

Dear Recipient,

the Ministry for Foreign Affairs together with the Ministry of Employment and the Economy, the Confederation of Finnish Industries, the Federation of Finnish Enterprises, the Central Chamber of Commerce and Finpro are jointly carrying out a study to gain specific information about trade barriers encountered by Finnish businesses in export and import markets, in trade in goods, services, and investment.

The previous similar survey was completed in 2005, when responses were received from around 500 companies. The reported barriers were carefully analysed and many cases have been solved. If your company has in the 2005 survey or later notified the Ministry for Foreign Affairs of trade or investment barriers, the information concerning those cases is attached to this letter.

Trade barriers can be solved either bilaterally, with the assistance of our diplomatic missions, or in cooperation with the European Commission for example through international trade negotiations and consultations. To solve internal market access problems, the EU has created a special SOLVIT network, which has achieved significant results. Over the last year I have also made up to twenty official visits, where I have sought solutions to trade and investment barriers. When possible trade barriers are also discussed during visits by other members of the government.

I would ask you to report trade and investment barriers your company has encountered by the attached questionnaire or in free form by **5.12.2008**. Your reply is equally valuable even if your company has not encountered any trade barriers or you have nothing to add to your earlier notification.

You can also fill in the questionnaire on the Internet at <http://formin.finland.fi/tradepolicy/tradebarriers>, where you can find the electronic version of the questionnaire. The questionnaire is available also in Finnish and Swedish. Ms. Heli Siikaluoma (tel. +358-9-160 55537, heli.siikaluoma@formin.fi) and Ms. Selina Kangas (tel. +358-9-160 55543, selina.kangas@formin.fi) at the Ministry will be happy to give you any additional information.

Sincerely,



Paavo Väyrynen
Minister for Foreign Trade and Development

