

<p>S. Joe Bhatia President and CEO American National Standards Institute</p>	<p style="text-align: right;">Opening Remarks Arab and U.S. Standards and Conformance: Tools for Business and Regulation Dubai, UAE October 13, 2008</p> <p style="text-align: right;"><i>524 words, approximately 4 minutes</i></p>
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Good afternoon everyone. My name is Joe Bhatia, and I am president and CEO of the American National Standards Institute.

On behalf of ANSI, and our co-organizers from the Emirates Authority for Standardization and Metrology and the National U.S.-Arab Chamber of Commerce (NUSACC), it is my pleasure to welcome you to this workshop today.

(pause)

The trade relationship between the U.S. and Arab countries is one of the fastest growing in the world. Bilateral trade between our two regions reached 109 billion dollars in 2006, and has continued growing.

In 2007 alone, U.S. exports to Arab countries topped 42 billion dollars.

In addition, free trade agreements have caused a spike in trade and investment between the U.S. and countries such as Jordan, Morocco, Bahrain, and Oman. Bilateral trade with these four nations increased 32 percent in 2006 alone.

These figures reinforce the vitality of our trade partnership, and confirm the need for cooperation and collaboration on standards and conformance in order to continue on the path of growth and expansion.

(pause)

In our fast-paced global economy, there's no question that standardization and trade are linked. Dozens of studies from organizations like NUSACC, the U.S. Department of Commerce, and the World Trade Organization (WTO) back up the statement with data.

For example, the WTO has predicted that global export trade will approach 16.75 trillion dollars by the end of this year. Standards and compliance activities influence an estimated 80% of all exports – that's roughly 13.5 trillion dollars in 2008 alone.

Those who understand how to effectively influence and address standardization and compliance issues have the greatest success in the international marketplace.

And if we aren't all on the same page, the international community experiences a lot of duplicative effort and incurs a lot of unnecessary cost.

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The *United States Standards Strategy* strongly supports the concept of “one standard – one test – accepted everywhere.” That is what industry in every part of the world seeks. This means that companies, nations, and regions must work together to expand awareness of international standardization. We must make every effort to minimize conflict and duplication in our standards development activities. And, we must jointly recognize those groups who perform conformity assessment and testing activities, so that their evaluations of competence can cross borders.

One could argue that the principles of the *United States Standards Strategy* are equally applicable for the international community... ANSI will continue to serve as a staunch advocate for globally-relevant standards, tests, and marks.

(pause)

Trade and economic development . . . energy management . . . consumer protection and safety . . . these are just a few examples of where our interests and priorities overlap. On behalf of ANSI, I'm proud to join you as we move towards better mutual understanding of our collective standards and conformance tools.

I hope that today's discussions will be the first of many . . . and that we will continue to work together to enable standards-based solutions that will facilitate business growth, support public policy initiatives, and minimize the emergence of technical barriers to trade.

Thank you very much, and I look forward to an interesting and productive workshop.

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