



*The Secretary General*

Mr. Peter Mandelson  
European Commissioner for External Trade  
European Commission  
200, rue de la Loi  
B-1049 Brussels

Brussels, 2 July 2008

Dear Commissioner,

Orgalime, the European Engineering Industries Association, speaks for 35 trade federations representing some 130,000 companies in the mechanical, electrical, electronic, metalworking & metal articles industries of 23 European countries. The industry employs some 10.9 million people in the EU and in 2007 accounted for some €1,813 billion of annual output. The industry not only represents more than one quarter of the output of manufactured products but also a third of the manufactured exports of the European Union.

With regard to the current negotiations on Non Agricultural Market Access (NAMA) and the upcoming WTO Ministerial Conference on 21st July, we submit to you our position. Orgalime is disappointed with the latest WTO industrial market access negotiating text that in our opinion allows too many flexibilities in the horizontal tariff cutting formula. Especially worrisome is that emerging countries like China, Brazil and India could profit from excessively high coefficients, when they at the same time count in many areas as significant competitors.

Orgalime furthermore urges the Commission to welcome and to sign up for the sectoral agreements in the engineering sectors and its supplier industries. In the attached paper we explain our views on sectoral agreements, on the Information Technology Agreement (ITA), the environmental goods initiative, the services negotiations and lastly on the EU's proposal on Non Tariff Barriers (NTBs) in the electronics sector.

We thank you in advance for taking into account our position. A similar letter has been sent to your colleague Commissioner Verheugen.

Yours sincerely,

Adrian Harris

Cc DG Trade: Messrs O'Sullivan, Falkenberg, Balas, Garcia Bercero, Wenig, Schaps, Klein, Ms Tuininga, Messrs Perreau de Pinninck, Lopian.

*The European Engineering Industries Association*