Ronald Reagan Presidential Library Digital Library Collections

This is a PDF of a folder from our textual collections.

Collection: deGraffenreid, Kenneth E: Files Folder Title: Technology Transfer - Miscellaneous (03/01/1982-04/15/1982)

Box: RAC Box 28

To see more digitized collections visit: https://www.reaganlibrary.gov/archives/digitized-textual-material

To see all Ronald Reagan Presidential Library inventories visit: https://www.reaganlibrary.gov/archives/white-house-inventories

Contact a reference archivist at: reagan.library@nara.gov

Citation Guidelines: https://reaganlibrary.gov/archives/research-support/citation-guide

National Archives Catalogue: https://catalog.archives.gov/

WITHDRAWAL SHEET

Ronald Reagan Library

Collection Name DEGRAFFENREID, KENNETH: FILES

Withdrawer

LOJ

9/2/2016

File Folder

TECHNOLOGY TRANSFER-MISCELLANEOUS 03/01/1982-

04/15/1982

FOIA

F02-0083/01

Box Number

28

PRADOS

2820

			2020		
ID	Doc Type	Document Description	No of Pages	Doc Date	Restrictions
		· · · · · · · · · · · · · · · · · · ·			
179990	FOLDER	MEMO, LETTERS, CABLES, AND NOTES	11	3/2/1982	B1

The above documents were not referred for declassification review at time of processing

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]

C. Closed in accordance with restrictions contained in donor's deed of gift.

WITHDRAWAL SHEET

Ronald Reagan Library

Collection Name

Withdrawer

DEGRAFFENREID, KENNETH: FILES

LOJ 9/2/2016

File Folder

FOIA

TECHNOLOGY TRANSFER-MISCELLANEOUS 03/01/1982-

F02-0083/01

04/15/1982

PRADOS

Box Number

28

2820

IDDocument Type **Document Description** No of Doc Date Restric-

pages

tions

179990 FOLDER

3/2/1982 11

B1

MEMO, LETTERS, CABLES, AND NOTES

The above documents were not referred for declassification review at time of processing 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]
- C. Closed in accordance with restrictions contained in donor's deed of gift.

3 May

NATIONAL SECURITY COUNCIL

Silk File

This may be of intent re: wed's tech transfer meeting (I didn't read it) sland to file when you're feinished.

ten

file: Teck-turfer

OFFICE OF THE UNITED STATES TRADE REPRESENTATIVE EXECUTIVE OFFICE OF THE PRESIDENT WASHINGTON 20506

March 11, 1982

TO : Members of the Trade Policy Staff Committee

FROM : Frederick L. Montgomery, Chairman

SUBJECT: Subcommittee on High Technology Trade Issues

There is established a TPSC Subcommittee on High Technology Trade Issues. The Subcommittee will be chaired by Steve Falken.

If your agency wishes to participate in the work of this subcommittee, please phone the name of your agency's representative to Carolyn Frank by close of business, Friday, March 12.

The first meeting of this group is scheduled for Monday, March 15, 2:00 p.m., Room 403, USTR. The principal subject on Monday's agenda is a review of the already circulated paper on the treatment of the advanced technology issue at the GATT Ministerial.

PCC 3/15 1

ADVANCED TECHNOLOGY

Preparations for the GATT Ministerial

I. Objectives for the Ministerial

The immediate objective for the GATT Ministerial is to gain a commitment to undertake a work program on trade in advanced technology goods. The commitment to a work program should be underscored by a political statement emphasizing the seriousness with which the contracting parties view the trade issues of the advanced technology sector.

The work program would:

- collect information on the patterns of trade in high technology goods and services;
- 2) inventory the barriers and disincentives to trade in high technology.

II. Justification for Item on the Agenda

Government involvement in high-technology industries is increasing. While the GATT, UN and OECD address some aspects of the advanced technology issues, some sectors (e.g., information services) and some government interventions (e.g., target industry practices) have not been covered adequately by international discipline. Efforts are underway in some of these forums to discuss and/or negotiate solutions to some of these problems. However, an exercise that focuses on high-technology trade, and yields results that (1) reinforce efforts in other areas and (2) develops initiatives that resolve problems unique to high-tech industries not being considered elsewhere, could be an important and perhaps critical element in a program to achieve maximum market access for high-tech trade.

Growing Importance of the Sector:

High technology goods make a significant contribution to the U.S. export balance. The Department of Commerce calculates that high technology manufactured exports contributed a net positive \$31 billion to the U.S. trade balance in 1981. Simultaneously, the U.S. world market share in these same goods has been slowly declining. This signals a declining competitiveness.

High Technology products are assuming similar importance in the trade of other industrialized countries. Japan, Germany, and France are all major producers of advanced technology products. High-tech exports form an increasingly large share of their total exports, providing incentive for these countries' participation in efforts to keept markets for these products open.

V

Impact on Other Sectors:

The growth and prosperity of high-technology industries is also a key factor in the growth and prosperity of other sectors of the industrial base through forward and backward linkages. The relationship between industrial sectors makes the productivity enhancement that high-technology industries provides even more import in terms of the productivity and competitiveness of a country's industrial base. The positive impact of these linkages reaches across borders, and recognition of this factor should be an important part of preparations for achieving consensus necessary for effective multilateral discussion of the issue.

Unique Characteristics of Hi-Tech Industries:

High Technology industries have certain unique characteristics that in themselves create problems to which the international trading system is not designed to be responsive. These include:

- -- Rapid change in production processes and the short product life cycle. Administrative procedures for trade actions are usually cumbersome and time consuming. Under normal circumstances this rightfully reflects the desire to avoid unjustified restrictions on trade.
- -- Research and Development and "know-how" are a critical factor input. In these industries policies which have been considered strictly domestic concerns such as patent and trademark procedures and laws can be restrictions on trade.
- -- Marketing frequently involves new products. Where markets are not established there is greater opportunity for using pricing and other techniques to pre-empt a market. Traditional techniques for evaluating fair market practices do not work.
- -- The newness of products and processes has led to infant industry rational being resurected to protect these industries. This kind of argument is invalid in the case of high-technology industries.

III. Domestic and International Context

A. Domestic Context

In response to our initial consultative efforts on this issue, the Congress and the private sector appear supportive of the objectives. With few exceptions, the major companies in these industries feel that they can compete effectively in world markets if unfair foreign trading practices and barriers to trade, investment and technology flows are eliminated. In the absence of a

clear U.S. program to eliminate these barriers pressures from the private sector to adopt protectionist measures may increase. Working with Congress in their current deliberations over reciprocity legislation, revision of the Telecommunications Act and new negotiating authority could develop additional "carrots and sticks" to promote U.S. objectives for this sector.

The ACTN, LPAC, and ISAC's are being consulted on an advanced technology initiative both in the context of on-going U.S.-Japan trade bilaterals and as a multilateral exercise to be given impetus by the GATT Ministerial. There is general enthusiasm for initiatives in the advanced technology sectors, although the labor advisors have certain reservations. Labor has raised the concern that further lowering of U.S. tariff barriers and international barriers to capital and technology could lead to net negative flows and deleterious results for the U.S. economy and the national work force.

Contributions from all domestic sources are being evaluated by a Cabinet Council on Commerce and Trade Task Force on the problems of high technology industries. The product produced by this task force will provide the basis for a detailed proposal for the GATT Ministerial. A study to identify tariff line items that would be part of a GATT program is underway and will include:

- -- electronics and telecommunications;
- -- pharmaceuticals and medical equipment;
- -- industrial inorganic chemicals;
- -- scientific instruments;
- -- plastic materials and synthetic resins, rubber, and fiber; and
- -- aircraft parts and avionics.
- B. International Context

Since most countries, developed and developing alike, consider the establishment of high technology industries a matter of national economic and security policy, many would perceive efforts by the U.S. Government to liberalize barriers as an attack on their domestic economic growth techniques designed to foster these industries. Developing countries might construe "liberalization" as a conspiracy among the developed countries to hold back the developing countries in the high technology field.

IV. Timetable

The U.S. will develop a detailed proposal for a GATT work program in the high-technology area incorporating both the work of the Cabinet Council on Commerce and Trade Task Force on High-Technology Industries and the bilateral consultative mechanisms with Japan and the EC. By early May a preliminary proposal would be presented to selected foreign delegations. By June an official proposal could be made.

Prepared by MKThompson; tle CGID/OISP x-4466 March 11, 1982; Revised 3/15/82 Wang No. 1005Q

Clearances: Commerce/Bill Finan/U/T

ADVANCED TECHNOLOGY USTR Vers, - Preparations for the GATT Ministerial

I. Objectives for the Ministerial

The immediate objective for the GATT Ministerial is to gain a commitment to undertake a work program on trade in advanced technology goods. This work program would:

- review policies and practices that affect trade in the high technology sector; this would include examination of barriers and disincentives to trade in advanced technology goods and related services;
- 2) examine how these barriers and disincentives are dealt with under the GATT and the MTN codes and to what extent a new agreement is necessary to deal with the unique elements of this sector; and
- 3) determine what other specific steps are needed to deal with the trade problems of the advanced technology sector.

The commitment on a work program should be underscored by a political statement emphasizing the seriousness with which the contracting parties view the trade issues of the advanced technology sector.

A. Justification for Item on the Agenda

The developed and newly industrializing nations of the world are devoting increasing resources to "knowledge-intensive" industries, such as electronics, telecommunications, aviation, fiber optics, robotics, nuclear power generation and bio-technology. Advanced technology industries are themselves an important source of employment and growth; however, the increased productivity in basic industries resulting from the recent application of advances in the micro-electronics sector to information processing and industrial automation may be even more significant for economic growth. Furthermore, advanced technology sectors are seen by virtually all nations as critical to national security as well as to economic growth and international competitiveness.

The public recognition of the overall importance of the advanced technology industries has led directly to an increased level of government involvement in these

industries. In some countries, there are formal, coordinated government efforts employing a broad range of policy instruments which are designed to promote the development of This augmented level of government these sectors. involvement in advanced technology industries in both the developed and newly industrializing nations, combined with an exploding rate of product innovation and rapid market growth, could prove a serious threat for the current trading system. While the GATT, UN and OECD address some aspects of the advanced technology issues, some sectors (e.g. information services) and some governmental interventions (e.g., industry targetting) have not been covered adequately by international discipline.

High technology goods are the largest contributors to a positive U.S. export balance with exception the agricultural commodities. Department of Commerce The high technology manufactured estimated that contributed a net positive \$8.3 billion to the U.S. trade balance in 1980. Simultaneously, the U.S. world market share in these same goods has been slowly declining. Some believe that the U.S. dominance in many advanced technology goods has decreased to the point that various trade barriers and other foreign governmental interventions can seriously erode the future ability of domestic firms to compete in world markets. This slippage in international competitiveness in advanced technology products could lead to retardation of aggregate domestic economic growth and the ability to adjust increased imports in other sectors by the positive transfer of labor and capital resources to the technology intensive sectors.

II. Domestic and International Context

A. Domestic Context

In response to our initial consultative efforts issue, the Congress and the private sector appear supportive of the objectives. U.S. advanced technology industries have been in the forefront of those supporting a liberal trading system. With few exceptions, the major companies in these industries feel that they can compete effectively in world markets if unfair foreign trading practices and barriers In trade, investment and technology flows are eliminated. the absence of a strong initiative by the U.S. Government liberalize these areas, these same companies can be expected to respond with corporate strategies that may be inconsistent with the overall national interest (e.g., requirements for local content, export performance investment in order to maintain or achieve access to markets, or retreating from production where market prices fail to meet costs). Some of these companies, in the context of increased competition in the American market place and frustration on export access, might also support a change in national policy directed at restricting access to the U.S. market.

well The Congressional trade committees as as committees are thoroughly familiar with the desire of some U.S. high technology industries (e.g., telecommunications, heavy electrical equipment and semiconductors) for reciprocal fair access to foreign markets. Further consultation to explain the Administration's approach to resolving the issues of primary importance to the high technology industries will have to be undertaken. Specific negotiating authority is not an essential prerequisite to undertaking the Ministerial initiatives. However, working with Congress in their current deliberations over reciprocity legislation, revision of the Telecommunications Act and new negotiating authority could develop additional "carrots and sticks" promote U.S. objectives for this sector.

The ACTN, LPAC and ISAC's are being consulted on an advanced technology initiative both in the context of on-going U.S.-Japan trade bilaterals and as a multilateral exercise to be given impetus by the GATT Ministerial. There is general enthusiasm for initiatives in the advanced technology sectors, although the labor advisors have certain reservations.

Labor advisors have indicated support for improved access to foreign markets, particularly in the context of increased and possibly unfair foreign competition in the U.S. market for high technology products such as communications equipment, computers and semiconductors. They have also raised the concern that further lowering of U.S. tariff barriers and international barriers to capital and technology could lead to net negative flows and deleterious results for the U.S. economy and the national work force. Although labor would like to see greater use of existing rules against unfair trade practices as the more immediate response to this sector's problems, they do not oppose this initiative.

The ACTN has established a committee to analyze the high technology issues, and will begin discussions at their mid-March meeting. Additionally, an ad hoc group of the ISAC's is being formed to study this issue and they, too, will begin work in mid-March. These groups will be asked to help us define the research and development issue, identify which industries should be covered by the high technology initiative, and to review progress on the range of high technology issues underway in various fora.

B. International Context

Marker 16

Since most countries, developed and developing alike, consider the establishment of high technology industries a matter of national economic and security policy, many would perceive efforts by the U.S. Government to liberalize barriers as an attack on their domestic economic growth techniques designed to foster these industries. Developing countries might add a North-South twist to that argument, perhaps construing "liberalization" as a conspiracy among the developed countries to hold back the developing countries in the high technology field.

While the advanced technology trade issue has been mentioned frequently in conversations between the U.S. and our major trading partners and formal discussions have been proposed, no side has gone very far in making explicit the objectives of such an undertaking or in suggesting a work plan for reaching those objectives. Potentially sensitive issues relating to subsidies, antidumping and safeguards would need to be quietly explored with our major trading partners in order to lay the groundwork for a formal Ministerial proposal. Developing country concerns also would have to be addressed in detail.

III. Timetable

The Cabinet Council on Commerce and Trade has commissioned the Department of Commerce to undertake a study on the competitiveness of U.S. high technology industries. The study is not expected to be completed prior to late April. A complete development of U.S. policy, both domestically and internationally, in this area must await the Cabinet level consideration of the Commerce report. However, private sector, Congressional and bilateral consultations should continue during this period in order to keep open the possibility of a high technology sector initiative at the Ministerial.

At the same time, we should continue with bilateral subcabinet trade discussions with Japan on this issue. A positive dialogue could indicate the multilateral potential of this sectoral approach. Efforts to obtain Japanese support for this initiative at the earliest possible date should be emphasized.

By no later than the April-May period, a preliminary but more detailed proposal of U.S. thoughts on the high technology area would be presented to selected foreign delegations. By June, an official proposal could be made.

E.O. 11652:

TAGS:

SUBJECT: HIGH TECHNOLOGY ON GATT MINISTERIAL AGENDA

SUMMARY: FOR THE UPCOMING NOVEMBER GATT MINISTERIAL 1. MEETINGS, THE USG URGES GATT SIGNATORIES TO INCLUDE ON THE TO THAT AGENDA DISCUSSION OF HIGH TECHNOLOGY TRADE ISSUES. END U.S. EMBASSY OFFICIALS NEED TO CONTACT THE APPROPRIATE HOST GOVERNMENT OFFICIALS RESPONSIBLE FOR PREPARATIONS FOR THE GATT MINISTERIALS TO PERSUADE SUCH OFFICIALS THAT INCLUSION OF HIGH TECHNOLOGY TRADE IS IN THEIR GOVERNMENT'S SUGGESTED POINTS THAT MIGHT BE INSTRUCTIVE TO INTEREST. THEM IN MAKING YOUR PRESENTATION DEALING WITH HIGH TECHNOLOGY. TRADE INCLUDE: THE ROLE OF GATT MINISTERIAL, STATEMENT OF THE PROBLEM, BENEFITS OF TECHNOLOGY DIFFUSION, IDENTIFICATION OF HIGH TECHNOLOGY INDUSTRY SEGMENTS, AND GATT WORK PLAN.

BACKGROUND: PREPARATIONS FOR THE GATT MINISTERIAL MEETING TO BE HELD NOVEMBER ARE WELL UNDERWAY. ONE OF THE RESULTS OF THESE MEETINGS WILL BE THE ELABORATION OF WORK PLANS THAT WILL SHAPE THE DIRECTION OF TRADE CONSIDERATIONS FOR THE NEXT FEW YEARS. CONSEQUENTLY THE USG IS CONVINCED THAT CERTAIN ISSUES ARE IN CRITICAL NEED OF DISCUSSION AND MUST SECURE A PLACE ON THE AGENDA. IN ADDITION TO ISSUES NOT

ADEQUATELY DISCUSSED IN THE TOKYO ROUND OF MTN NEGOTIATIONS SUCH AS TRADE IN SERVICES AND INVESTMENT. HIGH TECHNOLOGY TRADE, HAS EMERGED AS AN ISSUE OF IMPORTANCE TO MANY GATT SIGNATORIES AND SHOULD BE PLACED ON THE AGENDA FOR THE GATT MINISTERIAL IN NOVEMBER. THE USG IS NOT ALONE IN THIS CONVICTION, FOR JAPAN AND FRANCE HAVE ALSO CALLED FOR ITS INCLUSION IN THE NOVEMBER DISCUSSIONS. THE LIBERAL TRADE PERSPECTIVE THAT CHARACTERIZES FIRMS IN THIS INDUSTRY, IN CONTRAST TO THE MANY IMPORT SENSITIVE INDUSTRIES, ARGUES FOR HIGH LEVEL GATT CONSIDERATION OF THE TRADE ISSUES AFFECTING IT.

PROBLEM: THE RAPID APPLICATION OF SCIENTIFIC DISCOVERIES TO INDUSTRIAL TECHNOLOGY IS CAUSING PROFOUND CHANGES IN THE WAY BUSINESS OPERATES IN PROVIDING HIGH TECHNOLOGY GOODS AND SERVICES. NEW PRODUCTS AND PROCESSES CREATE NEW INDUSTRIAL SECTORS AND MAKE OTHERS OBSOLETE CAUSING PROFOUND CHANGES IN THE COMPOSITION OF EACH NATION'S WORKFORCE.

PUBLIC RECOGNITION OF THE OVERALL IMPORTANCE OF HIGH TECHNOLOGY INDUSTRIES HAS LED TO AN INCREASED LEVEL OF GOVERNMENT INVOLVEMENT IN POLICIES AND PRACTICES AFFECTING THESE INDUSTRIES. APPROACHES TO INDUSTRIAL POLICY VARY FROM THE AD HOC RESPONSE-ORIENTED POLICIES OF SOME GOVERNMENTS TO THE FORMALLY COORDINATED PLANNING OF OTHERS. BECAUSE THESE HIGH TECHNOLOGY INDUSTRIES ARE SO ACTIVE IN INTERNATIONAL TRADE, AND BECAUSE OF THEIR NATIONAL SECURITY IMPLICATIONS, COUNTRIES ARE BECOMING COMPETITIVE IN ADOPTING INDUSTRIAL POLICIES TO SPUR THE DEVELOPMENT OF THEIR HIGH TECHNOLOGY INDUSTRIES. EACH NATIONS HIGH IN THE EXTREME, RESUMPTIONS RESORT TO RESTRICTIVE PRACTICES COULD VIRTUALLY ISOLATE THE SECTOR FROM THE WORLD. SINCE THE GATT SIGNATORIES DO NOT DESIRE TO RETREAT FROM THE TRADE LIBERALIZATION THEY HAVE ACHIEVED, AN EXAMINATION OF APPROPRIATE ECONOMIC, INDUSTRIAL, AND EMPLOYMENT POLICIES AFFECTING HIGH TECHNOLOGY INDUSTRY DEVELOPMENT SHOULD BE UNDERTAKEN IN THE GATT MINISTERIALS.

BENEFITS OF TECHNOLOGY DIFFUSION

OPENNESS OF HIGH TECHNOLOGY TRADE IS OF CRITICAL IMPORTANCE TO ALL COUNTRIES REGARDLESS OF THEIR LEVEL OF DEVELOPMENT. ALL TRADING COUNTRIES NEED THE PRODUCTS AND SERVICES OF THESE INDUSTRIES. OPPORTUNITIES FOR INCREASED PRODUCTIVE EFFICIENCES AND EMPLOYMENT HAVE FLOWED ACROSS NATIONAL BOUNDARIES DUE TO HIGH TECHNOLOGY TRADE REGARDLESS OF THEIR LEVEL OF DEVELOPMENT. THE NEWLY INDUSTRIALIZING COUNTRIES HAVE SUCCEEDED IN THE PRODUCTION AND TRADE OF HIGH

TECHNOLOGY, AS WELL AS TRADITIONAL GOODS.

15

WHILE THERE IS NO UNIFORM DEFINITION OF HIGH TECHNOLOGY INDUSTRIES, THEY MAY CHARACTERIZED AS INTENSELY RESEARCH DEPENDENT, SUCH AS ELECTRONICS, TELECOMMUNICATIONS, AVIATION, FIBER OPTICS, ROBOTICS, NUCLEAR POWER GENERATION, AND BIO-TECHNOLOGY. THE PRODUCTS, PROCESSES OR SERVICES GENERATED BY THESE INDUSTRIES ARE ASSOCIATED WITH FIRMS THAT HAVE ACHIEVED A HIGH LEVEL OF TECHNICAL EXPERTISE. IN THEIR ULTIMATE APPLICATIONS, HOWEVER, END USERS MAY REQUIRE NO MORE SKILLS THAN THOSE NEEDED BY TELEPHONE USERS.

OPENNESS TO TRADE AND INVESTMENT APPLIES TO ALL SEGMENTS OF THE HIGH TECHNOLOGY INDUSTRY SECTOR BECAUSE PROGRESS IN ONE TYPE OF TECHNOLOGY IS OFTEN DEPENDENT ON PRODUCTS AND PROCESSES DEVELOPED IN ANOTHER. SUCCESSFUL DEVELOPMENT OF NUCLEAR POWER DEPENDED UPON THE DEVELOPMENT OF OTHER TECHNOLOGIES, SUCH AS, COMPUTERS, SPECIAL METALS, AND OTHER MATERIALS TO CONTAIN EXTREME HEAT AND RADIATION. TELECOMMUNICATIONS DEVELOPMENT RELIED ON DEVELOPMENTS IN SEMICONDUCTORS, FIBER OPTICS AND SATELLITES. MIGRATION OF TECHNOLOGICAL PROCESSES AND INNOVATIONS MAY BE AS IMPORTANT AS THE ORIGINAL RESEARCH THAT CONCERNED THE INNOVATIONS. DOZENS OF INNOVATIONS HAVE ORIGINATED FROM RESEARCH IN ONE COUNTRY, THEN DEVELOPED INTO INDUSTRIAL PRODUCTS IN A SECOND COUNTRY, AND SUBSEQUENTLY PRODUCED IN A NUMBER OF BECAUSE OF THE BENEFICIAL EFFECTS OF THE COUNTRIES. DIFFUSION OF TECHNOLOGY ACROSS NATIONAL BORDERS, IT IS IMPORTANT FOR ALL COUNTRIES TO AVOID MEASURES THAT RESTRICT THE FLOW OF HIGH TECHNOLOGY TRADE BOTH INTO AND OUT OF THEIR COUNTRY.

IN MANY OF THESE INDUSTRIES THE UNITED STATES HAS ACHIEVED A SIGNIFICANT DEGREE OF PROGRESS. THE U.S. SUCCESS IN HIGH TECHNOLOGY INDUSTRY MAY BE ATTRIBUTED TO ITS UNUSUALLY LARGE NUMBER OF EDUCATED SCIENTISTS, ITS VAST CONTINENTAL MARKET AREA, AND ITS LARGE AFFLUENT POPULATION PREPARED TO PURCHASE TECHNOLOGICALLY INNOVATIVE PRODUCTS. AS THE LEVEL OF AFFLUENCE OF OTHER COUNTRIES HAS RISEN AND AS COUNTRIES HAVE TENDED TO INTEGRATE THEIR MARKET AREAS, THE U.S. TECHNOLOGICAL LEAD HAS DIMINISHED. THE EC HAS RECOGNIZED THE ADVANTAGES OF BROADLY OPEN MARKETS IN THIS AREA, AND HAS ENCOURAGED MEMBER COUNTRIES TO DEVELOP EC-WIDE TECHNOLOGY BASED INDUSTRIES THROUGH COLLOBORATIVE RESEARCH, JOINT FUNDING OF PROJECTS AND COORDINATION OF PROGRAMS.

NOT ALL COUNTRIES HAVE FOLLOWED THE EC COUNSEL. SOME HAVE DEDICATED RESOURCES TO STIMULATE AND HAVE ADOPTED POLICIES TO PROTECT SELECTED HIGH TECHNOLOGY INDUSTRIES. NUMEROUS

N

GOVERNMENTS HAVE FOLLOWED THIS RESTRICTIVE STRATEGY ONLY TO HAVE THE EFFORT ABANDONED FOR LACK OF COMMERCIAL SUCCESS.

OTHER COUNTRIES HAVE BEEN SUCCESSFUL. WHETHER A COUNTRY CAN SUCCEED INDEPENDENTLY, OR AS A REGIONAL OR AS A WORLDWIDE TRADING PARTNER ALL SUCH COUNTRIES WANT THE BENEFITS THAT CAN BE DERIVED FROM THE OVERALL GROWTH OF HIGH TECHNOLOGY INDUSTRIES IN A LIBERALIZED TRADING SYSTEM. CONSEQUENTLY, IT IS IN THEIR INTEREST TO EXPLORE THE ISSUES RELATING TO TRADE IN HIGH TECHNOLOGY GOODS AND SERVICES IN THE GATT MINISTERIAL TALKS. IN THE TALKS, A WORK PROGRAM COULD BE PLANNED THAT WOULD GIVE A ANALYTICAL STRUCTURE TO SUBSEQUENT DISCUSSION OF THE ISSUES. THE RESULTANT WORK PROGRAM MIGHT BE SHAPED IN GENERAL TERMS ALONG THESE LINES:

- REVIEW POLICIES AND PRACTICES THAT AFFECT TRADE IN THE HIGH TECHNOLOGY SECTOR;
- 2. EXAMINE HOW GATT RULES AND MTN CODES DEAL WITH BARRIERS AND DISINCENTIVES TO TRADE IN THIS SECTOR;
- 3. SPECIFY STEPS TO FOSTER LIBERIZATION AND REDUCE DISTORTIONS. YY

Migh rech

Name

Agency (Address)

Phone

Steven J. Falken USTA CRIA 413 Winder Bld Wush D.C 20506

* Hary Beasley Y BRIFE' WE. * Kevin Griging Stund Winted

* Christopher A/Wagner

DENEY PATERIAL * JOHN G BOYD USDA

ITC. "bart 1 Bingham Energy "HENRY R. JANTIALD ", FOREGIAL SUC (76-00) CHRICES A. HAMMITA! DEFENSE TRY * Francia Habberton LABOR Lay Hen Jak ORIT Frented

Treasury, rem 4432 run. 3426 8335 Hertice. C2 :-4176:03 Justice

7107 Man 5524 SUTE 701 E ST, NW DP-332.2. +E, --

S.53/5 FPB USTR 217

E32-11. 395-3047

395 494

566-8107

375.5-3 633-3439 382-1527

513-0153 252-2/33 252-6144

697-4-25 523-6201 395-6160 371- 4666 395-507