

# Council Highlights



February/March  
2005

NATIONAL FOREIGN TRADE COUNCIL

## A Word from the President

This month's note is not going to be about trade. Instead, I'm going to use the space to reflect briefly on a trend in the Congress that concerns me as a veteran of more than twenty years on the Hill and seven in the Executive Branch. I promise to return to trade in the next issue.

Nearly six years ago, in a speech that received less attention than it deserved, then-Senator Pat Moynihan made an important observation:

"It would be just 222 years ago that what we came to call the Constitutional Convention finished its work in Philadelphia. Benjamin Franklin emerged from what we now call Independence Hall, and a lady asked him, 'what have you wrought.' And he said, 'a Republic, if you can keep it.' And how wise he was. There were in 1787 two nations on earth which both existed at that time and had not had their form of government changed by violence since that time. There are eight nations in the world which both existed in 1914 and that have not had their form of government changed except by violence since that time....Not always approved, sometimes very much disparaged, the art of politics and government is the highest calling of a democracy. And the achievement we have in the stability of this society is so easily underestimated. It is normal for us - - it is the rarest conceivable thing for most of mankind..."

*(Continued on Page 6)*

## Chairman's Note

Looking back on the World Trade Dinner, one moment in particular stands out in my mind. It was when we presented Ray Gilmartin, CEO of Merck, with the World Trade Award.

On a personal note, I've known Ray a long time as our paths have intersected from time to time. He is currently Chairman of the Board of Directors of the United Negro College Fund, a position I had the honor of holding for the past ten years until last spring. He also has served on the President's Export Council, as did I in the 1990s. At the helm of Merck for the past ten years, he has not only built a strong company but has set a compelling example in the area of corporate social responsibility. For the past two years, The Chronicle of Philanthropy rated Merck the top corporate donor in the United States. Two years ago the company earned one of two AAA ratings for ethics by the Management and Excellence group. As we move into an era when more is expected of corporations in this area, particularly when operating in difficult circumstances overseas, it is important to recognize companies and their executives who have risen to this challenge.

*(Continued on Page 3)*

## TOP COUNCIL NEWS

### NFTC President Sends Letter to President Bush on NFTC Priority Issues

"In a letter to President Bush, NFTC President Bill Reinsch called for the President's continued leadership in forging a trade policy that opens markets and advances rules-based trade..."

*(Page 2)*

### Tax Treaty Update-Netherlands Ratified, France and Bangladesh Await Ratification, Negotiations Continue

"On December 28th, the U.S. completed the necessary procedures to ratify the Protocol between the U.S. and the Netherlands..."

*(Page 5)*

### U.S. - Middle East Free Trade Coalition Geared up for 2005

"The Coalition, founded late last year by the NFTC and its partner, BCIU, manages U.S. business support for the many bilateral trade initiatives building up to a broader Middle East Free Trade Area..."

*(Page 8)*

## This Issue

Int'l Trade & Finance	2
New Members	3
Letter to the President	4
Tax Policy	5
A Word From the President	6
USA*Engage	7
U.S.-MEFTC	8
Human Resources	8
U.S.-SABC	9
Calendar of Events	10



# International Trade and Finance

## NFTC President Sends Letter to President Bush on NFTC Priority Issues

In a letter to President Bush, NFTC President Bill Reinsch called for the President's continued leadership in forging a trade policy that opens markets and advances rules-based trade. The letter recommended the inclusion of ten objectives in the Administration's international trade and tax policy agenda during the second term. The letter also expressed the strong support of the NFTC for the two-year extension of Trade Promotion Authority as critical to implementation of a forward-looking tax and trade agenda.

Included in the trade recommendations of the NFTC were an ambitious outcome to the Doha Development Agenda of WTO negotiations, negotiation of comprehensive and commercially meaningful bilateral and regional free trade agreements, effective export finance and advocacy support for U.S. exporters, opposition to the growing use of non-science based regulatory trade barriers and increased efficiency and transparency in the process of visa issuance. The top tax related recommendations were to negotiate additional tax treaties and implement international tax reform. For a copy of the letter, please go to the NFTC website, [www.nftc.org](http://www.nftc.org).

*(To view an excerpt of the letter, please see Page 4)*

## NFTC International Trade and Finance Committee Meet with Senate Trade Staff and Review Proposed 2005 Agenda

The NFTC International Trade and Finance Committee met in early January to discuss the likely 2005 trade agenda and NFTC trade and export finance policy priorities for the year. Everett Eissenstat, Chief International Trade Counsel for the Senate Finance Committee, joined NFTC members in a discussion of the trade agenda and where business should focus its activity in the 109th U.S. Congress.

The trade agenda is expected to be very busy in 2005, with several major trade votes on the horizon. At least three separate free trade agreements are likely to be voted on by Congress this year; Dominican Republic - Central America, Bahrain and Panama. The most important vote in terms of controversy and implications for the rest of the trade agenda is the vote on the Dominican Republic - Central American Free Trade Agreement (DR-CAFTA), which is strongly opposed by organized labor and sugar interests. Other major issues facing Congress will be the two-year extension of Trade Promotion Authority (TPA) and the congressional five-year review of the WTO. Aside from trade votes, much activity will be focused on achieving serious progress in the Doha Development Agenda of WTO talks in the lead up to the Hong Kong Ministerial meeting in December and on ongoing U.S. free trade agreement negotiations with the Middle East, Thailand, Southern Africa and the Andean region.

## Doha Round Working Group Meets with Peter Allgeier in Preparation for Upcoming Delegation Visit to Geneva.

On February 7 members of the Doha Round Working Group met with Ambassador Peter Allgeier to discuss how to achieve major progress in the Doha Agenda trade talks in the lead-up to the Hong Kong Ministerial in December 2005. One of the key objectives will be to achieve greater clarity and guidance in the negotiating texts on non-agriculture market access and services to set the stage for a successful outcome to the negotiations.

During the meeting, the NFTC discussed the two new papers being prepared by the NFTC on GATS Mode 4 on the temporary movement of personnel and on greater transparency in tariffs and regulatory measures. The NFTC is planning a delegation visit to the WTO in March and will issue the two new papers in conjunction with the visit. The overall message of the NFTC continues to be achieving a substantial and ambitious trade liberalization outcome across all major areas of the negotiation, and ensuring that developing countries participate meaningfully in opening up their own markets, particularly among middle income countries and major emerging markets of commercial importance to NFTC members.



# International Trade and Finance



## NFTC Export and Project Finance Working Group to Draft New Paper on Ex-Im Bank

The NFTC is embarking on a joint business and association project to update a paper on Ex-Im Bank's competitiveness that was issued at the beginning of the last Administration. The paper will highlight the critical role of Ex-Im Bank and the range of policy related issues that impact the bank's competitiveness. It will also touch on the need for improved programs. Among the issues expected to be addressed include the need for enhanced co-financing programs between Ex-Im Bank and other export credit agencies, implementation of Ex-Im Board approved initiatives on "fast-track" leasing, more flexible foreign currency guarantee policies, expanded small and medium-sized exporters' access to working capital, and more aggressive use of the tied aid war chest.

*(Continued from Page 1, "Chairman's Note")*

The issue of the proper role of the corporation in the world is one which will likely occupy an increasing portion of the Council's time over the next few years. As companies expand their global activities, more and more of them are bumping into not only salary and benefit differences, but regulatory, social, cultural, and even political differences that produce tensions. At the same time, activist groups are steadily expanding the meaning of the concept "good corporate citizen" into not only concern for the welfare of a corporation's employees but concern for economic and social conditions more broadly in the countries where they operate; and into the political realm, where companies are urged to attack government policies that are not sufficiently green, clean, or democratic. Debate over these ideas is not yet fully joined in the U.S., and corporations themselves are in different places, both with respect to the scope of their responsibilities and with respect to what public profile - degree of visibility - to maintain.

Merck has set a high standard in this regard, and it is partly for this reason that the Council chose to honor Ray. The other reasons, of course, are Merck's longstanding and successful efforts to operate globally. Ray Gilmartin's commitment to and investment in the global marketplace is what has distinguished his service at Merck and what made him an exemplary World Trade Award winner.



## New Members



**BASF Corporation** is the North American affiliate of BASF AG, Ludwigshafen, Germany. They employ about 11,000 people in North America and had sales of approximately \$9 billion in 2003. BASF's portfolio ranges from chemicals, plastics, performance products, agricultural products and fine chemicals to crude oil and natural gas. Through new technologies E. Thomas Coleman, Vice President, Government Affairs represents the company in its NFTC International Trade & Finance membership. [www.basf.com](http://www.basf.com)

**Diageo PLC** is a leading global premium drinks business with an outstanding collection of beverage alcohol brands across spirits, wine and beer categories, trading in over 180 markets around the world. These brands include: Smirnoff, Johnnie Walker, Guinness, Baileys, J&B, Captain Morgan, Cuervo, Tanqueray, and Beaulieu Vineyard and Sterling Vineyards wines. Mark Baker, Director of International Trade Affairs, represents the company in its NFTC International Trade and Finance membership. [www.diageo.com](http://www.diageo.com).

**Merrill Lynch & Company** is one of the world's leading financial management and advisory companies, with offices in 36 countries and private client assets of approximately \$1.3 trillion, at the end of 2003. Merrill Lynch has three core businesses - Global Private Client, Global Markets & Investment Banking Group and Merrill Lynch Investment Managers - offering a range of services for private clients, small businesses, institutions and corporations, and financial intermediaries. Mike Gaffney, Co-Head of Global Tax represents the firm in its NFTC International Taxation membership. [www.ml.com](http://www.ml.com).



## Letter to the President



Dear Mr. President:

The National Foreign Trade Council (NFTC) congratulates you on your re-election, and we look forward to continuing to work with you and your Administration to advance the cause of an open, rules-based trading system in 2005, which is critical to U.S. job and export growth. A number one priority for the NFTC is extension of Trade Promotion Authority in order to facilitate Congressional implementation of Doha Round and FTA agreements.

The NFTC calls on your continued leadership in forging a trade policy that opens markets through greater trade liberalization and rules-based trade. We support the strategy of competitive liberalization through bilateral, regional and multilateral trade negotiations, which has produced one of the most active periods of U.S. trade policy in recent history and has led to important market-opening commitments and governance standards in key markets for the United States. Particularly important has been your leadership for the Doha Development Agenda and Middle East Free Trade Area (MEFTA) initiatives.

In addition, a robust tax treaty network and international tax regime that allow U.S. enterprises to compete with their foreign counterparts are also essential to our competitiveness. Building on the progress your administration has already made in this area will ensure that U.S. companies can participate fully in the international marketplace.

The economic world is integrating rapidly, and we have no real choice but to compete vigorously beyond our borders if we are to continue to grow and create jobs here at home. That requires a national commitment to global economic engagement. Implementing that commitment requires the United States to tackle a number of important specific issues, including global mobility - movement of workers from country to country, trade barriers masquerading as standards and regulations, the protection of U.S. intellectual property rights and investment, and inefficient tax policies.

Specifically, we recommend inclusion of the following objectives in your international trade and tax policy agenda during your second term:

- Achieving an ambitious outcome of the Doha Round. Multilateral trade liberalization through a success.
- Negotiating comprehensive and commercially meaningful bilateral and regional free trade agreements.
- Providing effective export finance and advocacy support to U.S. exporters.
- Establishing strong investor and intellectual property rights protection.
- Addressing effectively the growing use of non-science based regulatory trade barriers.
- Upholding U.S. trade commitments and forging strong economic partnerships with major non-FTA trading partners.
- Preventing the use of ineffective unilateral economic sanctions.
- Promoting increased efficiency and transparency in the visa issuance process.
- Negotiating further international tax treaties.
- Implementing further international tax reform.

*(To see a complete copy of the letter, please visit the NFTC website at [www.nftc.org](http://www.nftc.org))*



# Tax Policy



## Tax Treaty Update - Netherlands Ratified, France and Bangladesh Await Ratification, Negotiations Continue

On December 28th, the U.S. completed the necessary procedures to ratify the Protocol between the U.S. and the Netherlands. The Dutch concluded their approval process several months before. The December approval means that the elimination of the withholding tax on related party dividends is available for dividends paid or credited by taxpayers on or after February 1, 2005, while the remaining treaty benefits became available on January 1, 2005. The protocol amended a decade old tax treaty between the two countries, and brings to seven the agreements that were ratified in the 108th Congress.

It is expected that the U.S. Treasury will soon modernize the U.S. Model Tax Convention, last updated in 1996, to reflect changes in tax treaty policy. The U.S. Treasury also anticipates releasing partial model treaty updates on a continuous basis to keep the U.S. Model current with the U.S. negotiating position.

Agreements with France and Bangladesh have recently been completed and await ratification. Other bi-lateral tax treaty negotiations, between the U.S. and Norway, Iceland, Hungary, Korea, Germany, Greece, Switzerland, Canada, and Chile are in progress. Senate Foreign Relations Committee Chairman, Richard Lugar, has been an avid supporter of expanding the U.S. tax treaty network and has indicated a strong willingness to continue to schedule ratification hearings as agreements are signed.

### NFTC Tax Committee 2005 Final Calendar

The final 2005 NFTC Tax Committee Calendar has been completed. In order to avoid calendar conflicts, the NFTC coordinates its activities with other associations and organizations; a challenging task, but one well worth the effort.

As is its custom, the NFTC will hold six Tax Lunch Forums in 2005. The purpose of the forums is to update NFTC members regarding issues of interest in the international tax area. Please contact Judy Scarabello, Vice President for Tax Policy, to suggest topics or speakers for the forums.

The Tax Committee will try something new this year, the NFTC Spring Tax Committee Meeting will be held in Charlotte, NC. The location has changed, but the focus of the meeting has not, NFTC Tax Committee members will have the opportunity to hear and visit with staff from the tax writing committees and Treasury and IRS officials and catch up with one another.

The location of the Fall Tax Committee meeting has not changed, it will be held in Washington, DC

*(Continued on Page 9)*

### NFTC Co-Hosts Successful January OECD Event

The NFTC, in association with the Organization for Economic Cooperation and Development, the U.S. Council for International Business/Business and Industry Advisory Committee to the OECD, the Organization for International Investment, and the International Fiscal Association-USA Branch, hosted a successful January meeting in Washington, DC. The Honorable Constance Morella, United States Ambassador and Permanent Representative to the OECD, kicked off the meeting with a keynote address. The meeting drew a large group of participants from various industries, practitioners, and government officials.

The meeting focused on important recent OECD initiatives; permanent establishment issues and dispute settlement procedures. (The comments submitted by the NFTC on these initiatives can be found in Part I of the NFTC Tax Treaty Project at [www.nftc.org](http://www.nftc.org).) OECD officials, Jeffrey Owens, Head of the OECD's Center for Tax Policy and Administration, Jacques Sasseville, Head of Tax Treaty Unit, and John Neighbour, Head of Tax Treaty/Transfer Pricing Division, participated on panels joined by representatives from business, the IRS, and the U.S. Treasury.

Barbara Angus, International Tax Counsel, U.S. Treasury, provided the luncheon address, and shared her thoughts on the im-

*(Continued on Page 8)*



# *A Word From the President*



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His basic point deserves repeating in light of our national experience since he made it: we take our democracy for granted, when, in fact, maintaining it requires hard work and constant attention. Several recent developments suggest we are losing our ability to compromise, which is integral to a functional democracy.

The Senate appears poised to embark on a battle over the right to filibuster judges' nominations notwithstanding the historic tradition of unlimited debate.

House Republicans continue to refashion the institution along the lines of the British Parliament - rule by the majority kept in line by an aggressive whip operation and legislation developed behind closed doors by the leadership - rather than the historic American approach of seeking coalitions of the center.

Both parties have developed an enthusiasm for Congressional redistricting efforts designed either to protect the interests of whichever party controls the state legislature at the moment or the interests of all incumbents, ignoring the Founding Fathers' - and the current voters' - interest in geographically compact and contiguous districts that are only changed following a census in order to reflect population shifts.

The House Republican leadership tried to significantly weaken the institution's ethics rules but failed due to rank and file protests and complaints from constituents.

Some of these steps are being litigated - the redistricting cases will likely end up in the Supreme Court - and all of them deserve a second thought. There are no doubt good arguments in support of each of them. There always are. But they are short term arguments designed to deal with the exigencies of the moment without regard to the long term impact on our democracy.

That impact is to undermine the way the legislative branch works by moving us away from a loosely-disciplined two party structure that encourages coalitions of the center wherein each party abandons its extremes on an issue, and toward a partisan process in which each party is led by its extremes, and the majority seeks to act virtually on its own without compromise and with minimal consultation, except among its own members. This has always been true to a degree in the House, with its shorter terms and larger numbers, but the former House members moving to the Senate appear to have taken the disease with them, bringing a new partisanship and level of rancor to an institution that has prided itself on avoiding that, and which the Founding Fathers designed to cool tempers rather than heat them up. Redistricting gamesmanship either causes the problem or contributes to it by creating safer and therefore more partisan districts, further eroding the center, which, ironically, appears to still be where most Americans park their political conscience.

These changes imperil our democracy, not tomorrow or next year, but for the generation ahead as it wrestles with ever more complex and expensive problems and an aging population that won't want to pay for solutions. Worse, it is not happening deliberately, but in a fit of absent-mindedness. We debate issues, but we ignore how change in the process paralyzes our ability to deal with them. In doing so we undermine our system and fail to heed both Ben Franklin's and Pat Moynihan's warnings about the fragility of democracy - a warning meant for us as much as others.



## USA\*Engage Endorses Agricultural Export Facilitation Act

USA\*Engage has endorsed legislation introduced by Senator Larry Craig that would simplify and expedite the sale of agricultural products to Cuba under TSRA. The Agricultural Products Export Facilitation Act of 2005 establishes a general license for travel to and within Cuba associated with business activities and provides for direct payment between Cuban purchasers and U.S. banks. Furthermore, it clarifies that TSRA's "cash in advance" requirement is only intended to ensure payment for goods before they are physically transferred to the purchaser, and not before they are shipped to Cuba. It also repeals Section 211 of the Omnibus Appropriations Act of 1999 thereby ensuring the trademark sanctity of U.S. branded products in Cuba.

*The National Foreign Trade Council is a leading business organization advocating an open rules-based world economy. Founded in 1914 by a group of American companies that supported an open world trading system, the NFTC now serves its companies through its offices in Washington and New York.*

## USA\*Engage Annual Meeting to Honor Congressman Flake and Senator Enzi

On February 17, USA\*Engage will hold its annual meeting in the Dirksen Senate Office Building to honor Congressman Jeff Flake and Senator Mike Enzi for their perfect scores on the NFTC/USA\*Engage report card for the 108th Congress. The report card has been compiled for the past four Congresses grading members for their votes on trade and sanctions legislation. Businesses currently selling agricultural products to Cuba under the Trade Sanctions Reform Act of 2000 (TSRA) will lead a panel discussion preceding the awards presentation. If you would like to attend this event, please contact Haynes Roberts (hroberts@nftc.org; 202-887-0278 ext. 2025) for registration information.

## USA\*Engage Opposes New Iran Sanctions Legislation in Congress

USA\*Engage held a meeting on February 7 to discuss U.S. policy toward Iran given the recent increase in public debate and European diplomatic initiatives focused on cessation of Iran's nuclear program. Since its inception, USA\*Engage has advocated economic engagement with Iran as a more effective means of influencing the Iranian regime's behavior than unilateral sanctions. The coalition has encouraged the removal of executive orders barring trade and investment by U.S. companies and repeal the Iran-Libya Sanctions Act (ILSA) which prohibits energy investments exceeding \$20 million by foreign companies and subsidiaries. ILSA has never been enforced, but the Clinton Administration did waive its application in 1997 for the French company Total's agreement to develop Iran's South Pars field. On January 6, Congresswoman Ros-Lehtinen introduced the "Iran Support Act":

- requiring the President to renew his waiver of ILSA sanctions on a foreign company every 6 months as opposed to exercising it only once;
- requiring the President to report on efforts to enlist multilateral support for U.S. initiatives every 6 months;

(Continued on Page 8)

## USA\*Engage Endorses Senator Lugar's Reintroduction of the Sanctions Policy Reform Act

On February 1, Senator Richard Lugar reintroduced the Sanctions Policy Reform Act. The bill, a longstanding platform of USA\*Engage, creates a common sense framework to evaluate whether a new unilateral sanction is likely to achieve its foreign policy goals and the associated costs the business community will absorb as a result from its passage. In addition, the bill proposes contract sanctity for investments that predate new legislation, waiver flexibility for the President, and a sunset provision terminating the sanction at a later date. USA\*Engage will be recruiting co-sponsors for the bill and will testify at a hearing on the issue later this year.



# U.S. - Middle East Free Trade Coalition



## U.S. - Middle East Free Trade Coalition Geared up for 2005

The U.S.-Middle East Free Trade Coalition, founded late last year by the NFTC and its partner, BCIU, manages U.S. business support for the many bilateral trade initiatives building up to a broader Middle East Free Trade Area. The Coalition is led by a steering committee made up of NFTC member companies, and other associations and organizations dedicated to promoting free trade and economic development in this strategic area of the world. Steering Committee members include: the Association of Equipment Manufacturers, The Boeing Company, Booz Allen Hamilton, the Business Council for International Understanding, CMS Energy, ChevronTexaco, Dow Chemical Company, Exxon Mobil, The Herman Group of Companies, Intel, J. Ray McDermott, Motorola, the NFTC, the Pharmaceutical Research and Manufacturers of America, Raytheon, TECORE Wireless Systems, and Washington Group International.

*(Continued from Page 5, "NFTC Co-Hosts...)*

importance of U.S. participation in the work of the OECD. A panel consisting of staff from the Senate Finance Committee, Ways and Means Committee, and Senate Foreign Relations Committee discussed their outlook for the year ahead, including comments about international tax reform, the tax treaty agenda, and the JOBS bill technical correction legislation.

Discussions will take place during the year among the sponsoring organizations regarding the desire to have the joint meeting become an annual event. Please direct any questions or comments to Judy Scarabello, Vice President for Tax Policy, [jscarabello@nftc.org](mailto:jscarabello@nftc.org), 202-887-0278, ext. 2023.



## Human Resources



### April International Compensation and Benefits Seminar Series Announced- New York City, Chicago and San Francisco-April 2005

The NFTC along with Baker & McKenzie and Mellon Human Resources & Investor Services will host a series of full day updates on international benefits and compensation management in New York City (April 5), Chicago (April 6) and San Francisco (April 7).

The program will include presentations by corporate benefits and compensation professionals, attorneys from Baker & McKenzie and benefit consultants from Asia, Europe and the United States. The agenda will cover issues and trends in key markets such as China, Europe, India, Japan and the UK as well as updates on global equity compensation and cross-border transfers of executives.

For further information contact Denise Schulman at [dschulman@nftc.org](mailto:dschulman@nftc.org) or at 212-399-7128.

*(Continued from Page 7, "USA\*Engage Opposes New Iran...)*

- expanding the current scope of ILSA coverage to include insurers and creditors;
- removing the 5 year sunset provision;
- expanding the definition of petroleum to include petroleum by-products; and
- limiting the President to 90 days from the date of disclosure of an investment to make a determination on sanctions imposition.

On a positive note, the bill codifies the removal of Libya from ILSA coverage - a measure our coalition supports and that the Administration has instituted via a waiver since the summer of 2004.

As U.S. enforcement of ILSA against foreign companies would inevitably lead to endless litigation here and abroad and incite trade retaliation from our allies, USA\*Engage does not believe tightening sanctions under ILSA will have any impact. As the Europeans explore a variety of economic incentives including investment, trade, and aid with hopes of receiving Iranian pledges to end nuclear development in return, the U.S. policy of isolation becomes increasingly counterproductive at the expense of U.S. foreign policy goals and U.S. corporate opportunities.



# U.S.-South Africa Business Council

## U.S.-South Africa Business Council Focuses on Black Economic Empowerment, Free Trade Negotiations and Apartheid Lawsuit Appeal

The U.S.-South Africa Business Council was briefed by Mudunwazi Baloyi of the South African Embassy on February 10 on South Africa's black economic empowerment program. Mr. Baloyi, the South African Department of Trade & Industry attaché at the South African Embassy focused on the forthcoming regulations on equity ownership by the Department of Trade and Industry. The current expectation is that subsidiaries of foreign multinationals will be required to sell 25% of their equity to a local "empowerment group" to qualify for government procurement and to get licenses. The issue is a major priority for the Business Council given the significant impact it is already having on our companies operating in South Africa. This issue was also identified at the NFTC Board meeting as a priority concern for 2005. If your company has a subsidiary in South Africa, as many NFTC members do, it should consider joining the U.S.-South Africa Business Council which is taking the lead on the issue for U.S. companies.

The stalled U.S. negotiations for a free trade agreement with the Southern African Customs Union are likely to resume this spring. The Business Council, which sponsors the private sector coalition supporting the talks, met with the Assistant U.S. Trade Representative for Africa, Flori Liser, in January regarding the new negotiating framework established by USTR Zoellick during his December visit to the region. Oral arguments are expected to be heard by the Second Circuit Court of Appeals in late spring.

The plaintiffs in the apartheid-era alien tort lawsuits against U.S. companies in South Africa have appealed the judge's decision to dismiss the suits. The Business Council will join the USA\*Engage coalition in an amicus brief to be filed with the Second Circuit Court of Appeals urging them to uphold Federal District Court Judge Sprizzo's decision.

Business Council Executive Director Dan O'Flaherty spoke about South Africa's economy at a State Department conference on January 25. His speech can be found at <http://www.nftc.org/default/ussabc/INRconference.doc>. On February 16 the Business Council will hold a briefing on the state of the South African economy with Jeffrey Herbst, Professor of International Relations at Princeton University, a well-known expert, and representatives of the IMF and the State, Commerce, and Treasury Departments and OPIC and the Ex-Im Bank. Those interested in the activities of the Business Council can contact Dan O'Flaherty at [doflaherty@nftc.org](mailto:doflaherty@nftc.org) or Emily Solomon at [ussabc@nftc.org](mailto:ussabc@nftc.org) or 202-464-2029.

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*(Continued from Page 5, "NFTC Tax Committee 2005 Final Calendar")*

in mid-November. A year in review, a discussion of the direction of international tax policy, and post FSC/ETI reform will be part of the agenda. For further information, please contact Judy Scarabello, [jscarabello@nftc.org](mailto:jscarabello@nftc.org) or 202-887-0278, ext. 2023.

Please mark your calendar with these NFTC 2005 Tax Committee dates:

- February 16 (Wednesday) Tax Lunch Forum
- March 23 (Wednesday) Tax Lunch Forum
- April 28-30 (Thursday-Saturday) Spring Tax Committee Meeting-Charlotte, NC
- June 14 (Tuesday) Tax Lunch Forum
- July 20 (Wednesday) Tax Lunch Forum
- September 20 (Tuesday) Tax Lunch Forum
- November 8-9 (Tuesday-Wednesday) Fall Tax Committee Meeting-Washington, DC



# Calendar of Events



<u>Date</u>	<u>Topic</u>	<u>Location</u>
February 7	Doha Round Working Group Meeting with Ambassador Allgeier	Washington, DC
February 7	USA*Engage meeting on Iran policy	Washington, DC
February 8	International Benefits Committee	New York City
February 10	U.S.-South Africa Business Council briefing on Black Economic Empowerment by South African embassy	Washington, DC
February 10	USTR Meeting on Tariff and Regulatory Transparency	Washington, DC
February 16	U.S.-South Africa Business Council economic update with IMF, Treasury, Commerce, USAID, Ex-IM Bank and OPIC	Washington, DC
February 16	Tax Lunch Forum	Washington, DC
February 16	Tax Steering Committee Meeting	Washington, DC
February 23-25	California Council for International Trade's 7th Annual Policy Forum	San Diego, CA
March 4	US-South Africa Business Council briefing by South African Ambassador Barbara Masakela and the embassy team	Washington, DC
March 8	Board of Directors Meeting	Washington, DC
March 8-11	NFTC Delegation Visit to Geneva on Doha Round	Geneva, SW
March 23	Global Compensation Committee	New York City
March 23	Tax Lunch Forum	Washington, DC
March 23	Tax Steering Committee Meeting	Washington, DC
April 5	Seminar on Current Issues In International Benefits and Compensation	New York City
April 6	Seminar on Current Issues In International Benefits and Compensation	Chicago, IL



# Calendar of Events



<u>Date</u>	<u>Topic</u>	<u>Location</u>
April 7	Seminar on Current Issues In International Benefits and Compensation	San Francisco, CA
April 28-30	Spring Tax Committee Meeting	Charlotte, NC
May 3	Seminar on Developing Global Business Leaders	Detroit, IL
May 18	International Benefits Committee	New York City
June 14	Tax Lunch Forum	Washington, DC
June 14	Tax Steering Committee Meeting	Washington, DC
July 20	Tax Lunch Forum	Washington, DC
July 20	Tax Steering Committee Meeting	Washington, DC
September 20	Tax Lunch Forum	Washington, DC
September 20	Tax Steering Committee Meeting	Washington, DC
October 18	International Benefits Committee	New York City

*\*The Tax Steering Committee Meetings, SACU FTA Chapter Briefings, Expatriate Management, Global Compensation and International Benefits Committees are by invitation only. For information about them contact Chuck Dittrich, 202/887-0278, e-mail [cdittrich@nftc.org](mailto:cdittrich@nftc.org)*



# National Foreign Trade Council



## Current Member?

Update your contact information or add a colleague from your company who doesn't currently participate in NFTC activities.

Join us in securing an Open Global Trading System for U.S. Business!

If you know of a company that we may contact to join the NFTC or if you are not a member and would like information on how to become involved, let us know:

Company: \_\_\_\_\_  
 Contact Name: \_\_\_\_\_  
 Address: \_\_\_\_\_  
 Phone: \_\_\_\_\_  
 Fax: \_\_\_\_\_  
 Email: \_\_\_\_\_

## NFTC Area of Interest (check all that apply):

- |   |   |
|---|---|
| <input type="checkbox"/> International Trade & Investment | <input type="checkbox"/> Export & Project Finance           |
| <input type="checkbox"/> International Human Resources    | <input type="checkbox"/> International Taxation             |
| <input type="checkbox"/> USA*Engage                       | <input type="checkbox"/> U.S.-South Africa Business Council |

Please mail or fax to:

Chuck Dittrich, NFTC, 1625 K Street, NW, Washington, DC 20006

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