

EUROPEAN PARLIAMENT



TEMPORARY COMMITTEE ON THE ECHELON INTERCEPTION SYSTEM

DIRECTORATE-GENERAL FOR COMMITTEES AND DELEGATIONS

BRUSSELS MEETING, 22-23 JANUARY 2001

COMMITTEE BACKGROUND DOCUMENTS

ON THE U.S. GOVERNMENT ADVOCACY CENTER

- 1. Function statement by Department of Commerce Trade Promotion Co-ordinating Committee (TPCC)**
- 2. TPCC internal working papers, July – August 1994**
- 3. TPCC/Advocacy Center “Success Story statements” 1993-2000**
- 4. Financial and geographical analysis of “Success stories”**

Selected U.S. Advocacy Center "Success Story" claims, 1993-2000

Year	Industrial Sector	Purchaser	Value \$ million	Successful U.S. company	Defeated country	Defeated companies	Remarks by the Advocacy Center
1993	Chemicals	China	\$140	Air Products and Chemicals	France	Not specified	
1993	Telecommunications	Morocco	\$35	Motorola	France	Not specified	
1994	Environmental monitoring - SIVAM	Brazil	\$1,400	Raytheon	France	Thomson-CSF	European group
1994	Weather radar	India	\$6	Enterprise Electronics	Germany	Geratronik	
1994	Power (Paiton)	Indonesia	\$2,600	Mission Energy	Not stated	Not specified	
1994	Optical fibre cable - FLAG	International	\$1,400	Nynex	France	Not specified	Stiff competition from French ... consortium
1994	Satellites - KOMSAT	Korea	\$100	TRW	France	Not specified	French firm
1994	Telecommunications	Saudi Arabia	\$4,000	AT&T	France	Not specified	Stiff competition from the French ... [and] Germany
1994	Telecommunications	Saudi Arabia	\$4,000	AT&T	Germany	Not specified	Stiff competition from Germany"
1994	Satellites	UK	\$50	McDonnell Douglas	France	Not specified	Government supported company"
1995	Environment	Argentina	\$300	Black and Veatch	European	Not specified	
1995	Power (Nantong, Fuzhou)	China	\$600	Babcock and Wilcox	Germany	Not specified	Intense competition from German ... firms

Year	Industrial Sector	Purchaser	Value \$ million	Successful U.S. company	Defeated country	Defeated companies	Remarks by the Advocacy Center
1995	Airport (Harbin)	China	\$115	ARINC	Germany	Siemens	
1995	Satellite terminal	Haiti	\$5	IDB systems	France	Not specified	Against stiff French competition
1995	Satcom	India	\$700	Hughes	Not stated	Not specified	Presidential Business Development
1995	Power	India	\$663	AES Transpower	Not stated	Not specified	
1995	Incinerator	Korea	\$226	Westinghouse	European	Not specified	Broke Japanese and European oligopoly
1995	Airlines	Saudi Arabia	\$6,000	Boeing and MacDonnell Douglas	France	Airbus Consortium	
1995	International Airport	Thailand	\$1,000	TAMS Consultants	France	Aeroport de Paris	US beat intense comptetion
1995	Power	Tunisia	\$120	General Electric Power Systems	UK	Not specified	Intense competition from [European] firms
1995	Power	Tunisia	\$120	General Electric	France	Not specified	Intense competition from [European] firms
1995	Power	Tunisia	\$120	General Electric	Germany	Not specified	Intense competition from [European] firms
1995	Power	Tunisia	\$120	General Electric	Italy	Not specified	Intense competition from [European] firms
1995	Telecommunications - MILNET	UAE	\$119	AT&T	France	Alcatel	German and French political pressure
1995	Telecommunications - MILNET	UAE	\$119	AT&T	Germany	Siemens	German and French political pressure
1996	Airport	Aruba	\$54	Calmaquip Engineering	Netherlands	Ballast-Needam International, Interbetton	

Year	Industrial Sector	Purchaser	Value \$ million	Successful U.S. company	Defeated country	Defeated companies	Remarks by the Advocacy Center
1996	Power	China	\$85	General Electric	Germany	Siemens	
1996	Power	China	\$85	General Electric	Sweden	ABB	
1996	Power	China	\$85	General Electric	UK	GEC	
1996	Electric power	Israel	\$300	Mid Atlantic Energy	European	Not specified	Intense competition, implication of bribery
1996	Power (Dabhol)	India	\$2,500	Enron / Bechtel	UK	Not known	
1996	Steel	Israel	\$10	Thomas and Betts	France	Petitjean	
1996	Jet engines	Kuwait	\$20	General Electric	UK	Rolls Royce	UK applied "considerable pressure"
1996	Environment	Lebanon	\$0.3	Ecodit	Denmark	Not specified	
1996	Environment	Lebanon	\$0.3	Ecodit	France	Not specified	
1996	Environment	Lebanon	\$0.3	Ecodit	Germany	Not specified	
1996	Environment	Lebanon	\$0.3	Ecodit	Italy	Not specified	
1996	Environment	Lebanon	\$0.3	Ecodit	Netherlands	Not specified	
1996	Environment	Lebanon	\$0.3	Ecodit	UK	Not specified	
1996	Water	Malawi	\$130	Parsons	Netherlands	Not specified	
1996	Water	Malawi	\$130	Parsons	UK	Not specified	

Year	Industrial Sector	Purchaser	Value \$ million	Successful U.S. company	Defeated country	Defeated companies	Remarks by the Advocacy Center
1996	Power	Morocco	\$1,300	CMS Energy Corporation	France	EDF	
1996	Steel	Saudi Arabia	\$165	Davy International	UK	Not specified	Allegation of industrial espionage against UK
1996	Power	Senegal	\$50	Greenwith Turbine	Finland	Not specified	
1996	Power	Senegal	\$50	Greenwith Turbine	Germany	Not specified	
1996	Waste incineration	Taiwan	\$226	Westinghouse Electric	European	Not specified	Broke a ... European oligopoly
1996	Telecommunications	Uruguay	\$212	Applied Telecommunications	France	Alcatel	
1996	Automation	Vietnam	\$1	KEMA-ECC	Germany	Not specified	
1996	Automation	Vietnam	\$1	KEMA-ECC	Ireland	Not specified	
1996	Automation	Vietnam	\$1	KEMA-ECC	Sweden	Not specified	
1996	Automation	Vietnam	\$1	KEMA-ECC	UK	Not specified	
1997	Telecommunications	Argentina	\$100	Integrated Communcations Intl	European	Eurosat	
1997	Power	Brazil	\$300	AES Coporation	Sweden	ABB	
1997	Diesel locomotives	Egypt	\$20	GE Transportation Systems	France	Not specified	
1997	Diesel locomotives	Egypt	\$20	GE Transportation Systems	Germany	Not specified	
1997	Aerospace	Mongolia	\$11	Raytheon	France	Coris/SAGEM, Thomson,	

Year	Industrial Sector	Purchaser	Value \$ million	Successful U.S. company	Defeated country	Defeated companies	Remarks by the Advocacy Center
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						Sofreavia/SEEE	
1997	Aerospace	Mongolia	\$11	Raytheon	Italy	Alenia/Finemeccania	
1997	Air Traffic Control	Peru	\$12	Northrop Grumman	France	Thomson-CSF	
1997	Air Traffic Control	Peru	\$12	Northrop Grumman	Germany	Siemens Plessey	
1997	Air Traffic Control	Peru	\$12	Northrop Grumman	Spain	Cecesela	
1997	Air Traffic Control	Peru	\$12	Northrop Grumman	UK	Siemens Plessey	
1997	Telecommunications	UAE	\$1,000	Hughes Space and Comms	France	Not specified	Fierce competition from two French manufacturers
1998	Telecommunications	China	\$42	Motorola	Not stated	Not specified	Stiff foreign competition
1999	Environment	Tunisia	\$1	Global Atmospheric	France	Not specified	French subsidised competitor
2000	Aerospace	Croatia	\$3	Air Tractor	Not stated	Not specified	Facing stern foreign competition
Not stated	Computers	Phillipines	\$3	Midwest Stock	UK	Fierce comp against UK	
Not stated	Telecommunications	Argentina	\$7	Inellicall	France	Alcatel	

TOTAL \$26,201 billion

Selected U.S. Advocacy Center "Success Story" claims, 1993-2000 - analysis by country

Year	Industrial Sector	Purchaser	Value \$ million	Successful U.S. company	Defeated country	Defeated companies	Remarks by the Advocacy Center
1996	Environment	Lebanon	\$0.3 ----- \$0.3 -----	Ecodit	Denmark	Not specified	
1995	Environment	Argentina	\$300	Black and Veatch	European	Not specified	
1995	Incinerator	Korea	\$226	Westinghouse	European	Not specified	Broke Japanese and European oligopoly
1996	Electric power	Israel	\$300	Mid Atlantic Energy	European	Not specified	Intense competition, implication of bribery
1996	Waste incineration	Taiwan	\$226	Westinghouse Electric	European	Not specified	Broke a ... European oligopoly
1997	Telecommunications	Argentina	\$100 ----- \$1,152.0 -----	Integrated Communcations Intl	European	Eurosat	

Year	Industrial Sector	Purchaser	Value \$ million	Successful U.S. company	Defeated country	Defeated companies	Remarks by the Advocacy Center
1996	Power	Senegal	\$50 <hr/> \$50.0 <hr/>	Greenwith Turbine	Finland	Not specified	
1993	Chemicals	China	\$140	Air Products and Chemicals	France	Not specified	
1993	Telecommunications	Morocco	\$35	Motorola	France	Not specified	
1994	Telecommunications	Saudi Arabia	\$4,000	AT&T	France	Not specified	Stiff competition from the French ... [and] Germany
1994	Satellites	UK	\$50	McDonnell Douglas	France	Not specified	Government supported company"
1994	Environmental monitoring - SIVAM	Brazil	\$1,400	Raytheon	France	Thomson-CSF	European group
1994	Satellites - KOMSAT	Korea	\$100	TRW	France	Not specified	French firm
1995	Telecommunications - MILNET	UAE	\$119	AT&T	France	Alcatel	German and French political pressure
1995	Airlines	Saudi Arabia	\$6,000	Boeing and MacDonnell Douglas	France	Airbus Consortium	
1995	Satellite terminal	Haiti	\$5	IDB systems	France	Not specified	Against stiff French competition
1995	International Airport	Thailand	\$1,000	TAMS Consultants	France	Aeroport de Paris	US beat intense competition
1996	Telecommunications	Uruguay	\$212	Applied Telecommunications	France	Alcatel	

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1996	Environment	Lebanon	\$0.3	Ecodit	France	Not specified	
1996	Steel	Israel	\$10	Thomas and Betts	France	Petitjean	
1997	Diesel locomotives	Egypt	\$20	GE Transportation Systems	France	Not specified	
1997	Telecommunications	UAE	\$1,000	Hughes Space and Comms	France	Not specified	Fierce competition from two French manufacturers
1997	Air Traffic Control	Peru	\$12	Northrop Grumman	France	Thomson-CSF	
1997	Aerospace	Mongolia	\$11	Raytheon	France	Coris/SAGEM, Thomson, Sofreavia/SEEE	
1999	Environment	Tunisia	\$1	Global Atmospheric	France	Not specified	French subsidised competitor
Not stated	Telecommunications	Argentina	\$7	Inellicall	France	Alcatel	
1994	Optical fibre cable - FLAG	International	\$1,400	Nynex	France	Not specified	Stiff competition from French ... consortium
1995	Power	Tunisia	\$120	General Electric	France	Not specified	Intense competition from [European] firms
			\$16,942.5				
1994	Telecommunications	Saudi Arabia	\$4,000	AT&T	Germany	Not specified	Stiff competition from Germany"

Year	Industrial Sector	Purchaser	Value \$ million	Successful U.S. company	Defeated country	Defeated companies	Remarks by the Advocacy Center
1994	Weather radar	India	\$6	Enterprise Electronics	Germany	Geratronik	
1995	Airport (Harbin)	China	\$115	ARINC	Germany	Siemens	
1995	Telecommunications - MILNET	UAE	\$119	AT&T	Germany	Siemens	German and French political pressure
1995	Power (Nantong, Fuzhou)	China	\$600	Babcock and Wilcox	Germany	Not specified	Intense competition from German ... firms
1995	Power	Tunisia	\$120	General Electric	Germany	Not specified	Intense competition from [European] firms
1996	Environment	Lebanon	\$0.3	Ecodit	Germany	Not specified	
1996	Power	China	\$85	General Electric	Germany	Siemens	
1996	Power	Senegal	\$50	Greenwith Turbine	Germany	Not specified	
1996	Automation	Vietnam	\$1	KEMA-ECC	Germany	Not specified	
1997	Diesel locomotives	Egypt	\$20	GE Transportation Systems	Germany	Not specified	
1997	Air Traffic Control	Peru	\$12	Northrop Grumman	Germany	Siemens Plessey	
			<hr/> \$4,128.1 <hr/>				
1996	Automation	Vietnam	\$1	KEMA-ECC	Ireland	Not specified	

Year	Industrial Sector	Purchaser	Value \$ million	Successful U.S. company	Defeated country	Defeated companies	Remarks by the Advocacy Center
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\$1.0

1995	Power	Tunisia	\$120	General Electric	Italy	Not specified	Intense competition from [European] firms
1996	Environment	Lebanon	\$0.3	Ecodit	Italy	Not specified	
1997	Aerospace	Mongolia	\$11	Raytheon	Italy	Alenia/Finemeccania	

\$131.3

1996	Environment	Lebanon	\$0.3	Ecodit	Netherlands	Not specified	
1996	Water	Malawi	\$130	Parsons	Netherlands	Not specified	

\$184.3

1994	Power (Paiton)	Indonesia	\$2,600	Mission Energy	Not stated	Not specified	
1995	Power	India	\$663	AES Transpower	Not stated	Not specified	
1995	Satcom	India	\$700	Hughes	Not stated	Not specified	Presidential Business Development
1996	Power (Dabhol)	India	\$1,000	Enron	Not stated	Not specified	

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1998	Telecommunications	China	\$42	Motorola	Not stated	Not specified	Stiff foreign competition
2000	Aerospace	Croatia	\$3	Air Tractor	Not stated	Not specified	Facing stern foreign competition
			\$5,008				
1997	Air Traffic Control	Peru	\$12	Northrop Grumman	Spain	Cecesela	
			\$12.0				
1996	Power	China	\$85	General Electric	Sweden	ABB	
1996	Automation	Vietnam	\$1	KEMA-ECC	Sweden	Not specified	
1997	Power	Brazil	\$300	AES Coporation	Sweden	ABB	
			\$386.0				
1995	Power	Tunisia	\$120	General Electric Power Systems	UK	Not specified	Intense competition from [European] firms
1996	Environment	Lebanon	\$0.3	Ecodit	UK	Not specified	

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1996	Power	China	\$85	General Electric	UK	GEC	
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1996	Automation	Vietnam	\$1	KEMA-ECC	UK	Not specified	
1996	Water	Malawi	\$130	Parsons	UK	Not specified	
Not stated	Computers	Phillipines	\$3	Midwest Stock	UK	Fierce comp against UK	
			<u>\$3,036.3</u>				

Note: with the exception of the failed 1994 Airbus contract with Saudi Arabia in 1994, all the entries in this table are drawn from the "Success Stories" published between 1995 and 2000 by the Advocacy Center of the U.S. Department of Commerce, on paper and on the Internet. The Saudia Arabia contract was reported in the *Washington Post*, 26 February 1995.