

Council Highlights



February/March 2004

NATIONAL FOREIGN TRADE COUNCIL

A Word from the President

Well, the Presidential election campaign is moving rapidly into full swing - even though by the time you read this the contest for the Democratic nomination could already be virtually settled. (Let's hope not - it would be nice to have the entertainment last into the spring!)

As sure as snow melts in the spring, campaigns bring with them rhetoric and demagoguery, and trade is always a popular topic for both. Slow recovery? Job losses? Trade deficit? Blame it on the foreigners! It's certainly easier than accepting responsibility oneself and easier than taking the hard steps that are necessary to restore one's competitiveness - and occasionally it might even be true. Looking for someone or something to blame has become the American way, largely because of the media, which has figured out that stories are a lot less interesting if there's no villain.

Unfortunately, when it comes to trade, the real "villain" is usually not a person, company, or even a country; it is simply change. Any economy must change if it is to grow. Trade accelerates change. It drastically reduces the time domestic companies have to get ready for new levels of competition, and, if they want to compete, it forces them to take steps they would prefer to avoid, such as laying people off and moving some jobs offshore.

These things are happening right now, and, predictably, the politicians are crying
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Chairman's Note

It's usually more popular in the media to talk about bad news than good news. Bad news is more interesting; it provides numerous opportunities for speculation on what went wrong and what might happen next; it gives journalists a chance to assign blame - a popular activity in any country - and, let's face it, it sells papers or, in this era, it generates more visitors to your web site.

It is also true that in the world of trade, there is rarely a shortage of bad news to talk about. Negotiations are generally breaking down somewhere; countries are always imposing new import restraints against each other; and as a result of that, WTO dispute resolution panels are keeping busy. The economists try vainly to reiterate the basic economic argument that trade provides growth and jobs, that it's win-win for both parties, but they are often drowned out by the cries for protection from the victims of trade. And, as Bill Reinsch points out in his comments elsewhere in the Highlights, those victims are real - the people who get the new jobs trade creates are rarely the same ones who have lost the old jobs.

Despite the opportunities for bad news, however, there is also some good news
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TOP COUNCIL NEWS

Former WTO Official Speaks Out

"James Bacchus, in his first public comments since stepping down from an eight-year tenure as one of the seven members worldwide of the Appellate Body of the World Trade Organization, spoke before the NFTC January 29..."
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NFTC Doha Round Working Group Will Press for Steady Progress in Talks in 2004

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U.S.-South Africa Business Council leading on free trade talks and in opposition to apartheid lawsuits

"In 2003, the U.S.-South Africa Business Council provided support to U.S. companies sued in alien tort cases arising out of apartheid..."
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International Trade and Finance



James Bacchus addresses NFTC members at luncheon

Former WTO Appellate Body Chairman Speaks Out

James Bacchus, in his first public comments since stepping down from an eight-year tenure as one of the seven members worldwide of the Appellate Body of the World Trade Organization, spoke before the NFTC January 29, giving an impassioned critique of the current lack of transparency in WTO appellate proceedings. "There is no reason for WTO proceedings to remain secret, and there is every reason for them to be open to the light of public scrutiny" Bacchus proclaimed. From his unique vantage point, he outlined some simple and dramatic steps that the WTO could take to "open the doors . . . and the windows" of the WTO dispute settlement process. These include the creation of rules of evidence and rules of discovery in WTO dispute settlement, permitting interested parties to file 'amicus' briefs and transforming the standing Appellate Body from a part-time into a full-time global tribunal for trade. His remarks may be found on the NFTC website homepage, www.nftc.org.

NFTC Doha Round Working Group Will Press for Steady Progress in Talks in 2004

During 2004, members of the NFTC Doha Round Working Group plan to continue to focus their efforts on pushing for ambitious results in the Doha Round negotiations. Most recently, the NFTC laid out its views in a December 8, 2003 letter to Ambassador Zoellick. The letter urged renewed U.S. leadership toward an ambitious outcome and support for building on the positive elements contained in the draft that was tabled by Minister Derbez during last year's WTO Ministerial Meeting in Cancun, Mexico. Just last week, Ambassador Zoellick communicated similar views in a letter to WTO Members.

The key in 2004 is to continue forward progress toward achieving the necessary technical and other work that will need to be accomplished for the negotiations to conclude before existing U.S. trade negotiating authority expires. As Ambassador Zoellick's letter states, it is critical that 2004 not be a "lost" year. The NFTC working group plans two delegation visits to Geneva and a concentrated effort at building greater developing country allies for major liberalization proposals during the course of 2004. On January 23, members met with Assistant USTR Dorothy Dwoskin to discuss the current outlook for progress in Geneva and the NFTC 2004 work plan.

Year Ahead Filled with Action on Numerous FTA Fronts

In the coming year, the NFTC expects several free trade agreement (FTA) negotiations to be completed. Building on the December conclusion of the Central America FTA talks, the FTA negotiations with both Morocco and Australia are on the cusp of completion. At the same time, both Costa Rica and the Dominican Republic hope to complete talks to join CAFTA before U.S. congressional deliberations proceed. In light of election-year politics and the expected short congressional session in 2004, combined with strong Democratic and union opposition to CAFTA, the timetable for final congressional consideration of CAFTA and the other FTAs remains uncertain at this time.

U.S. Negotiators Return From Bahrain and First Round of FTA Negotiations

U.S. negotiators returned from Manama in early February, concluding the first round of negotiations on the U.S. - Bahrain FTA. Without major issues in many areas such as agriculture and textiles, negotiation of this agreement is expected to proceed rapidly. The second round of negotiations will take place in Washington during the first week of March. U.S. companies are looking forward to increased business opportunities as a result of liberalization in services markets such as finance and information technology and useful elimination of technical barriers to trade. The work on Bahrain has already spurred interest in many other Gulf countries to pursue trade liberalization with the U.S. and will further the U.S. strategy to erect a Middle East Free Trade Area (MEFTA).

The NFTC, along with the Business Council for International Understanding and the National U.S.-Arab Chamber of Commerce serves as the secretariat for the U.S. - Bahrain FTA Coalition, which is co-chaired by Lionel Johnson of Citigroup and William Rice of Alcoa. For background on the FTA, for a list of companies currently in the Coalition, or for information on joining the Coalition, please visit www.nftc.org.



International Trade and Finance



NFTC Board Member Profile: William Sweeney, EDS

Second in a series of NFTC Board Member Profiles

A lifelong background in public policy and democracy-promoting has well prepared NFTC board member William (Bill) Sweeney for the ever-changing global business environment. Currently serving as Vice President of EDS Global Government Affairs, Sweeney brings valuable insights to the NFTC board of directors with his experience in both the public and private sectors. In addition, Sweeney serves as chief liaison between the NFTC and its Chairman, EDS President and CEO Michael Jordan.

Sweeney's storied political career began immediately after graduating from American University, when he joined the Democratic Congressional Campaign Committee, eventually becoming the organization's Executive Director. From 1981 to 1985, Sweeney was the Deputy Chairman of the Democratic National Committee (DNC). Using those years of experience in the national political arena, in 1985 Sweeney founded Washington Resources and Strategy, Inc., a public affairs management company. The firm provided consulting services to political candidates for the U.S. Congress as well as a spectrum of associations and corporations in the United States, Asia and Europe.

Sweeney is the co-founder and former director of the Campaign Management Institute of American University (1988-1992). He currently serves on the board of directors of American University's Center for Congressional Studies. The Joint Congressional Inaugural Committees appointed him "Capitol coordinator" for the inaugurations of President George Bush, President Bill Clinton, and President George W. Bush. Active in the democracy movement, Sweeney was chairman and vice chairman of the board of directors of International Foundation for Election Systems (IFES) and served as an official observer in the Philippines, Russia, Jamaica and Nicaragua.

In his current role at EDS Global Government Affairs, Sweeney is responsible for managing EDS relations with governments and policy organizations in the 54 countries where EDS has a business presence. He joined EDS in April 1991.

EDS, the leading global services company, provides strategy, implementation and hosting for clients managing the business and technology complexities of the digital economy. EDS, with its management-consulting subsidiary, A.T. Kearney, serves the world's leading companies and governments in 54 countries, and the company reported revenues of \$21.5 billion in 2002.

NFTC Members Meet with Ex-Im Bank Officials and OPIC President

On February 3, the Export and Project Finance Working Group met with Ex-Im Bank staff to talk about current exporter views regarding Ex-Im Bank's competitiveness. Last year, a similar "focus group" meeting was held early in the year, which was useful to Ex-Im Bank in preparing its annual competitiveness report.

Export Finance Working Group members also held a meeting at the end of January with OPIC CEO Peter Watson and other senior-level OPIC officials. The purpose of the meeting was to discuss OPIC's role in helping with the reconstruction process in Iraq. In addition to a discussion of OPIC's investment insurance for Iraq, Watson will also discuss two new mechanisms developed by OPIC for financing transactions in the country.

While praising the Bank for the strides made recently in operational efficiency and a conscious move toward relationship management, NFTC members hammered home concerns over U.S. lag in competing for business against other nation's export credit agencies which are aggressively competing for business. Members reiterated the need for increased U.S. co-financing; which is absolutely critical to American competitiveness, and results in increased U.S. exports, especially in capital goods and major projects markets. Companies also credited the direct advocacy work of Chairman Phillip Merrill and other senior bank officials and board members on overseas trips for increased U.S. business in these markets. Input from NFTC members will be incorporated in Ex-Im's Annual report to Congress.



International Trade and Finance

Annual Monterey Trade Forum a Success

The Sixth Annual Monterey Congressional Forum on Trade Policy -- co-sponsored by the NFTC, the California Council for International Trade and the Monterey Institute of International Studies -- was held on January 8-10, 2003, at the Monterey Institute of International Studies. This year's theme, "Rebuilding Peace, through Trade," sparked lively and substantive discussions focused on topics such as capacity building, trade and democratic development in the Middle East, the Cancun session of the WTO Doha Round, homeland security, corporate social responsibility and the future of California's global economy.

Featured Forum speakers included USTR's Chris Padilla; Grant Aldonas, Under Secretary of Commerce; Dr. Peter Watson, President of OPIC; the Honorable Mia Mottley, Deputy Prime Minister of Barbados; Ambassador John Wood of New Zealand; Dr. Naser Al Belooshi, Economic Representative, Embassy of the Kingdom of Bahrain, and senior diplomats of Canada, Australia, Thailand and Ecuador, as well as key leaders of the business community. Congressional participants in the Forum included Congressmen Sam Farr, Cal Dooley and Doug Ose who were presented this year with the Forum's Golden State Award for their distinguished and sustained efforts to expand trade. For further information, please contact Robert Fernandez, D.C. Forum Program Coordinator at 202-887-0278 or rfernandez@nftc.org.

Photos from the Sixth Annual Monterey Congressional Forum on Trade Policy, January 8-10, 2003



Dr. Naser M. Y. Al Belooshi, Economic Representative, Embassy of the Kingdom of Bahrain; U.S. Representative Calvin "Cal" Dooley (CA 20th District); Colin Robertson, Consul General of Canada in Los Angeles; U.S. Representative Doug Ose (CA 3rd District); Jan Adams, Commercial Minister, Embassy of Australia



Tamsin Randlett, Director of Government Affairs, Gap Inc.; U.S. Representative Calvin "Cal" Dooley (CA 20th District); Scott Miller, National Director of Government Affairs, Proctor & Gamble; Dr. Richard Feinberg, Professor, UCSD Graduate School of Int'l Relations and Pacific Studies



Jerry Levine, Founder and Board Member, CCIT; Joe Harrison, President, CCIT; Robert Fernandez, DC Program Coordinator, CCIT/NFTC MCF; Anne L. Alonzo, Senior Vice President, NFTC; John Leibman, Co-Chair, CCIT



Tax Policy



Hearing Date Set for U.S. and Japan Tax Treaty Ratification

The Senate Foreign Relations Committee will hold a hearing on the U.S.-Japan Tax Treaty on February 25, 2004. The new treaty was signed on November 6th, 2003. It is a significant accomplishment in the tax treaty area; it will provide a valuable benefit to U.S. companies doing business in Japan. The new agreement replaces the 30-year-old tax treaty currently in force between the two countries.

The Committee's next step in the U.S. ratification process, following the hearing, is to make a recommendation regarding the treaty. The treaty is then reported to the Senate floor. It must then be passed by two-thirds of the members present. Japan also must conclude its ratification process before formal ratification is completed and instruments of ratification are exchanged. If ratification is completed before April 1st, the U.S.-Japan Tax Treaty will become effective as of July 1st, 2004. If ratification is completed in 2004, but after April 1st, the treaty will become effective as of January 1st, 2005.

Japan has long been a country of significant importance to NFTC member companies. In the annual tax treaty survey conducted by the NFTC, Japan has ranked in the top three of tax treaty priority countries for the last several years (Canada and Brazil round out the top three). Ratification of the U.S.-Japan Tax Treaty will reduce the economic costs that burden cross-border trade between the two countries.

NFTC Tax Committee 2004 Final Calendar

The final 2004 NFTC Tax Committee Calendar has been completed. The NFTC coordinates with other associations and organizations to avoid calendar conflicts, a challenging task, but one well worth the effort.

As is its custom, the NFTC will hold six tax lunch forums. 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.

Again, continuing with tradition, the NFTC Spring Tax Committee meeting will be held in Scottsdale, AZ. NFTC tax committee members will have the opportunity to hear and visit with staff from the tax writing committees and Treasury and IRS officials as well as catch up with one another.

The Fall Tax Committee meeting will be held in Washington, DC in mid-November. A discussion on the outcome of the election and its impact on tax policy will be part of the agenda. For further information, please contact Judy Scarabello, jscarabello@nftc.org, or 202-887-0278, extension 105.

NFTC 2004 Tax Calendar

February 13 (Friday) - Tax Steering Committee meeting/Tax lunch forum

March 10 (Wednesday) - Tax Steering Committee meeting/Tax lunch forum

April 29-May 1 (Thursday-Saturday) - Spring Tax Committee Meeting-Scottsdale, AZ
(Note that the meeting will start with dinner Thursday night, and continue through lunch Saturday. We will have two days of technical program instead of three.)

June 2 (Wednesday) - Tax Steering Committee meeting/Tax lunch forum

July 21 (Wednesday) - Tax Steering Committee meeting/Tax lunch forum

September 15 (Wednesday) - Tax Steering Committee meeting/Tax lunch forum

October 13 (Wednesday) - Tax Steering Committee meeting/Tax lunch forum

November 16-17 (Tuesday-Wednesday) - Fall Tax Committee meeting in Washington



Human Resources



NFTC Staff Member Profile -

Bill Sheridan, Senior Director - International Human Resources Services

Heading the New York office for the NFTC, Bill Sheridan spearheads one of the organization's most unique functions - international human resources services. Since joining the staff in 1992, Bill has led his colleagues in providing a wide range of informational services to NFTC members on global mobility management and local national employee benefits and compensation, serving as a link between NFTC members and service providers. The New York office also conducts global mobility and related surveys and studies, and hosts educational seminars and conferences throughout the country.

Bill's human resource experiences around the world give him a vast array of perspective for his job. He joined the NFTC from Arthur Andersen LLP, where he was a senior consultant in their Human Capital practice. Prior to that, Bill held senior human resource positions with Caltex Petroleum, American Express and Barclays Bank.

To receive hands-on international business and communications experience, Bill has been an expatriate twice. While in the U.S. Navy, he served for two years at the Naval Air Station on Guantanamo Naval Base, where he was a Communications and Personnel officer. In the private sector he was assigned for several years to Bahrain and has traveled extensively on business to Europe, the Middle East, the Indian Sub-Continent and Asia.

Bill holds a BA in History from the City College of New York and an MBA from the Baruch School of the City University of New York. Additionally, he is a Lifetime Achievement Award recipient from World at Work, represents the NFTC on the Coalition of Human Resource Management Associations, and is a member of the National Committee on American Foreign Policy. Bill and his wife Terry (who is Human Resource Director at the Andrew W. Mellon Foundation) reside in Mamaroneck, New York.

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in trade, and I want to take a few moments to note them. First, on a specific matter that has been much in the news for the past several years, the President decided to remove the tariffs on steel that the WTO had decided violated its rules. His decision removes a major trade controversy that has severely troubled transatlantic relations and reaffirms America's commitment to the rules-based trading system embodied in the WTO. The NFTC has always stood for precisely such a system, so we particularly welcome this decision and hope it will be followed by compliance with the other WTO rulings that affect us. Unfortunately, most of the other cases, including the FSC/ETI issue, require Congressional action, which means the path to compliance will be both longer and more complicated. There are signs of progress on several of those cases, however, so there may be more good news to report in the next Highlights.

Second, Ambassador Zoellick's letter to his fellow trade ministers laying out some ideas for restarting the Doha Round is an important step that appears to be meeting with general approval on the part of his colleagues. By sending the letter, he has once again seized the initiative and hopefully started a process that will get the negotiations that were sidelined in Cancun back on track.

Third, the dramatic promise by Libya in December renouncing weapons of mass destruction and opening its borders to inspection is an important success for long, quiet diplomacy on our part. It is unusual to see a pariah nation undergo a change in heart (at least without a change in government), and it is an example we can all hope other nations will adopt. We have now begun a process of validating the Libyans' commitments, and, assuming their good faith is established, the NFTC and USA*Engage look forward to seeing the longstanding unilateral sanctions removed. This is important both because of the resumption in economic activity it would permit and because of the signal it would send to others that if they take the steps necessary to bring themselves back into the community of nations, the United States will respond appropriately.

So, there is some good news in the midst of the bad. Meanwhile, the NFTC will be busy trying to create more good news - which I hope to report on in future issues!



Human Resources



NFTC Re-Establishes the Employment Opportunity Exchange, a Job/Candidate Service for International Human Resource Professionals

For several years the NFTC has informally assisted corporate and service provider members who are looking for experienced international human resource professionals in all functional areas. We have also assisted individual colleagues who are looking for a new international human resources career opportunity.

In 2003 we formalized these services as the NFTC's Employment Opportunity Exchange. In essence, employers can request our assistance in locating candidates and we will assist colleagues who are in a job search by holding their resumes in our files. For further details, contact Bill Sheridan at 212-399-7128 or wsheridan@nftc.org.

Seminar on April 12, 2004 in New York City on "China: Update on Business, Employment Law, Human Resource and Political Issues"

The NFTC, in conjunction with Baker & McKenzie and Hewitt Associates, will host a full-day seminar on China at the Yale Club of New York City on April 12, 2004. The agenda will include such topics as:

- Economic, political, security, and trade issues in 2004
- Sourcing and retaining talent
- Employment law issues
- Update on benefits and compensation

The faculty will include experienced professionals based in China and the United States.

For details, contact Bill Sheridan at wsheridan@nftc.org, or visit www.nftc.org.

Homeland Security Legal Issues for Business: Webinar Series

The NFTC has joined with Baker & McKenzie and Congressional Quarterly (CQ) to host a series of legal briefings on Homeland Security. The series covers such Homeland Security-related topics as cyber security, export security, corporate and commercial contracts, money laundering, and information security.

The series on the web features attorneys from Baker & McKenzie's U.S. Homeland Security Practice and representatives of CQ and the NFTC. Each webinar will focus on a different aspect of Homeland Security in the post-9/11 world. You may sign up for one or more of the webinars. The cost for each is \$55 (discounts are offered for purchases of 5 or more sessions).

On April 8, 2004, from 11:00 - 11:45 a.m. EST, the briefing will be "Homeland Security and Immigration Changes" led by Bill Reinsch of the NFTC and Elise Healy of Baker & McKenzie. To register, please visit www.bakernet.com/ushomelandsecurity.

Global Mobility Seminar in Charlotte, NC, March 2, 2004

The NFTC, along with The MI Group and Pricewaterhouse Coopers, will host a full day seminar on Global Mobility Management in Charlotte, NC. Topics will include the importance of cross-border assignments for business and employee development, Homeland Security's effects on in-bound and out-bound business travel and immigration, updates on expatriate housing and relocation trends, and an update on international taxes.

For more information, contact Denise Schulman at 212-399-7128 or at dschulman@nftc.org, or visit www.nftc.org.



U.S.-South Africa Business Council

U.S.-South Africa Business Council leading on free trade talks and in opposition to apartheid lawsuits

In 2003, the U.S.-South Africa Business Council provided support to U.S. companies sued in alien tort cases arising out of apartheid, successfully lobbied the South African government and the U.S. State Department to take strong positions opposing the lawsuits, and filed an amicus brief with the Ninth Circuit on the related aspects of a case involving Burma. In the coming months, the Business Council will coordinate business response to the anticipated February ruling on the motion to dismiss by the judge in the Federal District Court for the Southern District of New York, and prepare for an expected appeal by plaintiffs of a decision to dismiss. The Business Council will work to ensure continued support of the South African government and private sector in this effort.

In 2003 the Business Council organized a broad coalition of companies, trade associations and other organizations to monitor and support the FTA talks with the Southern African Customs Union. The Business Council will continue to lead this coalition by holding regular briefings by U.S. negotiators on issues under negotiation, advocating business positions with all five governments, coordinating positions with the Johannesburg American Chamber of Commerce, and preparing the way for Congressional approval.

The National Foreign Trade Council

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foul and pointing their fingers at the foreigners and at U.S. corporate executives who make the unpopular decisions. Bills have been introduced in a growing number of state legislatures that would restrict the state's procurement of services to domestic companies, and it is only a matter of time before we will see similar bills in the Congress. That most of these violate one or more WTO rules doesn't seem to bother anybody.

This, of course, is the wrong answer and is reminiscent of the Roman Emperor Diocletian's decree that all men had to do what their fathers had done - one of history's grandest examples of trying to stop change in its tracks. That didn't work so well (note what happened to the Roman Empire), but we don't seem to have learned a great deal in the intervening 1700 years.

Unfortunately, what we may be seeing now from the business community is an effort to trivialize change by suggesting that it doesn't matter, that from a macroeconomic perspective, as the economy grows, new jobs will be created to replace those lost, and we will all be better off. Of course, as the microeconomists will tell you, the new jobs are rarely filled by the same people who lost the old ones, so while trade may or may not be a macroeconomic problem, it is certainly a political problem driven by the constituency of people who have lost out in the changes that trade brings.

As the campaign grinds on, this issue is likely to fade. It usually does once the nominations are decided, and the candidates turn their attention to issues of national security and overall economic growth. (Note that in Iowa only 4% of those attending the Democratic caucuses said that trade was their most important issue.) But even if that happens, the problem remains, and it's unlikely to go away, although dealing with it outside the heat of a political campaign would be a good thing. And how do we deal with it?

As the dust settles, you will find three policy areas under discussion: (1) improved and expanded education and trade adjustment assistance to make sure the next generation of workers is prepared for the global economy, and to help the casualties of current changes acquire new skills to reenter the job market successfully; (2) incentives, probably in the tax code, for companies to stay and invest here at home; and (3) renewed support for high technology R&D to make sure we continue to run faster than our competition and develop new technologies that bring with them new jobs. I'll have more to say about these ideas in a future President's Word.



USA*Engage



USA*Engage Faces Full Agenda in 2004

2004 will be an active year for sanctions issues in the Congress and in the Executive Branch. The following is a list of pending legislation and other outstanding issues on which the USA*Engage coalition will be active. For more information please contact Haynes Roberts at hroberts@nftc.org or 202-887-0278, ext. 115.

Sanctions Policy Reform Act: Senator Richard Lugar introduced S. 1861 on November 14. This legislation, which has been the flagship of the USA*Engage coalition's efforts, creates a framework for the evaluation of potential effectiveness and associated costs to the U.S. economy of proposed new unilateral sanctions prior to their passage. It was last introduced in the 106th Congress. USA*Engage will recruit co-sponsors and make this legislation a major priority in 2004.

Libya: Following the finalization of a settlement between the Libyan government and the Pan Am 103 victims' families, the UN voted to remove multilateral sanctions on Libya in early September 2003. The U.S. now has until late April to remove unilateral measures in order to complete reparations payments to the families. Of equal significance, Libya pledged in late December to open its weapons production program to international inspection, thus potentially removing a major impediment to the lifting of U.S. sanctions. USA*Engage is holding meetings with the Executive Branch to urge relief from sanctions in response to the Libyan government's positive actions. USA*Engage is also encouraging Senate hearings on U.S. policy toward Libya.

Cuba: USA*Engage will lobby for the "Freedom to Travel to Cuba Act" (S. 950) introduced by Sen. Michael Enzi and reported out by the Foreign Relations Committee last November. The bill would repeal the travel ban and will be debated on the floor by the end of February. We also expect another effort to amend appropriations bills in the House and the Senate to prohibit funding of enforcement of the travel ban. In addition, companion versions of the "United States-Cuba Trademark Protection Act of 2003" (H.R. 2494/S. 2002) have been introduced to provide for the protection of more than 500 U.S. trademarks in Cuba with the repeal of Section 211. USA*Engage will be active on these various Cuba initiatives.

Saudi Arabia: Rep. Ileana Ros-Lehtinen and Senator Arlen Specter introduced companion versions of the "Saudi Accountability Act" (H.R. 3643/S. 1888) in Congress prior to recess. The bill would restrict diplomatic travel to Saudi Arabia and ban the sale of defense articles and Commerce Control List exports. It currently contains a "national security interest" waiver. USA*Engage will lobby against this bill.

Iran/Libya: Rep. Ros-Lehtinen introduced the "ILSA Enhancement and Compliance Act" (H.R. 3347) in the House last October. The bill seeks to mandate deadlines for Executive Branch determinations for sanctions imposition on foreign investments in the oil and gas sectors of the targets nations, and repeals the original legislation's sunset provision. Furthermore, it creates the "Office of Global Security Risk" within the Division of Corporation Finance at the Securities and Exchange Commission to monitor corporate disclosures concerning investments in Iran and Libya. USA*Engage opposes this legislation.



Calendar of Events



<u>Date</u>	<u>Topic</u>	<u>Location</u>
February 3	Export Finance Working Group focus group meeting with Ex-Im Bank on competitiveness issues	Washington, DC
February 6	2004 SACU FTA Chapter Briefing: Textiles Lead Negotiator David Spooner	Washington, DC
February 10-11	Annual International Human Resources Management Conference	Houston, TX
February 11	U.S.-Bahrain FTA Coalition Hill Lunch for Congress with the Crown Prince of Bahrain	Washington DC
February 13	2004 SACU FTA Chapter Briefing: Safeguards AC/CVD Lead Negotiators: Kate Mueller, Kelly Parkhill	Washington, DC
February 13	Tax Steering Committee Meeting	Washington, DC
February 13	Tax Lunch Forum	Washington, DC
February 13	Tax Steering Committee Meeting	Washington, DC
February 18	Global Mobility Management Seminar	Charlotte, NC
February 23-24	Board Dinner and Board of Directors Meeting	Washington, DC
February 25	International Benefits Committee*	New York City
February 26	Global Business Leader Development Roundtable*	New York City
March 2	Global Mobility Management Seminar	New York City
March 3	US-Bahrain FTA Coalition Rally on Capitol Hill with USTR Zoellick, Bahraini Finance Minister Saif and Members of Congress	Washington DC
March 5	2004 SACU FTA Chapter Briefing: General Briefing Lead Negotiator: Flori Liser	Washington, DC
March 10	Tax Lunch Forum	Washington, DC
March 10	Tax Steering Committee Meeting	Washington, DC
March 10-12	Expatriate Management Committee*	Scottsdale, AZ
March 12	2004 SACU FTA Chapter Briefing: Investment Lead Negotiators: Patrick Coleman/David Weiner	Washington, DC
March 19	2004 SACU FTA Chapter Briefing: Telecommunications Lead Negotiator: Ken Schagrin	Washington, DC
March 26	2004 SACU FTA Chapter Briefing: Customs Procedures Rules of Origin; Lead Negotiators: Jay Eisenstat/Matt Rohde, Suzanne Troje	Washington, DC



Calendar of Events, continued

<u>Date</u>	<u>Topic</u>	<u>Location</u>
April 12	Seminar: "China: Update on Business, Employment Law, Human Resource and Political Issues"	New York, NY
April 29-May 1	Spring Tax Meeting	Scottsdale, AZ
May 5	Global Mobility Management Roundtable*	Chicago, IL
May 6	International Human Resources Seminar	Minneapolis, MN
June 2	Tax Lunch Forum	Washington, DC
June 2	Tax Steering Committee Meeting	Washington, DC
June 9	International Benefits Committee*	New York City
July 14-15	Annual International Human Resource Management Conference	New York City
June 16	Executive Human Resource Strategy Forum*	New York City
July 21	Tax Lunch Forum	Washington, DC
July 21	Tax Steering Committee Meeting	Washington, DC
September 15	Tax Lunch Forum	Washington, DC
September 15	Tax Steering Committee Meeting	Washington, DC
September 20-22	Expatriate Management Committee*	Boston, MA
September 23	International Human Resources Seminar	Boston, MA
October 7	International Benefits Committee*	New York City
October 13	Tax Lunch Forum	Washington, DC
October 13	Tax Steering Committee Meeting	Washington, DC
November	Annual World Trade Dinner and Award Ceremony	New York City
November	Annual Membership Meeting	New York City
November	Board of Directors Meeting	New York City
November 4	Global Mobility Management Roundtable*	New York City
November 16	Fall Tax Committee Meeting	Washington, DC

**Note: 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.*



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:

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Please mail or fax to:

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

Fax #: 202.452.8160

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