

March 26, 2025

The Honorable Jamieson Greer  
United States Trade Representative  
600 17th Street, NW  
Washington, DC 20508

RE: United States Global Technology Leadership

Dear Ambassador Greer:

The undersigned organizations represent the U.S. economy's leading innovators, creators, manufacturers, and service providers who both develop and deploy technologies and creative content that American consumers and businesses use and enjoy every day. Our products and services give the American people the tools to create, use, and enjoy an ever-expanding variety of American innovation and expression and drive our manufacturing edge. Technology drives high-paying jobs at multiple skill levels in every state in the nation and forms the foundation of productivity for every sector of the economy. The global market for U.S. technological and creative products and services is thriving.

In short, American leadership in global technology has never been greater. Yet, as the race for global technology dominance continues, U.S. companies must be able to innovate vigorously and develop both the technologies that are already ubiquitous and those that will define the future.

We therefore urge you to advance U.S. trade policy to support U.S. global technology leadership. Such a trade policy should promote the global engagement with our trading partners that the President envisions and allow these technologies, future-focused innovation, and critical technology-enabled industries to flourish.

We stand behind the President's interest in open and fair markets for U.S. exports. However, U.S. tariffs on imports of critical technology inputs and products would harm the very U.S. businesses the President seeks to boost and would risk undercutting long-term U.S. technology leadership. Trading partners have already signaled the possibility of retaliatory measures targeting U.S. innovative products and services exports. At this critical moment when short term advantages can determine

long term outcomes, countries across the globe are seeking to overtake the U.S. in global technology supremacy. U.S. policy must vigorously support American dynamism, one of our country's most powerful assets, to secure its leadership in innovation.

In your efforts to open foreign markets for U.S. businesses, increase U.S. exports, and therefore to lower our trade deficit, we urge you to increase the use of existing trade tools that strengthen trade relations with key markets for U.S. products and services. There is a hunger among our trading partners for new trade initiatives with the United States.

President Trump has demonstrated the benefits of engaging with our trading partners to eliminate barriers to trade through initiatives including the Phase One Agreement concluded with China in 2019, the U.S.-Japan Digital Trade Agreement signed in 2019, and the United States-Mexico-Canada Agreement (USMCA) which he signed in 2020. These Agreements and other initiatives memorialize vital principles that the President reasserted upon his return to office, including support for extending the permanent moratorium on customs duties on electronic transmissions; rejecting undue digital trade restrictions and network usage fees; condemning digital services taxes; and supporting fundamental protections for intellectual property rights. Trade deals can also help to push back against barriers to foreign market access, restrictive standards, and discriminatory policies that are increasingly appearing in regulatory structures such as state-driven Digital Public Infrastructure (DPI) to control domestic digital ecosystems.

Following on the example of USMCA, existing trade agreements with Australia, Israel, Singapore, and partners in the Americas and Middle East are ripe for upgraded commitments. The administration should also pursue new agreements with high-standard commitments for goods and services trade with additional trading partners, such as the United Kingdom and Taiwan, and consider a second stage for the U.S.-Japan agreement.

Other trade tools remain available to achieve the administration's trade goals, such as working with allies to collectively counter China while continuing to open new markets for U.S. goods, protecting and expanding the product scope of the Information Technology Agreement, and engaging in bilateral negotiations with China on targeted issues or a more comprehensive Phase Two deal to eliminate China's non-market acts, policies, and practices. While trade is a powerful policy tool, the administration should also use the full range of domestic policy approaches to further promote and encourage innovation and technological progress here in the United States.

President Trump has already demonstrated his discernment that certain sectors exhibit more complex sensitivity to trade actions than others.<sup>1</sup> While we recognize the trade environment has changed over the last 4 years, the President’s goal of strengthening U.S. businesses and unleashing American innovation has not. Because technology is so inextricably linked to U.S. competitiveness, access to foreign markets, and global supply chains, we encourage the Administration to take a comprehensive approach that facilitates broad deployment of technology across the U.S. economy so that U.S. innovators, creators, manufacturers, farmers, ranchers, scientists, and consumers thrive.

Sincerely,

ACT | The App Association  
Coalition of Services Industries  
Consumer Technology Association  
Engine  
Entertainment Software Association  
Information Technology Industry Council (ITI)  
National Foreign Trade Council  
XR Association

---

<sup>1</sup> For example, during the Section 301 investigation of China’s technology transfer practices, USTR delayed and ultimately suspended the application of duties on Chinese products included in “List 4B,” which notably included an array of technology products represented by the undersigned industries.