



March 10, 2008

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Udyog Bhasan,
New Delhi

Express industry Council of India (EICI) represents express industry in India. We are grateful to you and your Ministry (or having supported the express industry positions on various issues).

In the ongoing Doha round of negotiations, we express our view that the current status of the Services negotiations is highly disappointing. We recognize the challenges that you face in bringing the Doha negotiations to closure and greatly appreciate the efforts being made to find a basis on which all WTO members' interests can be advanced. Unless the round includes commercially meaningful results on Services it will be difficult in many countries to mobilize the private sector support required to obtain political and legislative approvals to complete the negotiations and implement their results. Although the express delivery industry has benefitted from trade liberalization, I am writing this letter to encourage our Government to give our industry a reason to support the Doha negotiations.

In addition to serious political roadblocks, weak services results will undermine the potential efficiency gains expected from liberalized trade in agriculture and NAMA negotiations, and improved border efficiencies as a result of the excellent work done in the Trade Facilitation negotiating group, will not deliver their potential gains without commitments on transport services. Without significant commitments to free trade, services many traders in developing countries who could hypothetically benefit from reduced tariffs, more transparent rules, and greater customs efficiency will simply not be able to meet the delivery demands of customers in global markets.

Express delivery companies operate in over 220 countries and independent customs territories, serving some of the most competitive businesses in the world, many of them very small businesses. We are uniquely situated to assess WTO members' trade



capabilities and potential trading capacities. We observe that in many countries businesses are capable of significant growth through expanded international trade, but are held back by obsolete, anti-competitive postal and transport laws. Two recent World Bank studies the "Logistics Performance Index report and the annual 'Ease of Doing Business' report - provide a good overview of the role of transport barriers as an impediment to trade.

By making commitments on express delivery services, WTO members can help eliminate transport-related impediments to trade. In this regard, I would like to call your attention to the collective request on express delivery services sponsored by the European Communities, Japan, New Zealand, and the United States and a 17 February 2005 Clarifying document (TN1S/Wt30) that includes guidelines for scheduling commitments on express delivery services. These documents are enclosed for your convenience. The guidelines were prepared to encourage members to make commitments consistent with their trading interests and consistent with commercial realities in the market. If there are any technical questions about the collective request or scheduling guidelines on express delivery services or about our contribution to our economy, we would be pleased to provide information upon your request.

We urge you to help ensure that the results of the Doha Services negotiations will provide a reason for the express delivery industry to support the single undertaking of the round. At the same time, we hope that the results will improve access for traders in our country in a full range of transport options including express delivery services.

The express industry has much to contribute to trade efficiency and much to gain from increased trade. For this reason, we support a balanced and commercially meaningful Doha package that reflects the interests of all members. By making commitments on express delivery services, India will enhance industry's support for the round, and will also help obtain the optimal benefits for our country from negotiations on industrial and agricultural goods.

Thanking you.

Yours truly,

For Express Industry Council of India.,