chambers of Commerce, Austin, TX ♦ Greater Dallas Chamber of Commerce, Dallas, TX ♦ Garland Chamber of Commerce, Garland, TX ♦ Greater Houston Partnership, Houston, TX ♦ Temple Chamber of Commerce, Temple, TX ♦ Bellevue Chamber of Commerce, Bellevue, WA ♦ Tyler Chamber of Commerce, Tyler, TX ♦ Provo-Orem Chamber of Commerce, Provo, UT ♦ The Kent Chamber, Kent, WA ♦ Association of Washington Business, Olympia, WA ♦ Seattle Chamber of Commerce, Seattle, WA ♦ Tacoma-Pierce County Chamber of Commerce, Tacoma, WA ♦ Metro Milwaukee Chamber of Commerce, Milwaukee, WI ♦ Wisconsin Manufacturers & Commerce, Madison, WI

Chambers For China Trade

CHAMBEREPORT

July 1999 — A Publication for Members of the Greater Dallas Chamber — Volume 37, Issue 7

Greater Dallas Chamber
Building a Better Dallas Since 1909

In this issue:

FACTS ON DEMAND
972-498-4898

Automated Information

China's accession to WTO endorsed by Chamber Board

The Chamber's Board of Directors has adopted a position statement urging the United States to conclude World Trade Organization (WTO) negotiations with China, allowing it to join this international free trade alliance. The position statement also supports the U.S. Congress granting permanent Normal Trade Relations (formerly Most Favored Nation) status to China, a concession that would be necessary under WTO rules if China is granted membership.

In 1998, the Dallas/Fort Worth area conducted approximately $1.8 billion in total trade with China, a 24% increase in total trade from 1997. Accession of China into the WTO could significantly expand that trade by increasing market access, reducing tariffs and eliminating many other restrictions. The move is also expected to boost U.S. exports by $3 to $5 billion a year and potentially add as many as 65,000 new jobs.

Chamber leadership believes that this accession is an opportunity to move China's trade practices toward internationally accepted standards of conduct. Commitments to address a broad range of unfair trade practices, trade barriers and regulatory processes that limit participation in the Chinese market or negatively affect trade will have important effects on Dallas' ability to trade successfully with China, Chamber leaders say.

In 1998, the Dallas/Fort Worth area conducted approximately $1.8 billion in total trade with China, a 24% increase in total trade from 1997.

China has been negotiating for over a decade with the United States and other major industrialized nations for entrance into the WTO, but has only recently demonstrated a serious commitment to open market concessions. These concessions include significant and immediate market access, binding of all tariffs and commitments to more open service sectors.

If other WTO members admit China, businesses can expect immediate benefits, including:

- significant market access effective upon China's accession;
- full-market access for firms to distribute their products throughout China;
- tariff reductions immediately upon accession, with further phase-ins over time to levels below those of most U.S. trade partners;
- bindings on all tariffs that will restrict China from raising tariffs again;
- resolution of outstanding problems with sanitary/phytosanitary stands for key agricultural products; and
- commitments to more open service sectors, including distribution, value-added telecommunications, insurance, computer and business services, environmental services, franchising and direct sales, legal and accounting, sound recordings and entertainment software.

The Board's position on this issue will be communicated to the Dallas Area Congressional Delegation, the appropriate Administration officials and the Business Coalition for U.S.-China Trade.

For additional information or a copy of the Chamber's Position Statement on the People's Republic of China accession to the World Trade Organization, call Sharon Venable, Vice President of International Trade at 214-712-1933 or e-mail her at svenable@dallaschamber.org.

OKLAHOMA LEGISLATIVE

ALERT

The State Chamber's Grassroots Action Call Uniting the Legislative Efforts of Oklahoma Business

Oklahoma Trade With China Needs YOUR Support!!!

On June 8th, U.S. Representative Dana Rohrabacher (R-CA) introduced HJR 57 to disapprove renewal of normal trade relations (NTR) with China. Congress has 90 days to vote on whether to disapprove China's NTR status. **It is currently anticipated that the vote on this issue will be taken during the week of July 19th.**

With this upcoming crucial vote, we are asking our members to go on record with our congressional delegation in support of continuing normal trading relations with China. Please contact your Congressman **TODAY** and ask them to vote **"NO" on HJR 57 or any other bill which would disapprove NTR with China.** Let them know that:

- NTR means what is says, normal trading relations…not special treatment…for our country's fourth largest trading partner.
- The U.S. denies NTR to only six countries: Cuba, North Korea, Laos, Serbia, Afghanistan and Vietnam.
- Many opponents of NTR point to China's poor human rights record. But it will not enhance human rights for us to use ineffective tools to pursue our goals. For the U.S. to yield markets in China to the Europeans or to Japan and other developed Asian economies does nothing to advance human rights.
- Thousands of U.S. companies do business with China or supply companies that do. **Oklahoma businesses exported more than $38 million to China in 1998.**
- More than ever during this time of financial uncertainty in Asia, it is important to maintain normal trade relations with China. Not to do so would increase instability there and unsettle the Chinese economy with adverse effects on Hong Kong, Taiwan, South Korea and other U.S. friends.

Please indicate your company's commitment to supporting the continuation of normal trade relations with China by sending your Congressman a **FAX TODAY. Remember to ask them to vote "NO"** on HJR 57. Here are their FAX numbers:
Largent – 202-225-9187; Coburn – 202-225-3038; Watkins – 202-225-5966; Watts – 202-225-3512; Istook – 202-226-1463, and Lucas – 202-225-8698.

We are on a short time line for this and need to show our congressional delegation that Oklahoma business is truly global in scope. Have your employees send messages too. Their jobs may well depend on continuing international trade. Please copy us on any FAXes sent. Thank you.

[illegible] N.E. 10th Oklahoma City OK 73104-3200 Phone: 405/235-3669 FAX 405/235-3670

THIS LETTER SENT TO ALL 6 MEMBERS OF CONGRESSIONAL DELEGATION

THE STATE CHAMBER

OKLAHOMA'S ASSOCIATION OF BUSINESS AND INDUSTRY

July 8, 1999

The Honorable Ernest Istook
U.S. House of Representatives
2404 Rayburn House Office Building
Washington, DC 20515-3603

Dear Congressman Istook:

Normal Trade Status For China Is Good For Oklahoma!

On June 8th, U.S. Representative Dana Rohrabacher (R-CA) introduced **HJR 57** to disapprove renewal of normal trade relations (NTR) with China. Congress has 90 days to vote on whether to disapprove China's NTR status. As Oklahoma's Association of Business and Industry, we strongly encourage you to vote **"NO"** on **HJR 57**. **The rescinding of Most Favored Nation status for the People's Republic of China will have severe economic results on the citizens of Oklahoma. In 1998, Oklahoma manufacturers exported more than $38 million in goods to China!**

During a recent trade conference in Oklahoma City, sponsored by The State Chamber, an Oklahoma Farm Bureau officer stated: **"A China with more open markets to our farm products will get America's great agricultural industry churning like we never have before. For every one million tons of wheat we sell, that's 200 jobs to our state's local economy. Every $1 billion in additional agriculture exports helps create nearly 20,000 new, high-wage jobs which are felt throughout the U.S. economy."**

Open markets and communications is what we're talking about. If we can truly open the marketplace of China, we can open their form of government and their country. **The best way to prove that capitalism and democracy works, is to encourage it through trading opportunities.** There is no doubt that U.S. engagement has encouraged sweeping economic reforms in China, just as it has throughout the rest of the world. The results are higher living standards, greater economic freedom, opportunities for religious expression and expanded access to outside information for the average Chinese citizen.

On behalf of the businesses and workers of Oklahoma who depend on international trade for our very survival, we urge you to vote **"NO"** on **HJR 57**, vote **"NO"** on any other attempt to remove NTR status for China...and vote **"NO"** on any additional trade sanctions. Thank you.

Sincerely,

Ronn Cupp
Senior Vice President

Mike Seney
Vice President – Member Relations
& Director – Manufacturers/International Trade Department

330 N.E. 10th Street • Oklahoma City, OK 73104-3200
(405) 235-3669 • FAX (405) 235-3670
www.okstatechamber.com

Journal Record
7/20/99

State chambers join in effort to lift state, U.S. China trade

By Bill May
Journal Record Staff Reporter

Momentum is growing within Oklahoma to continue China's normal trade relations status with the United States.

Chambers of commerce and economic development organizations across the states have join ed The State Chamber and the U.S. Chamber of Commerce as a part of that effort. So far, 19 such organizations are on board, according to information released by the chamber Monday.

The idea behind the effort is to further trade with China, said Richard P. Rush, president and chief executive of The State Chamber. "Exports grow economies and Oklahoma exports more than $38 million each year to China," he said. "Unfortunately, Oklahoma's exports to China have decreased almost 34 percent since 1993."

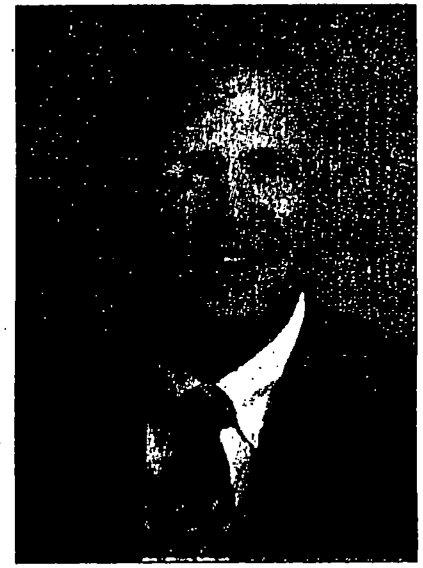
While Oklahoma's exports have been dropping, Colorado, Idaho and Nebraska have increased exports to China by more than 1,000 percent in the last five years.

"Oklahoma needs to work to regain its share of this critical export market," Rush stated.

Gaining that share won't be easy, but several efforts are under way across the state to do just that, said Mike Seney, chamber vice president.

"It's a matter of education," he said. "We have between 2,500 and 3,000 manufacturers in Oklahoma, and at least two-thirds of them make an exportable product. The problem is that so many of them are small and the owners don't feel comfortable

See CHINA, Page 4



File photo

Richard P. Rush

CHINA

Continued from Page 1

with any exports, not even to Canada or Mexico. What we have to do is grow the knowledge base at the manufacturing level to make the manufacturers feel more comfortable in this area."

Oklahoma's exports to China have fallen because of a number of factors, including the declining energy markets and the Asian financial crisis, Seney said. "If we can get the world economy back up, where it seems to be headed, then we will see exports going back up," he said.

Continuing normal trade relations with China will not be an automatic to increase Oklahoma's exports, but it's a start. President Bill Clinton has extended normal trade relations status for China for the next year, but Congress can disapprove that by voting before Aug. 1.

"We're hopeful that (U.S. Rep.) Tom Coburn, R-Okla., who last year was the sole Oklahoma congressman to vote against continuing (normal trade relations) to China, will reconsider his position," Rush said. "Isolating China will strengthen the political standing of Chinese government hard-liners. It's important to take a long-term perspective when dealing with China."

Normal trade relations is the tariff treatment the United States provides on a reciprocal basis to all trading partners but North Korea, Cuba, Serbia/Montenegro, Laos, Vietnam and Afghanistan. This means that imports from countries with the normal trade relations status are entitled to tariff rates that average below 5 percent of the product's cost. Denying this status is the equivalent to economic warfare – imports are subject to tariff rates that average above 50 percent of the products' cost, Rush said.

Denying normal trade relations status to China will mean a higher tax on American families, according to the U.S. Chamber of Commerce.

"The average American family would face an effective tax increase of $300, as affordable, high-quality imports of Chinese toys, apparel, footwear and other goods face higher U.S. tariffs," the national chamber said. "If the United States were to deny NTR (normal trade relations status) to China, the Chinese would almost certainly respond in kind, placing steep tariffs on U.S. exports to China, effectively shutting U.S. goods out of China's markets."

In the past, the biggest categories of Oklahoma's industrial exports to China were agriculture related and in the oil and gas industry, Seney said. "We did export a lot of refinery equipment to China, but as the market dropped, those countries (such as China) cut back on their exploration efforts, there's just not an expansion of exploration."

So, Oklahoma must prepare for increasing trade with China by offering other products, which means that manufacturers must be educated to participate in the world economy, Seney said.

DetroitRegionalChamber
Powering the economy for Southeast Michigan

July 22, 1999

LETTER FAXED AND MAILED TO MICHIGAN CONGRESSIONAL DELEGATION

Dear:

I am writing to urge your support for annual renewal of Normal Trade Relations (NTR) with China to support jobs and promote Western business practices and values.

While the Detroit Regional Chamber has concerns with the significant challenges relating to China's human rights record, relations with Taiwan and Hong Kong, and trade disputes (intellectual property rights, nuclear arms and military technology transfers), measures such as withdrawing or conditioning trade status are not effective or appropriate U.S. responses and would undermine U.S. trade and strategic interests. Instead, the U.S. should continue to pressure China through diplomatic and other channels to correct these practices.

Trade with China supports over 200,000 U.S. export related jobs. Over $14 billion of U.S. goods are purchased by China with Michigan's total exports to China in excess of $223 million in 1998. China represents the fastest growing export market for the U.S. According to the U.S. Chamber of Commerce, denial of NTR status would drastically raise tariffs on imports to the U.S., imposing the equivalent of a $300 tax increase on the average American family.

Again, I urge you to support annual renewal of NTR with China. Thank you for your consideration. If you have any questions, please feel free to contact me at (313) 596-0320 or Catherine McCuish at (313) 596-0323.

Sincerely,

Richard E. Blouse, Jr., CCE
President & CEO

One Woodward Avenue
Suite 1700
P.O. Box 33840
Detroit, Michigan 48232-0840
313.964.4000
www.detroitchamber.com

GREATER TOPEKA CHAMBER OF COMMERCE

120 SE 6th Avenue, Suite 110 • Topeka, Kansas 66603-3515
(785) 234-2644 • FAX (785) 234-8656
www.topekachamber.org
email: topekainfo@topekachamber.org

July 16, 1999

The Honorable Sam Brownback
303 Hart Senate Office Building
Washington, DC 20510
FAX 202-228-1265

Dear Senator Brownback,

It is our understanding that Congress will soon be voting on whether or not to maintain China's Normal Trade Relations with the U.S. This vote is critical to businesses across our state. Kansas alone exported $39,210,000 in manufactured goods to China. Several companies in Topeka/Shawnee County are included with those who trade with China.

It is critical that the U.S. maintains a healthy commercial relationship with China. The goods and services they purchase translates to jobs in our country and state. We can not afford to turn our back on this market or create a situation where huge tariffs from both sides reduce the desirability of our goods. China will only go elsewhere to purchase goods; maybe causing the loss of this market permanently. Consumers here will be left with higher prices for goods they wish to buy coming from China.

The Topeka Chamber asks that you vote "yes" on this issue. Then, it's time to start formulating policy to make NTR with China permanent. It's time for this yearly crisis to stop. We appreciate very much your vote now and your help on the long-term issue.

Sincerely,

Christy Caldwell

Christy A. Caldwell
Vice President Government Relations

FROM CA CHAMBER OF COMMERCE 916 444 6685 1999.07-07 11:45 #233 P.02/03

and CA US Congressional Delegation)

CALIFORNIA CHAMBER of COMMERCE

ALLAN ZAREMBERG
PRESIDENT AND CHIEF EXECUTIVE OFFICER

June 30, 1999

The Honorable Barbara Boxer
U.S. Senate
112 Hart Building
Washington, D.C. 20510

Dear Senator Boxer:

The California Chamber of Commerce **SUPPORTS** the renewal of Normal Trade Relations status for China. The California Chamber favors a policy toward the People's Republic of China that maintains U.S. exports and jobs and avoids disrupting our trade. The annual NTR review creates uncertainty and plays havoc with our business community.

NTR is the cornerstone of stable U.S.-China commercial relations. It is also the foundation for continued dialogue and cooperation between the United States and China over such vital concerns as security and human rights.

As you are aware, China, which is not a member of the World Trade Organization, is not eligible for the low tariffs NTR grants America's other trading partners. California would be especially hard-hit by the lapse of NTR and a corresponding move by the People's Republic of China to cut back on U.S. products and services. Without renewal of NTR, tariffs will rise to rates established under the Smoot-Hawley Tariff Law over 50 years ago. American consumers would find products from China prohibitively expensive if China loses NTR status. Tariff rates for U.S. imports of Chinese goods would increase two to ten times, leading to major price increases for such products as clothing, footwear, toys and electrical appliances.

In addition to trade, termination of NTR would affect California exporters and importers, retailers, transportation and other service industries, together with many California investments in the PRC and Hong Kong. Ending China NTR will result in loss of jobs throughout the U.S., with Japan and European nations filling the trade void.

1201 K STREET, 12TH FLOOR P.O. BOX 1736 SACRAMENTO, CALIFORNIA 95812-1736 FACSIMILE (916) 444-2145 TELEPHONE (916) 444-6670
ALLAN.ZAREMBERG@CALCHAMBER.COM HTTP://WWW.CALCHAMBER.COM

Most significantly, denial of NTR status will most likely result in retaliation against United States exports to China. U.S. exports to China were valued at $16 billion in 1998 and supports over 200,000 high wage American jobs. U.S.-China trade also supports tens of thousands of U.S. transportation, financial services, consumer goods and retail jobs.

California's exports to China totaled nearly $2.5 billion in 1998, with exports increasing 28 percent during the first quarter of 1999. This trade is critical to high-technology and high-wage California industries, such as aerospace and computers. Trade with China also supports thousands of jobs in California ports, farms, financial institutions, and retail establishments.

In the next century, America's prosperity will be even more closely tied to our leadership in international trade and the Asia-Pacific region. China is the world's largest emerging market and at the center of the Asia-Pacific regional economy.

American trade with China helps to promote values we cherish. Ending NTR would harm the very Chinese entrepreneurs and workers whose prosperity and jobs depend on trade and access to the outside world. China's private enterprises and joint ventures are beachheads of free enterprise, which have driven the sweeping economic and political reforms of the last decade. We should support, not isolate, the segments of Chinese society which offer the best hope for further progress toward greater freedom and the rule of law for all of China.

In conclusion, the California Chamber of Commerce, in keeping with long-standing policy, enthusiastically supports free trade worldwide, expansion of trade and investment, fair and equitable market access for California products abroad and elimination of disincentives that impede the international competitiveness of California business and, further, while the California Chamber deplores human right abuses in China and elsewhere around the world, supports extension of Normal Trade Relations status for the People's Republic of China as an important step toward greater respect for human rights and political freedom for the Chinese people, since U.S. trade and investment provide crucial support for the entrepreneurial forces in Chinese society that advocate further economic and political reform.

Thank you for your consideration of this most important matter.

Sincerely,

Allan Zaremberg

AZ:slg

July 21, 1999

San Antonio Express-News

EDITORIAL PAGE

Our Turn

U.S. trade relations with China are vital

■ Despite this year's strains, the United States has many reasons to encourage trade ties with China.

Relations between the United States and China have been rocky this year, to say the least.

Ongoing tensions involving Taiwan long have been a sore spot. The United States has given defense assistance to Taiwan, although China considers the island its province.

In a May report, a special House committee accused the Chinese of stealing U.S. nuclear weapons secrets. Then the United States accidentally bombed the Chinese Embassy in Belgrade.

The U.S. and Chinese governments have other reasons to be suspicious of each other, including human rights and international arms sales. Discussion on those issues should continue.

But both countries have larger interests in nurturing the strained relationship. Long-term hostility could produce needless security threats. A new Cold War would serve no purpose.

It serves both nations best to engage in trade, which brings positive contacts between citizens, intertwines cultures, increases understanding and establishes mutual goals that overshadow problems.

And that is why Congress must renew China's normal trade relations for another year without attaching conditions. The issue is scheduled to hit the House floor next week.

Additionally, trade with China is important to the U.S. and Texas economies. The Texas Coalition for U.S.-China Commercial Relations estimates that exports from the Lone Star State to China and Hong Kong exceeded $1.9 billion in 1998.

Exports to China create jobs and income for more than 33,000 Texas families.

We urge members of the Texas congressional delegation to vote for renewing China's normal trade status. The vote will help the state's economy and is the right move for U.S. security.

Maintaining a peaceful, profitable relationship with the world's most populous nation and a growing power is too important to be derailed by the ongoing strains in U.S.-Chinese relations.

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FAX 850/224-8061

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Lakeland, Florida 33802-0367
Telephone 941/686-2880
FAX 941/680-3294

www.flaphos.org

Friday, July 23, 1999

Honorable John Mica
U. S. House of Representatives
Washington, D.C. 20515-0907

Dear John:

I have been hearing from several sources that you are thinking of changing your position from past years on the China trade issue.

As Chairman of the Florida-China Trade Coalition, I implore you not to vote against the Normal Trade Relations status for China. I **totally** understand your frustration with some of our problems with China and we need to work through those, but in my humble opinion, a weak vote on this in Congress will send a terrible message to our **business** allies in China who are making major moves in our direction.

The attached quotes from just a small sample of Florida business people demonstrate the unbelievably strong interest now surfacing in Florida. In fact, I have been told that the emerging high-tech business in your I-4 corridor just north of Orlando have definite sights set on the China market.

Please don't abandon us on this crucial issue. Working with the fastest growing economy in the world is a must and we need your help.

Sincerely,

David

David Batt, President

DB/mw

Cc: Hal Sumrall, Metro Orlando Int. Aff. Comm.
Frank Ryll, FL Chamber

What Florida Business Interests Are Saying About Trade With China

- "North Florida is ready and eager to trade with what is undoubtedly the most lucrative untapped consumer market in the World." - Joe Kelley, President of the Tallahassee Area Chamber of Commerce and Co-Chairman of the North Florida Technology Alliance.

- "The trickle down theory of economics could have been developed based on our trade with China. The spin-off of jobs generated through supplying the Florida trading partners of China, both in material supply and labor supply, touches the lives of at least 60,000 people in some way everyday in the Florida fertilizer industry alone. From my perspective, China is our biggest customer." - Jeffrey Clyne, President of JuNo Industries, a Hughes Supply company, Lakeland.

- "Bringing China into the international trade community, with multilateral oversight and strong commitments, will help the American high-tech industry benefit from the growing China market, improving China's standard of living, and getting an increasing number of enabling, commercial technologies in the hands of Chinese citizens." - Jo Moskowitz, Executive Director of the American Electronics Association Florida Council, located in Ft. Lauderdale.

- "In May of this year, we established a representative office in Hong Kong and are receiving inquiries from many cities in China regarding business opportunities. Orlando Mayor Glenda Hood will lead a trade mission to China in April of 2000." – Hal Sumrall, Managing Director, Metro Orlando International Affairs Commission, Orlando.

- "We are developing a business to business matchmaker program to increase Florida small business exports in cooperation with the Ministry of Science and Technology. An initial meeting is scheduled for October 28 in China to develop an agreement between the two organizations." – Jerry Cartwright, State Director, Florida Small Business Development Center Network, Pensacola.

- "The Chinese are hungry for American products of all kinds. We recently introduced coatings from a small Florida manufacturer into China with results that were far greater than we expected, even with our 18 years of in-China manufacturing experience. Also in recent weeks, we have enabled a small Florida manufacturer to enter the China market with sorely needed air and water filter systems. While name brand competitors are in the market, the sheer size of the country will support significant business for non-name brand products, as long as it is Made in America." – David Bowers, Sr., VP International Trade, Apollo International, Orlando.

of Commerce

July 8, 1999

Honorable Bob Graham
United States Senate
524 Hart Senate Office Building
Washington, DC 20510-0904

Dear Senator Graham:

On behalf of more than 158 businesses, chambers of commerce and other Florida organizations shown on the attached list, we urge your support for the continuance of normal trade relations (NTR) with China.

The importance of U.S.-China trade is growing rapidly in Florida. In 1998, two-way merchandise trade between our state and China totaled $1.2 billion. New trading partnerships are being created monthly by entire industry segments and, more importantly, between Florida small businesses and ones in China. The City of Orlando now has an office in China to promote such new ventures. New Florida trade missions are in the works or on drawing boards.

These new and expanding business ventures will have a long lasting and favorable impact on Florida's economy and will be particularly beneficial to the tens of thousands of Floridians whose livelihood is tied directly or indirectly to such trade.

One of the most exciting things about our trade relationship with China is the progress it helps bring to reforms. Our businessmen and women are helping to promote the values of open communication, receptivity to change, teamwork, individual initiatives, and of hiring on the basis of qualifications.

While we have concerns, as we know you do, about a number of sensitive national security issues, we believe strongly that these concerns must be addressed under existing U.S. laws and diplomacy. It would be a mistake to hold normal trade relations for China, and a possible World Trade Organization deal, hostage to issues which are outside their scope.

Florida Chamber of Commerce, Inc.

We will keep our Florida-China Trade Coalition together over the coming months and years ahead and continue to enlist new coalition members. We realize that the House will vote first on this issue but we urge you to use your influence by speaking out in favor of China NTR and again later this year or next to make that status permanent once the terms of China's accession to the World Trade Organization are final. We have urged the Administration to redouble their efforts to wrap up a comprehensive agreement as soon as possible.

We look forward to staying in touch with you on this key Florida issue and will keep the Coalition informed of your views.

Sincerely,

David Batt, President
Florida Phosphate Council
Chairman, Florida Chamber
China Trade Coalition

Frank M. Ryll, Jr.
President
Florida Chamber of Commerce

enclosure

FLORIDA CHAMBER of Commerce

China Trade Coalition 1999 - 2000

Florida Companies and Organizations in Support of China Normal Trade Relations Renewal

158 Companies representing 85,125 Employees

Adams Air & Hydrs, Inc.	Tampa
Agrifos Mining L.L.C	Nichols
Alico, Inc.	LaBelle
American Electronics Assn.	Ft. Lauderdale
Amglo Kemlite Laboratories, Inc.	Largo
Amundsen & Moore, Attorney	Tallahassee
Apollo International, Inc.	Orlando
Ardaman & Associates	Orlando
Armstrong World Industries, Inc.	Pensacola
Arr-Maz Products, LP	Winter Haven
Artesyn Technologies	Boca Raton
Bartow Ford	Bartow
Bell Additives	Longwood
Benner China & Glassware of Florida	Jacksonville
Blue Ridge International Products, Inc.	Freeport
Buffers USA, Inc.	Jacksonville
Burnett Contracting & Drilling Company	Lakeland
Burton Golf, Inc.	Ft. Walton Bch
Business Performance Group, Inc.	Tampa
C & S Maintenance Consultants, Inc.	Mulberry
Callery-Judge Grove	Loxahatchee
Capris Furniture	Ocala
Cargill Fertilizer, Inc.	Riverview
Celotex Corporation	Tampa
CF Industries, Inc.	Bartow
Chamber of Commerce of the Palm Beaches	West Palm Beach
Chipola Jr. College	Marianna
Chris Industries Corporation	St. Petersburg
Citigroup	Jacksonville
C J Bridges Railroad Contractor, Inc.	Mulberry
C-Mac of America, Inc.	West Palm Bch
Compressed Air Products, Inc.	Mulberry
Comtech Systems International, Inc.	St. Cloud
Consolidated Baling Machine Co.	Jacksonville
CSX Transportation	Jacksonville
CTL Distribution, Inc.	Mulberry
Custom Chemicals Corporation	Mulberry
Customer Drilling Services, Inc.	Lakeland
DCR Engineering	Mulberry
Eastern Electric	Orlando
Economic Development Council of Okaloosa County	Fort Walton Beach
Eng Engineering, Inc.	Jacksonville
Enron Corporation	Washington DC
Epperson & Company	Tampa
Eurus Technologies, Inc.	Tallahassee
Eva-Tone, Inc.	Clearwater
Exigent International, Inc.	Melbourne
Fabri-Tech, Inc.	Melberry
Fahlgren Benito	Tampa
Farmland Hydro, L.P.	Bartow
Florida Chamber of Commerce	Tallahassee
Florida Citrus Mutual	Lakeland
Florida Handling Systems, Inc.	Bartow
Florida Manufacturing and Chemical Council	Tallahassee
Florida North Shore Technology Centers	Tallahassee
Florida Petroleum Council	Tallahassee
Florida Phosphate Council	Tallahassee
Florida Processing Machinery, Inc.	Lakeland
Florida Progress Corporation	St. Petersburg
Florida Small Business Development Center	Pensacola
Florida Water Services Corporation	Apopka
FMC Corporation, APG	Jacksonville
GIW Industries, Inc.	Mulberry
Gray, Harris & Robinson	Orlando
Gr. Bartow Chamber of Commerce	Bartow
GTO, Inc.	Tallahassee
Hamilton County Chamber of Commerce	Jasper
Hemispheric Strategies, Inc.	Miami
Hendry Stoner Sawicki & Brown, PA	Orlando
Homer Discus International	Ft. Lauderdale
H&R Interstate Mobile Homes, Inc.	Zephyrhills
Hughes Supply Industrial Sales Group	Lakeland
IBM Corporation	Delray Beach
IMC-Agrico Company	Mulberry
Industries Training Corp.	St. Petersburg
International Water Treatment, Inc.	Mulberry
Jacksonville Chamber of Commerce	Jacksonville
Jacobs Engineering Group, Inc.	Lakeland
J.H. Ham Engineering, Inc.	Lakeland
JRB Enterprises dba as Silk, Silk, Silk	Delray Beach
JSC, Inc.	Tallahassee
Jungle Queens, Inc.	Ft. Lauderdale
Kensington Golf & Country Club	Naples
Lake Wales Chamber of Commerce	Lake Wales
Linder Industrial Machinery Company	Lakeland
Lucent Technologies	Tallahassee
Lykes Bros.	Tampa
Maintenance & Machinery	Mulberry
McDonald Construction Corporation	Lakeland
Metalcoat, Inc.	Mulberry
Motorfuelers, Inc.	Clearwater
Metro Orlando International Affairs Comm.	Orlando
Mine & Mill Supply Co.	Eaton Park
Mining & Materials Consultants, Inc.	Lakeland
Monogram Products, Inc.	Largo
Motorola	Boynton Beach & Plantation
Mulberry Chamber of Commerce	Mulberry
Mulberry Corporation	Mulberry
Mulberry Railcar Repair Co.	Mulberry
Nortel Network	Washington DC
Norton, Lilly International	Jacksonville
Original Impressions	Miami
Orlando Regional Chamber of Commerce	Orlando
Paragon Metals, Inc.	Boca Raton

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July 12, 1999

The Honorable Todd Tiahrt
428 Cannon House Office Bldg.
Washington, D.C. 20515

Dear Congressman Tiahrt:

I am writing to ask for your support to continue Normal Trade Relations (NTR) with China, and specifically for your help to defeat any resolution of disapproval of the President's recent renewal decision.

Our company is a supplier to the aircraft industry. With China being one of the major export customers of aircraft manufacturers, continued normal trade with China is critical to our company, and many other manufacturers in Kansas. Clearly thousands of jobs in Kansas are tied directly to continuing our strong trade relationship with China.

Your support of normal trade relations with China would be appreciated, including special attention to help keep important non-trade issues separate from the NTR decision.

Thank you for your thoughtful consideration of this critical issue.

Respectfully,

Roger N. Prather

Roger N. Prather
General Manager

RNP/sw

cc: Kansas Alliance for International Trade

MID-CENTRAL MANUFACTURING, INC.

1935 WALKER WICHITA, KANSAS 67213 (316) 265-0603 FAX (316) 265-2688

Letter to Members of Congress
Support 1999 China trade agenda

July 12, 1999

Dear: Rep. Todd Tiahrt

You will soon be called upon to vote on the extension of China's Normal Trade Relations (NTR) status. Your support for the NTR extension is essential to ensure that your constituents in the 4th District of Kansas have the opportunity to export goods and services to the world's largest market. Local industries, such as aircraft and agriculture, depend on exports to support jobs. Mid-Central is a sub-tier manufacture of aircraft parts and assemblies for Boeing, Cessna, Raytheon and Learjet. We also manufacture parts for the agricultural industry. Our company as well as hundreds like us in Kansas depend on export to support jobs.

The extension of China's NTR is an important first step in a process that will lead to opening up this market of 1.2 billion people. To fully realize this goal, we also need your support for China's accession into the World Trade Organization (WTO).

This year, the United States has and unprecedented opportunity to move forward with our trade relationship with China. The United States is negotiating an agreement to bring China into the WTO. Such and agreement could knock down hundreds of barriers to exports and create worlds of new opportunities for Kansas businesses, workers, and farmers.

Other nations benefit from normal trade relations with China, and Congress should ensure that American companies, services, products, workers, and farmers are not shut out of this market. Exports to China already sustain more that 200,000 U.S. jobs. In fact, China is our fourth largest trading partner. In 1998 Kansas exported in excess of $39,000,000 to China and total U.S. sales exceeded $14,250,000,000.

Although our company is considered small, our payroll expense exceeded $1,190,000 in 1998 with sales over $4,300,000. If it were not for export, or company would not exist. Our efforts to complete a WTO deal are vital to the future of U.S. trade and deserve strong bipartisan support from Congress and the Administration. Your leadership on these issues is critical. If we can accomplish these objectives this year, America will have made enormous strides in assuring its competitiveness in the new millennium.

Sincerely,

Linda K Jackson

Linda Jackson, President
Mid-Central Manufacturing, Inc.

CC: Sen. Sam Brownback
Sen. Pat Roberts
Rep. Jerry Moran
Rep. Jim Ryun
Rep. Dennis Moore

CLAUDE MANN & ASSOCIATES, INC.
1720 EAST MORRIS - SUITE 113
WICHITA, KANSAS 67211-2797
(316) 267-2272 FAX (316) 267-8124

July 12, 1999

The Honorable Sam Brownback
303 Hart Senate Office Building
Washington, DC 20510

Dear Senator Brownback:

You will soon be voting on the extension of China's Normal Trade Relations (NTR) status. I hereby request your support for the NTR extension. This is essential to insure that Wichita and Kansas have the opportunity to export goods and services to China's large market.

Other nations benefit from normal trade relations with China, and Congress should ensure that American companies, products, services, workers and farmers are afforded this same opportunity.

As owner of a small business in Wichita which employs twelve employees, our business depends vastly on all of the aircraft manufacturers located in the Wichita vicinity. The export market is important to these manufacturers.

I also own a farm in Kansas, and we definitely need to increase our farm export products before the small farm industry goes totally out of business due to the extremely low prices with which we are faced.

Your support of the renewal of the NTR is vital to the future of U.S. trade and, more specifically, to Wichita and the Kansas area.

Thank you.

Sincerely,

CLAUDE MANN & ASSOCIATES, INC.

Carl A. Linder
President

CAL:sss

KNIPP EQUIPMENT, INC.

120 Ida Street
Box 11725
Wichita, KS 67202-0725

(316) 265-8655

John F. Knipp
President

7/15/99

Representative Todd Tiahrt
151 N.Market
Wichita, Ks 67202

RE: China Normal Trade Relations Status

Congressman Tiahrt:

You will soon be called upon to vote on the extension of China's Normal Trade Relations (NTR) status. Your support for the NTR extension is essential to insure your constituents in the 4th District of Kansas have the opportunity to export goods and services to the world's largest market.

My business includes sales, service and control of large Commercial and Industrial Air Conditioning Equipment. We serve the Agriculture and Airplane markets in Kansas. Their success is dependent on continued trade with China and vital to my company, it's associates and their families.

One of my most cherished values is respect for human life. I recognize China does not appear to have that same respect. But, if we choose to distance ourselves as a trade partner, the chances of influence are diminished. We need normal trade relations to exercise influence.

We need your leadership and support.

Regards,

John F.Knipp
PO Box 11725
Wichita, Ks 67202

Individually addressed letters sent to full House.

CHAMBER OF COMMERCE
OF THE
UNITED STATES OF AMERICA

R. BRUCE JOSTEN
EXECUTIVE VICE PRESIDENT
GOVERNMENT AFFAIRS

1615 H STREET, N.W.
WASHINGTON, D.C. 20062-2000
202/463-5310

July 2, 1999

The Honorable Dennis Hastert
Speaker of the House
U.S. House of Representatives
Washington, DC 20515

Dear Speaker Hastert:

On behalf of over three million businesses and organizations of ever size, sector, and region, the U.S. Chamber of Commerce urges you to support renewal of Normal Trade Relations (NTR) status for China by rejecting H.J. Res. 57.

The United States has a vital stake in healthy commercial relations with China. In 1998, the U.S. exported over $18 billion in goods and services to China, representing well over 200,000 well-paying jobs.

The Chinese market is particularly important to companies and workers in Illinois. In 1998, over $900,888,000 in merchandise exports produced in your state went to China. The leading export sectors in Illinois were chemical products and electric and electronic equipment. But other exporters and their suppliers, most of which are small businesses, also benefit. As China continues to open its markets in its negotiations to join the World Trade Organization (WTO), Illinois firms and their employees face significant opportunities to further increase their share of export-related sales, and create even more jobs.

U.S. trade negotiators are close to securing meaningful commercial concessions to open the Chinese market and enable American companies to compete more fairly. Once a comprehensive trade agreement is reached with China, we will call on Congress to extend permanent NTR status to China. If the U.S. does not extend permanent NTR status, China would not be obliged to grant its market-opening concessions to American companies, and foreign competitors would reap all the benefits.

We are mindful of concerns that have been expressed about a number of sensitive national security issues. If laws were broken, the violators should be punished. But it would be a mistake to hold back NTR for China and a possible WTO deal because of issues which are outside their scope. Such an approach would impose catastrophic costs on American businesses and farmers.

Again, we urge you to reject H.J.Res. 57. Thank you for your consideration.

Sincerely,

R. Bruce Josten

R. Bruce Josten

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U.S. Chamber of Commerce

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actionCALL

July 22, 1999

China NTR Status is Critical to California
Call Your Representative Today.

On Tuesday July 27, 1999, Congress will be voting on whether or not to maintain China's Normal Trade Relations (NTR) with the U.S. The outcome of the vote is critical to American businesses across the country, particularly to companies in California.

Background
The United States has a vital stake in healthy commercial relations with China. In 1998, the U.S. exported over $18 billion in goods and services to China, representing well over 200,000 high-paying jobs. NTR status represents the cornerstone of U.S-China trade relations. Termination of the status would deal a devastating blow to our trade relationship, causing huge tariff increases on goods from China and virtually guaranteeing the same response from China. Moreover, none of China's other trading partners is contemplating similar action. The result, therefore, would not be to obtain desirable changes in China, but rather to curtail U.S. access to the huge Chinese markets and positive influence over China's development. Meanwhile, our competitors in Europe and Asia would reap the benefits of the reduced U.S. commercial presence.

What's in it for California?
The Chinese market is particularly important to companies and workers in California. In 1998, over $2.5 billion in merchandise exports produced in your state went to China. Exporters, as well as their suppliers, most of which are small businesses benefit from these exports. As China continues to open its markets in its negotiations to join the World Trade Organization (WTO), California firms and their employees face significant opportunities to further increase their share of export-related sales, and create even more jobs.

Action Needed:
We need your help on this vote. Contact your Representative immediately. Tell him/her to support renewal of China's normal trade status because renewal will directly benefit businesses and workers in California. Tell him/her that denial of China's NTR status would hurt the United States by higher costs to consumers and lost American jobs.

Contact Your Representative Today!!!

1) ***Call the GAIN legislative Hotline, 1-888-832-GAIN (4246).***
2) ***Enter your PIN number***
3) ***Follow the menu options to be patched through to your Representative's office.***

For more information, contact Myron Brilliant, Manager, Asia, at (202) 463-5461 or Bill Morley, Director, Congressional and Public Affairs, at (202) 463-5600.
For questions regarding the GAIN Hotline service please call 202-463-5604.

GAIN
GRASSROOTS ACTION INFORMATION NETWORK
U.S. Chamber of Commerce

Issue Update

July 6, 1999

THE FUTURE OF U.S.-CHINA TRADE WILL BE DETERMINED IN THE COMING MONTHS. GET READY TO ACT!

BACKGROUND: The U.S. China economic relationship is the single-most important bilateral relationship facing the U.S. business community, with vast potential for development and growth of export markets to 1.2 billion people. It is a relationship that benefits American workers and their families – over 200,000 American jobs are directly linked to U.S. exports to China.

In just a few weeks, Congress will be voting on critically-needed legislation to keep alive this important relationship. Congress will vote on whether to revoke China's Normal Trade Relations (NTR) status. NTR, formerly called Most Favored Nation (MFN), is the normal tariff treatment that the United States grants to virtually all of its trading partners. Denial of NTR status would drastically raise tariffs on Chinese goods imported into the United States, which would impose a $300 tax increase on the average American family. This increase would fall hardest on low-income and working households who could lose their jobs or pay more for consumer goods, such as apparel, footwear, and toys.

In the midst of the debate over China's NTR status, U.S. negotiators are working to finalize a trade agreement with China that would force China to open its markets to American goods and services by lowering tariffs, eliminating quantitative trade restrictions, opening sectors previously closed to foreign participation, and allowing U.S. companies to distribute their goods throughout China. These negotiations are part of China's broader effort to join the World Trade Organization (WTO), the global trading body established to support and promote free and fair trade.

If U.S. and Chinese negotiators are able to conclude a commercially meaningful trade agreement that opens China's markets and paves the way for China's WTO membership then we must work together to ensure that Congress votes to support this agreement by granting China permanent NTR status, a longstanding U.S. Chamber goal.

WE WANT TO MAKE IT EASY!
Call the GAIN Legislative Hotline 1-888-832-GAIN (4246)

To access the system you will need your GAIN ID number which is next to your name at the top of this page. The GAIN Legislative Hotline is a free service offered to all GAIN members.

To make your grassroots participation in our China campaign as easy as possible we have set up the GAIN legislative hotline with all the tools you need to communicate with Capitol Hill. You can-

- Use the fax-on-demand feature to access sample letters to Congress, sample letters to the Editor, background papers, and talking points
- Use the patch through system to be connected to your members of Congress on Capitol Hill
- Get the latest on legislation through the recorded updates on the Hotline

U.S. Chamber of Commerce
Media Relations

Phone: (202) 463-5682 (888) 249-NEWS
Email: press@uschamber.com Washington, DC 20062-2000

NEWS

FOR IMMEDIATE RELEASE
UPON RECEIPT

Contact: Frank Coleman/Andrea Hofelich
202-463-5682/888-249-NEWS/www.uschamber.org

U.S. CHAMBER: CALIFORNIA EXPORTED $2.4 BILLION TO CHINA IN 1998

Normal Trade Relations with China Needed to Maintain Exports

WASHINGTON, DC – A new U.S. Chamber of Commerce international trade report shows that California businesses and workers have a big interest in maintaining normal U.S.-China trade relations: last year, California's exports to China topped $2.4 billion.

"It's important to California's industries and workers to further open China's markets to American products," said Chamber President and CEO Thomas J. Donohue, pointing out that the United States exported approximately $18 billion in goods and services to China in 1998.

"That figure can only grow as China continues to open its markets and becomes more integrated into the world economy," Donohue added.

California's 1998 exports to China totaled $2,472,154,000, ranking it 2nd out of 54 states and territories. Attached is the breakdown by industry sector.

"A policy of engagement with China promotes American interests on issues of vital importance, including security, non-proliferation, the rule of law and human rights as well as trade," said Donohue.

He noted that maintaining normal trade relations (NTR) with China, which would allow foreign goods to be sold in the U.S. with relatively low tariffs, would ensure that U.S. goods receive normal tariff treatment in China as well. This status is extended to virtually every U.S. trading partner and was first granted to China in 1980.

"The annual debate over normal trade relations with China hurts America's ability to compete in the global marketplace," said Donohue. "It's time we permanently extended NTR status to China."

The U.S. Chamber report is based on statistics compiled by the International Trade Administration of the U.S. Department of Commerce and the Census Bureau.

The U.S. Chamber of Commerce is the world's largest business federation, representing more than three million businesses and organizations of every size, sector and region.

END 99-118

" THE WASHINGTON TIMES"

JUNE 1, 1999

P. A15

Let China into WTO

By Thomas J. Donohue

Negotiations on China's accession to the World Trade Organization (WTO) have reached a critical point, and we must move swiftly to resolve outstanding issues. China has made groundbreaking market access commitments, and if the final package brings significant benefits to American businesses and consumers, we should be prepared to support the deal. The U.S. Congress should then grant China permanent normal trade relations (NTR) status, a benefit of WTO membership, so that U.S. companies can take full advantage of China's concessions.

Some in Congress have called for us to unilaterally "get tough" on China and keep it out of the WTO, in the belief that this will advance our efforts to resolve a variety of China-U.S. disputes. This is exactly the wrong approach. Certainly, these disputes require resolution. However, we shouldn't hold hostage the potential to secure significant Chinese market-opening commitments that are required of WTO members.

There are a number of reasons why China should be made part of the WTO. First, in order to join the WTO, China will have to eliminate hundreds of trade barriers that currently obstruct American companies operating there. China is ripe for future development, and its massive needs will create countless opportunities for U.S. companies when they are given the opportunity to compete on a level playing field.

Dealing with the Chinese through the WTO would make trade more predictable. Were China to fail to live up to its WTO commitments, it would be subject to the WTO's multilateral dispute resolution procedures, not just unilateral pressure from Washington. We must insist on full implementation of China's trade concessions. Extending permanent NTR means no more agonizing fights over China's trade status every year — fights that hurt the ability of American businesses to plan ahead. If the Congress does not extend permanent NTR, China would not be bound to honor its commitments to the United States. However, our European and Japanese competitors would be able to seize the benefits of China's more open market.

ZHU RONGJI

Finally, many believe that cutting off trade relations with China would teach the Chinese a lesson — maybe even encourage them to liberalize their economy and political system. The opposite is true. Cutting off trade relations would simply strengthen China's hardliners, making humanitarian goals even harder to achieve. On the other hand, WTO membership will help Premier Zhu and his reform-minded allies to press on with economic liberalization in the face of challenges from those who would prefer to return to the days of greater state control.

We believe China recognizes the long-term interest it has in furthering its progress towards an open economy that is governed by the rule of law. It is critical that the United States recognize our equal stake in China's successful transition to a more market-based economy, for building a framework for free and fair bilateral trade and investment will contribute to stability in our overall relationship.

International trade touches American businesses of all sizes at some level. It is our great hope that the U.S. can reach an agreement with China that will open its markets to American goods, services, agricultural products and investment. If negotiators reach such an agreement, permanent normal trade relations status will come up in Congress, and forward-thinking leaders will have the opportunity to play a role in China's accession. U.S. companies and their workers won't fully benefit from China's market-opening commitments otherwise.

Thomas J. Donohue is president and CEO of the U.S. Chamber of Commerce.

Lee, Malcolm R.

From: WHSR
Sent: Friday, June 04, 1999 8:02 PM
To: Arvizu, Alexander A.; Hammonds, D. Holly; Holtzapple, Richard A.; Keith, James R.; Lee, Malcolm R.; Lieberthal, Kenneth G.; Osius, Theodore G.; Pritchard, Charles (Jack) L.; Schaefer, Matthew P.; Shah, Sonal R.
Subject: CHINA:SpokesmanonSolvi

CLASS: INTERNATIONAL
ORIG: FBIS
PREC: RUSH
TOR: 990604195530 F0347313

F4323
FBIS S 323JUN04
UNCLAS 1B

CHINA: Spokesman on Solving Permanent NTR Problem With US OW0406235399
Beijing Xinhua Domestic Service in Chinese 1616 GMT 04 Jun 99

[FBIS Translated Text] Beijing, 4 Jun (Xinhua) -- Foreign Ministry Spokesman Zhu Bangzao said here today that to ensure the normal development of Sino-US trade and economic relations, the United States should go with the trend of the times and solve the problem of permanent Normal Trade Relations with China at an early date.

He made the above remark while commenting on US President Bill Clinton's announcement on the decision on extending Normal Trade Relations with China this year.

Zhu Bangzao said we have noticed US President Bill Clinton has announced the decision on extending Normal Trade Relations with China this year. As its name implies, Normal Trade Relations is a kind of reciprocal trade arrangement made for each other on the basis of equality. It is the basis for normal trade and economic exchange between China and the United States and it conforms to the interests of China and the United States and the common desire of the people of the two countries.

[Description of source: Beijing Xinhua Domestic Service in Chinese -- China's official news service (New China News Agency)]

 04 JUN
2355z FBIS NNNN
FBIS 06/04/99 19:39:00

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DOCUMENT NO. AND TYPE	SUBJECT/TITLE	DATE	RESTRICTION
001. email	Malcolm Lee to Peter Weissman. Subject: China Briefing for Gene. [partial] (1 page)	06/08/1999	P3/b(3)

COLLECTION:

Clinton Presidential Records
National Economic Council
Malcolm Lee
OA/Box Number: CF 1176

FOLDER TITLE:

China (April to August 1999, Post Zhu Visit) [13]

2010-1024-F
vz1844

RESTRICTION CODES

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P3 Release would violate a Federal statute [(a)(3) of the PRA]
P4 Release would disclose trade secrets or confidential commercial or financial information [(a)(4) of the PRA]
P5 Release would disclose confidential advice between the President and his advisors, or between such advisors [a)(5) of the PRA]
P6 Release would constitute a clearly unwarranted invasion of personal privacy [(a)(6) of the PRA]

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b(3) Release would violate a Federal statute [(b)(3) of the FOIA]
b(4) Release would disclose trade secrets or confidential or financial information [(b)(4) of the FOIA]
b(6) Release would constitute a clearly unwarranted invasion of personal privacy [(b)(6) of the FOIA]
b(7) Release would disclose information compiled for law enforcement purposes [(b)(7) of the FOIA]
b(8) Release would disclose information concerning the regulation of financial institutions [(b)(8) of the FOIA]
b(9) Release would disclose geological or geophysical information concerning wells [(b)(9) of the FOIA]

Malcolm R. Lee
06/08/99 12:26:58 PM

Record Type: Record

To: Peter A. Weissman/OPD/EOP@EOP
cc: See the distribution list at the bottom of this message
bcc: Records Management@EOP
Subject: Re: china briefing for Gene

My sense is we should continue the export control briefing in advance of Podesta's meeting with technology CEO's this week. Tom/Holly: what makes sense in terms of a briefing.

The other areas for China briefing were:

- P3/(b)(3) [001]

- China macro economics: would make sense for Gene to get up to speed on the macro situation in Chinese economy. Rob Wescott and Lael have looked at this closely in a group with Larry Summers. Rob could coordinate a presentation on that.

- China Trade: as we regroup for trade talks makes sense for Podesta group to reconvene review what we need to close a deal -- our bottom lines. This is less of a briefing than decision meeting. WTO trade negotiations could resume at end of month or in July, but noone knows for certain.

I suggest you run this e-mail by Gene to get a reaction.

Peter A. Weissman

Peter A. Weissman

06/08/99 12:08:48 PM

Record Type: Record

To: Malcolm R. Lee/OPD/EOP@EOP
cc:
Subject: china briefing?

do we need to continue any of the briefings we've done or do additional ones? (general on china? etc?)
------------------ Forwarded by Peter A. Weissman/OPD/EOP on 06/08/99 12:08 PM ------------------

Peter A. Weissman

06/06/99 04:16:52 PM

Record Type: Record

To: Malcolm R. Lee/OPD/EOP@EOP

cc:

Subject: china briefing? do we need to continue any of the briefings we've done or do additional ones? (general on china? etc?)

Message Copied To:

Melissa G. Green/OPD/EOP@EOP
Sharon H. Yuan/OPD/EOP@EOP
Lael Brainard/OPD/EOP@EOP
D Holly Hammonds/OPD/EOP@EOP
Robert F. Wescott/OPD/EOP@EOP
Thomas A. Kalil/OPD/EOP@EOP

EARP_GORDANA@ustr.gov
06/08/99 09:05:00 AM

Record Type: Record

To: Malcolm R. Lee@eop

cc:
Subject: the 2 pager

there was a typo in what I sent out last night at the end which said "not" section 201; please see attached correction

Malcolm R. Lee
06/08/99 11:03:42 AM

Record Type: Record

To: See the distribution list at the bottom of this message

cc:
Subject: Guidance on China

--------------------- Forwarded by Malcolm R. Lee/OPD/EOP on 06/08/99 11:02 AM ---------------------------

Richard L. Siewert
06/08/99 10:59:32 AM

Record Type: Record

To: Erica S. Lepping/WHO/EOP@EOP

cc: See the distribution list at the bottom of this message
Subject: Better Guidance on China

Q: Have you set a date to return to the negotiations?

A: We have clear indications that China remains very engaged in this process, and very interested in joining the WTO this year.

At this juncture, we have not set a date to reconvene negotiations.

Q: Does this mean you are abandoning a one-vote strategy?

A: Let's not let the process get ahead of the substance. We need to conclude a comercially viable agreement. We hope to conclude it in time for consideration before the annual MFN process has ended.

Message Copied To:

Malcolm R. Lee/OPD/EOP@EOP
ziegler_jay@ustr.gov@INET@VAXGTWY
Charles M. Brain/WHO/EOP@EOP
Melissa G. Green/OPD/EOP@EOP
Sharon H. Yuan/OPD/EOP@EOP
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Malcolm R. Lee
06/08/99 06:29:55 PM

Record Type: Record

To: Melissa Green, Sharon H. Yuan/OPD/EOP

cc:

Subject: Background for Principals Meeting

Hillpointsmay26.d quota1pagerjune5.d

wklyjune4.doc

1. Talking Points for Hill Calls (Stein has asked for Feedback from Calls by Principals to Members by Thursday)

2. One Pager on Costs of Quota Bill (draft)

WIll also send you latest Commerce trade numbers, CEA charts, CEA internal study of quota bill, and interagency paper on global steel initiative. You may also want to include the weekly entry I sent forward on steel last week. Disregard the weekly item above.

NTR Outlook

House Ways and Means held a hearing Tuesday on the annual renewal, and plans to mark up during the week of June 21. According to Larry Stein, Ways and Means would prefer to hold the vote on annual renewal before the July 4 recess, so they can return home with the vote behind them. They are flexible and open to our views. Hastert continues to be a strong supporter of NTR renewal and continued economic engagement, while we address our differences on espionage and other issues forthrightly.

Key Points on China WTO/NTR

- As you know, the President sent to Congress on June 3 his recommendation to renew NTR. We want to work closely with you on renewal, and on concluding and bringing home the benefits of a strong WTO agreement with China..

- We firmly believe continued clear-eyed engagement vital to advancing U.S. interests. Interested in your views on how the renewal vote looks this year. Do you believe we have the votes?

- As you know, we are still in talks with the Chinese on WTO accession. A strong deal would bring enormous benefits to American businesses, agriculture and workers. No higher priority on our economic agenda.

- Made significant progress in the run up to Premier Zhu Rongji's visit to the Washington last month. While we came close, we were unable to resolve a few important issues.

- Have made clear to Chinese we are prepared to reengage. We are working hard to lay groundwork to do so. In both countries interest. China has made clear they need to see the results of our investigation into the tragedy in Belgrade.

- We plan to send a senior emissary to China to brief them on the results of our investigation. This could happen in the coming weeks.

- It is our hope that this will allow us to put the tragic accident in Belgrade behind us and move on to the WTO talks and other important matters in our relationship. Ultimately, we believe the Chinese will want to reengage. We are prepared for what may be difficult negotiations when the Chinese reengage.

- We are making clear to Chinese that 1) time is of the essence -- securing NTR will become much more difficult as time passes; 2) final package must include consensus reached on April 8, as well as address remaining issues. We would appreciate your reinforcing these messages.

- President has made clear that he wants to work closely with Congress to secure permanent NTR on the basis of a strong WTO agreement. This is the only way the U.S. will harvest the benefits of what could be an historic market opening of China.

- Very interested in your views on how we should move forward on this.

  - Do you believe the support is there for securing permanent NTR on the basis of a strong agreement?

  - What do you think is the best timing?

(What is the Administration's position on a one-vote strategy?)

- Some have discussed a one-vote strategy. Our view is that we should not let the process get ahead of the substance. We need to conclude a commercially viable agreement. We hope to conclude it in time for consideration before the annual NTR process has ended. We would, nevertheless, like to preserve the option of one vote.

for Valenti meeting

Malcolm R. Lee
05/07/99 09:52:19 AM

Record Type: Record

To: Melissa G. Green/OPD/EOP@EOP, Lael Brainard/OPD/EOP@EOP

cc:
Subject: Meeting with Valenti this morning

I have answers to all of these questions, will brief gene, but give him this background on CHina. I need to go to the Larry Stein China meeting. ML

---------------------- Forwarded by Malcolm R. Lee/OPD/EOP on 05/07/99 09:51 AM ---------------------------

Malcolm R. Lee
05/07/99 09:42:13 AM

Record Type: Record

To: lund_christina@ustr.gov@INET@VAXGTWY

cc:
Subject: Meeting with Valenti this morning

Tried to reach you last night. Can you page me at 757-5000? Valenti sees Sperling at 11:00, China is one of the items on agenda. I am away from my office until noon. A few questions.

From what we gave the Chinese in Beijing two weeks ago, we have all of their issues covered, and left room for negotiation. What I need is any readout you have on MPAA's own meetings with Chinese officials, and whether you believe the Chinese have shown any receptivity to our suggestions. I recall one Chinese official said that a private Valenti side letter might form the basis for addressing the revenue sharing issue (due to their concerns about demands from other countries).

Status of MPAA Issues (as MPAA has listed issues in their one-pager)

- Motion picture imports: our request covers their request for an additional 7 films per year in the first year and an additional 7-8 films in the second year.

- Motion Picture Distribution: We have requested a market access commitment for film distribution services. This would cover distribution by foreign companies. How are we addressing allowing two or more Chinese companies to distribute foreign film in China?

- Video Distribution Services: We have asked for the ability to form majority joint ventures by January 1, 2001 and 100 percent wholly owned subsidiaries by January 1, 2003. MPAA says that majority ownership "would be wonderful", but would settle for minority owwnership.

- Construction renovation, ownwership and control of Cinemas: MPAA calls Chinese commitment to allow majority ownership in three years to construct and renovate cimemas in China with management contracts for operating cinemas in one year "wonderfu but not meaningful unless China also increases market access for foreign films". Access is addressed in the other items in our latest request.

- Tariffs: We have asked that custums valuation of films be based onthe value of the carrier medium, or a specific rate of duty. MPAA seeks value of carrier media valuation, or zero tariffs on film. What specific rate of duty are we targetting?
-

Melissa G. Green
06/01/99 01:08:37 PM

Record Type: Record

To: Lael Brainard/OPD/EOP@EOP, Malcolm R. Lee/OPD/EOP@EOP, Sharon H. Yuan/OPD/EOP@EOP

cc: Brian A. Barreto/OPD/EOP@EOP, Jonathan A. Kaplan/OPD/EOP@EOP, Jackson T. Dunn/WHO/EOP@EOP, Lisa Green/OPD/EOP@EOP

Subject: BRT for Briefing Book

The BRT is bringing in 7 people tomorrow to meet with Gene, Rubin, Podesta, and Summers. Besides this being an introduction to Summers meeting it is also to discuss China. That is what they want to discuss. Assuming Gene is well prepped for today's 2:30pm meeting he should be okay, but we should think of this from a business perspective and make sure that we have armed Gene with good ammunition to win back the business community. Please -- this is very important.

Brian for the briefing paper you need to know that three task force heads are coming

Dana Mead
Tenneco
Chairman BRT

William T. Esrey
Sprint Corporation
Human Resources Task Force Chairman

Philip M. Condit
Boeing Company
International Trade and Investment Chairman

and 7 other CEOs will join (Pete will get the list soon).

Esrey may be asked to oversee the Businesslinc-BRT partnership that Rubin and Dana Mead have discussed. If Esrey does not do it, they will set up as an adhoc task force and will likely be chaired by the head of Texaco (get his name) who is presently expanding his own minority supplier and seems fired up about this stuff (see what you can find out about this).

I have talked with Pat Engman at theBRT and she will let Dana Mead know that Gene is interested in bringing this up and will make sure it is on the agenda.

Sharon H. Yuan 06/01/99 12:26:18 PM

Record Type: Record

To: See the distribution list at the bottom of this message

cc:
Subject: Paper for tomorrow

Please have all paper for Lael's briefing materials by COB today. Thanks.

10:00-11:00
Meeting W/ George Munoz @ Rm 231; RE: Maritime (ROBYN)

11:00-12:00
DC on Ukraine (SHAH)

3:00-4:00
CEA Labor/Trade Issues Meeting w/ AFL-CIO (SAMANS)

4:00-5:00
Cal Cohen, ECAT @ Rm 231 (LEE); RE: China WTO

5:00-6:00
Deputies Meeting on WTO Round @ Rm 180 (HAMMONDS/SCHAEFER)

5:45-
Business Roundtable

Message Sent To:

D Holly Hammonds/OPD/EOP@EOP
Lori Hendricks/OPD/EOP@EOP
Malcolm R. Lee/OPD/EOP@EOP
Bruce McNamer/OPD/EOP@EOP
Richard M. Samans/OPD/EOP@EOP
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Robert F. Wescott/OPD/EOP@EOP
Sonal R. Shah/NSC/EOP@EOP

CHINA MFN DETERMINATION--TIMING CONSIDERATIONS

SUMMARY

The President's Jackson-Vanik/MFN waiver authority under section 402 of the Trade Act on 1974 (Pub. L. No. 93-618), as amended (hereinafter "Act"), expires at midnight of July 2 each year. Such authority may be extended annually if the President determines and reports to Congress that extension of the waiver will substantially promote the freedom-of-emigration objectives of section 402. If such a report is made, the waiver authority continues in effect unless disapproved by Congress--either generally or with respect to a particular country--within "60 calendar days after the date the authority would expire but for the extension". H.R. Rep. No. 103-575, 103d Cong., 2nd Sess., p. 2 (June 30, 1994). Under amendments to title IV adopted as part of the Customs and Trade Act of 1990 (Pub. L. No. 101-382), disapproval shall take the form of a joint resolution disapproving the extension of the President's authority to waive the Act's freedom of emigration requirements. If the joint resolution is vetoed, Congress has until the later of 15 "legislative days" (as defined in section 154(b) of the Act) after receipt of the veto message or 60 calendar days after expiration of the existing authority to vote to override the veto.

DISCUSSION

- Under section 402(c)(2) of the Trade Act of 1974, 19 U.S.C. 2432(c)(2), the President may [during any period subsequent to the 18 month period beginning on the date of enactment of the Act, i.e., January 3, 1975] waive by executive order the application of the MFN trade restrictions of subsections 402(a) and (b) (the Jackson-Vanik provisions), if he reports to Congress: (i) his determination that the waiver will substantially promote the freedom of emigration objectives of section 402; and, (ii) his receipt of assurances that the emigration practices of the affected country will henceforth lead substantially to the achievement of the objectives of section 402. Such a waiver is in effect for China.

- Under section 402(c)(3), a waiver with respect to any country terminates automatically on the day after the waiver authority ceases to be effective, i.e., the waiver terminates on July 3 of each year.

- However, under section 402(d)(1) of the Act, the President may recommend to Congress the extension of the waiver authority, and the extension of waivers currently in force for specific countries, if he determines that this will "substantially promote the objectives" of section 402. Any such extension recommendation shall be made "not later than

30 days before the expiration of such authority," (i.e., not later than June 3 of each year); shall be made in a document transmitted to both the House and Senate, setting forth the rationale for recommending extension of the waiver authority; and, shall include both a determination that such extension will "substantially promote the objectives of" section 402 and the rationale for such a determination.

- If the President makes such a recommendation, the waiver shall continue for an additional 12 calendar months, (i.e., until midnight of July 2 of the following year), "unless a joint resolution described in section 153(a) is enacted into law pursuant to the provisions of paragraph [402(d)](2)." Under section 402(d)(2), Congress has 60 days beginning on the date the waiver authority would expire (i.e., midnight, July 2) to adopt the joint resolution of disapproval. If the President vetoes the joint resolution, Congress has until the later of either the last day of the 60 day period or "the last day of the 15-[legislative] day period...beginning on the date Congress receives the veto message from the President" to override the veto.

- If the joint resolution of disapproval is enacted into law, the waiver authority applicable to any country subject to the joint resolution ceases to be effective the day after the 60-day period beginning on the date of enactment of the joint resolution.

Recap of Relevant Dates

June 3: If the President wishes to extend the waiver of the Trade Act's Jackson-Vanik provision for another 12-month period, he should do so by transmitting the necessary determination and report to both houses of Congress on or before Monday, June 3.

July 2: Absent presidential action to extend the waiver, the extension (and with it, MFN treatment) expires by force of law on midnight, Tuesday, July 2. In the absence of an extension of the waiver, China would no longer be eligible for MFN tariff treatment for its goods. [Note: this could result in a suspension, in whole or in part, of the 1979 U.S.-PRC bilateral Agreement on Trade Relatuons, 31 UST 4651, Art. II of which provides for reciprocal MFN treatment.] If this were to occur, it appears that the President could only restore MFN treatment for China (pursuant to sections 404(a) and 405(c) of the Act) by issuing a proclamation and obtaining congressional approval in the form of a joint resolution as described in section 151(b)(3).

August 31: If the President timely exercises his 402(d) authority to extend the waiver, Congress would have 60 days from the date the existing authority would have expired within which to adopt a joint resolution of disapproval, i.e., until August 31.

Related Timing Issues

- The time limits for waiver extension under section 402(d) are fixed by statute and are, therefore, not variable by Executive action. The 60-day period is keyed to the date of expiration of the current waiver authority, and not the date of submission of a recommendation that the waiver be extended. The President thus could not legally "advance the hands of the waiver extension clock" (thereby making earlier the date by which Congress would have to issue its joint resolution of disapproval) by making his extension recommendation prior to June 3 . The point is that the dates when the waiver extension takes effect and when Congress must act are not variable absent a change in the law.

- Because the language of the relevant provisions of the Trade Act is so clear and unambiguous with respect to the 12-month extension recommendation limitation, it is also legally impossible for the Executive to move to multi-year waiver extensions absent a change in the law.

UNCLASSIFIED FAX
FROM THE NATIONAL SECURITY COUNCIL
AND THE NATIONAL ECONOMIC COUNCIL
OF THE WHITE HOUSE

SENDER: MALCOLM LEE, **INTERNATIONAL GROUP**

WH PHONE: 202-456-9299 4 PAGES INCLUDING COVER SHEET
WH FAX: 202-456-9290

SUBJECT: MFN RENEWAL TIMING

TO:	**FAX:**	**PHONE:**
GENE/MELISSA/LAEL		

THIS LAYS OUT TIMING OF ANNUAL MFN RENEWAL, AS REQUESTED BY GENE.
~~IS PUT IN SUMMARY FOR 8:00 TOMORROW.~~

UNCLASSIFIED FAX

THE WHITE HOUSE

WASHINGTON

May 21, 1999

ACTION

MEMORANDUM FOR SAMUEL BERGER
GENE SPERLING
LARRY STEIN

FROM: MALCOLM R. LEE

SUBJECT: Reply to Letter from Senator Baucus in Support of Permanent NTR for China

Attached is a memorandum to the President and proposed reply to a letter from Senator Baucus and twenty nine other Senators in support of permanent NTR for China. I understand that Senator Baucus spoke with the President this week about this subject.

Concurrence by: Jim Keith, Dan Shapiro

Attachment
Tab I Memorandum to the President
Tab A Draft Reply to Senator Baucus
Tab B Incoming Correspondence

THE WHITE HOUSE

WASHINGTON

ACTION

MEMORANDUM FOR THE PRESIDENT

FROM: SAMUEL BERGER
GENE SPERLING
LARRY STEIN

SUBJECT: Letter from Senator Baucus and other Senators in Support of Permanent NTR for China

Purpose

To reply to a letter from Senator Baucus, Senator Chafee and twenty eight other Senators in support of granting China permanent Normal Trading Relations status (NTR).

Background

A bipartisan group of thirty Senators has written to you in support of granting China permanent Normal Trading Relations status upon conclusion of a strong bilateral agreement with China relating to its accession to the World Trade Organization. Your reply states your strong support for securing permanent NTR this year in the context of such an agreement, and expresses your desire to work closely with Senator Baucus and Congress to achieve this objective.

RECOMMENDATION

That you sign the letter at Tab A.

Attachment
Tab A Letter to Senator Baucus
Tab B Incoming Correspondence

cc: Vice President
Chief of Staff

THE WHITE HOUSE

WASHINGTON

Dear Max:

I want to thank you for your letter in strong support of granting Permanent Normal Trading Relations status to China n the context of a strong bilateral agreement on China's accession to the World Trade Organization. I wholeheartedly support normalizing our trade relationship with China on a permanent basis this year if we successfully conclude such an agreement.

Bringing China into the WTO on strong commercial terms is clearly in America's interest, and in the interest of the global trading system. It will open Asia's largest and fastest growing economy to U.S. agricultural, manufacturing and services export, integrate China into a rules-based trading system, and advance fundamental, historic economic reforms and the rule of law.

Ambassador Barshefsky made significant progress in these negotiations in the weeks before Premier Zhu's visit to Washington. Important issues remain, but I believe these can be bridged with determination and flexibility on both sides. As you know, the recent tragic accident in Belgrade and subsequent events in Beijing have not made this task easier. Nevertheless, both sides share a mutual interest in the success of these talks, and I am confident that we can achieve a strong and workable agreement.

I greatly appreciate your support, and the support of your colleagues, on this subject. I want to work closely with you as we go forward in pursuit of this shared goal.

Sincerely,

The Honorable Max Baucus
United States Senate
Washington, D.C. 20510

United States Senate

WASHINGTON, DC 20510

May 14, 1999

President William Jefferson Clinton
The White House
Washington, D.C.

Dear Mr. President,

We are writing to encourage you to finalize bilateral negotiations over Chinese accession to the WTO. For our part, upon conclusion of a market access agreement that clearly advances our economic interests in China, we are committed to granting China permanent Normal Trading Relations status.

Despite the events of this past week in Belgrade and China, it is critical that we focus on what is important to America's national interest. Incorporating China into the global trade community through WTO membership; encouraging China to follow internationally accepted trade rules; opening Chinese markets to our manufactured goods, agricultural products, and services; and helping to anchor the economic reform process underway in China, all serve our national interest. The recent events in Belgrade and Beijing are reason neither to weaken those commitments made during Premier Zhu Rongji's visit last month nor to delay conclusion of the accession process.

We look forward to working with you to ensure an early conclusion of these negotiations and China's accession to the WTO.

Sincerely,

Max Baucus

John H. Chafee

Jay Rockefeller

Don Nickles

John Breaux

Chuck Grassley

Patty Murray

Pat Roberts

George V. Voinovich

President William Jefferson Clinton
May 14, 1999
Page Three

Craig Thomas

Max Baucus
John H. Chafee
Jay Rockefeller
Don Nickles
John Breaux
Chuck Grassley
Dianne Feinstein
Ted Stevens
Tom Daschle
Frank Murkowski
Mitch McConnell
Larry Craig
Orrin Hatch
Conrad Burns
Chuck Hagel
Daniel Inouye
Patty Murray
Harry Reid
Sam Brownback
Bob Kerrey
Pat Roberts
Rod Grams
Daniel K. Akaka
George Voinovich
Ron Wyden
Jeff Bingaman
Richard H. Bryan
Gordon Smith
Slade Gorton
Craig Thomas

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DOCUMENT NO. AND TYPE	SUBJECT/TITLE	DATE	RESTRICTION
002. draft	Agenda and Briefing Paper for Principals Committee Meeting on China. Record ID: 9904135. (3 pages)	06/01/1999	P1/b(1)

COLLECTION:
Clinton Presidential Records
National Economic Council
Malcolm Lee
OA/Box Number: CF 1176

FOLDER TITLE:
China (April to August 1999, Post Zhu Visit) [13]

2010-1024-F
vz1844

RESTRICTION CODES

Presidential Records Act - [44 U.S.C. 2204(a)]

P1 National Security Classified Information [(a)(1) of the PRA]
P2 Relating to the appointment to Federal office [(a)(2) of the PRA]
P3 Release would violate a Federal statute [(a)(3) of the PRA]
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C. Closed in accordance with restrictions contained in donor's deed of gift.
PRM. Personal record misfile defined in accordance with 44 U.S.C. 2201(3).
RR. Document will be reviewed upon request.

Freedom of Information Act - [5 U.S.C. 552(b)]

b(1) National security classified information [(b)(1) of the FOIA]
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DOCUMENT NO. AND TYPE	SUBJECT/TITLE	DATE	RESTRICTION
003. email	White House Situation Room to Alexander Arvizu, Anthony Blinken, Keirn Brown, et al. Subject: China WTO Miscellany. (2 pages)	05/27/1999	P1/b(1)

COLLECTION:

Clinton Presidential Records
National Economic Council
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DOCUMENT NO. AND TYPE	SUBJECT/TITLE	DATE	RESTRICTION
004a. draft	Memorandum for Samuel Berger and Gene Sperling from James Keith. Subject: Annotated Agenda for Principals Committee Meeting. Record ID: 9904165 (6 pages)	06/01/1999	P1/b(1)

COLLECTION:

Clinton Presidential Records
National Economic Council
Malcolm Lee
OA/Box Number: CF 1176

FOLDER TITLE:

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DOCUMENT NO. AND TYPE	SUBJECT/TITLE	DATE	RESTRICTION
004b. agenda	Principals Committee Meeting on China. Record ID: 9904135. (1 page)	05/28/1999	P1/b(1)

COLLECTION:
Clinton Presidential Records
National Economic Council
Malcolm Lee
OA/Box Number: CF 1176

FOLDER TITLE:
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2010-1024-F
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DOCUMENT NO. AND TYPE	SUBJECT/TITLE	DATE	RESTRICTION
004c. paper	Principals Discussion Paper. Record ID: 9904165. (4 pages)	06/01/1999	P1/b(1)

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Malcolm Lee
OA/Box Number: CF 1176

FOLDER TITLE:

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005. agenda	Principals Committee Meeting on China. Record ID: 9904135 (1 page)	06/01/1999	P1/b(1)

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