

Council Highlights



February 2002

NATIONAL FOREIGN TRADE COUNCIL

A Word From the President

The New Year is always a time for agenda setting, and it is no different at the NFTC. Fortunately (or unfortunately, depending on your point of view), our agenda-setting work is made easier by the fact that so many items are left over from last year. The terrorist attacks of September 11 had many bad effects on the United States, not the least of which was that it so completely occupied Congress' and the Administration's attention throughout the fall that a number of important matters fell by the wayside. Now, it appears that while we may never be back to "normal," Washington is beginning to turn its attention back to the work it should have done last year. In that regard, the NFTC has a long list.

In the export finance area, neither the House nor the Senate passed Eximbank reauthorization bills, though committees in both the House and Senate reported them. The Bank's charter has been extended only temporarily, and securing a long-term reauthorization is high on our list of priorities. As the recession continues - and as the Japanese once again try to solve their economic problems by allowing the yen to depreciate - government support to help our beleaguered exporters remain competitive will become even more important.

Everyone's top trade priority last year was enactment of trade promotion authority legislation (TPA) in order to facilitate a new round of trade negotiations. Following a major effort by many of our members and virtually every trade association in Washington, the House passed its TPA bill by one vote. The Senate Finance Committee approved its version by a vote of 18 to 3, which suggests an easier ride on the Senate floor, but that will be contingent on simultaneous enactment of expanded trade adjustment assistance for workers who lose their jobs because of imports, and on the Senate

leadership's ability to overcome the inevitable filibuster. Supporting that effort will occupy much of Mary Irace's time in 2002.

At the same time, the NFTC, in contrast to some of its sister organizations, has increasingly turned its trade focus towards the new round that was launched at Doha last November. We have begun a special WTO Project with a core group of ten of our members. We will shortly secure our own direct presence in Geneva to monitor the negotiations, keep us up to date on new developments and make sure the NFTC's agenda is articulated directly to key decision makers. This Project follows our successful trip to Geneva last June. We still have room for more members! If you are interested in participating, contact Mary Irace on the Council's staff.

Perhaps our area with the greatest ferment last year was tax policy. Both of our tax staff members, Fred Murray and Greg Nickerson left us for other positions - Fred to the Tax Executives Institute and Greg to the House Ways and Means Committee staff. On January 3 we welcomed Judy Scarabello to the position of Vice President for Tax Policy, and I would urge you to read about her elsewhere in this publication.

On January 14 the WTO Appellate Body issued its long-awaited ruling on the FSC/ETI legislation that the NFTC had been instrumental in getting enacted in 2000. That ruling, unfortunately, was once again adverse, leaving our FSC/ETI Coalition with a heavy responsibility in 2002 of seeking to have the case suspended pending a settlement of the underlying issues, preferably as part of the new trade round negotiations. With the encouragement of the Treasury Department, we are leading a trip by a number of Coalition members to EU capitals at the end of January to convey our views directly to (continued on Page 3)

TOP COUNCIL NEWS

Washington Trade & Diplomatic Community Gather to Discuss Launch of New WTO Round

"On Nov. 29, 2001, the NFTC and the Global Business Dialogue brought together members and guests for a luncheon discussion on "Preparing for the Doha Round."

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NFTC/USA*Engage Interim Congressional Report Card Shows Less Support in 2001 for Engagement and Trade Expansion

"Reversing trends of recent years, more Members of Congress voted against global engagement and for ineffective and counterproductive unilateral sanctions policies in 2001 than in 2000..."

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NFTC Welcomes New Staff Member Judy Scarabello, VP of Tax Policy

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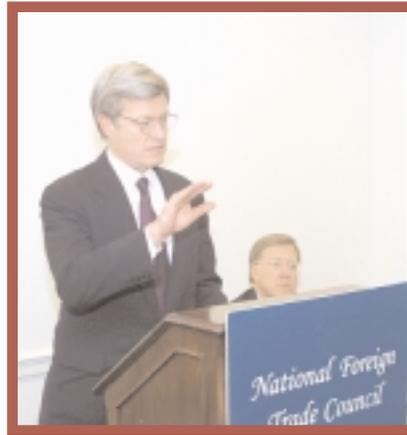
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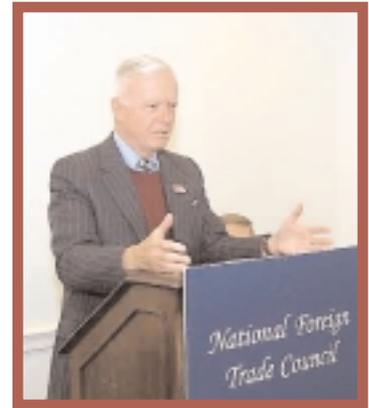
NFTC Foreign Income Project Rollout



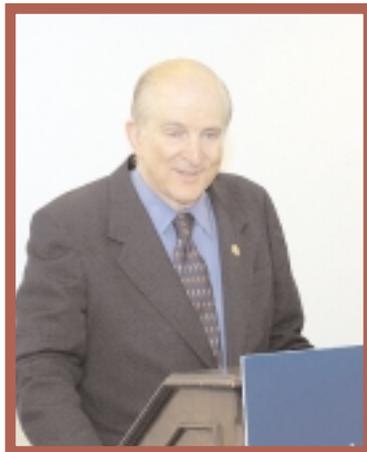
Senator Carl Levin, D-MI



Senator Max Baucus, D-MT



Rep. Amo Houghton, R-NY



Rep. Sam Johnson, R-TX



(left-right) Jim McCarthy, Proctor & Gamble; Tom Cornell, Mars; and Joe Luby, Exxon Mobil

FIP ROLLOUT

Rollout of the NFTC's "International Tax Policy for the 21st Century" report was held on December 19, 2001 at the Capitol attended by leading members of the tax community. This analysis of international tax policy urges Congress and the Administration to update tax laws that are putting U.S. business at a competitive disadvantage and focuses on key components of U.S. international tax policy: Subpart F and the Foreign Tax Credit.

The release of "International Tax Policy for the 21st Century" marks the conclusion of the NFTC Foreign Income Project, its analysis of the international tax policies of the U.S. begun in 1997. The report lays the groundwork for a reevaluation of U.S. international tax rules, which are adversely affecting the competitiveness of U.S.-based companies with overseas operations. The report also includes specific policy recommendations to address the key issues discussed in the analysis sections of the report*.

The NFTC was joined in releasing the study at a press conference with key members of Congress, including members of the Senate Finance Committee and House Ways and Means Committee.

*Copies of the FIP report(s) can be obtained by emailing nftcinformation@nftc.org or by calling 202-887-0278.



A Word From the President

(continued from Page 1)

European governments and businesses in the hope we can help defer retaliation while the issues are worked out. We have substantial support from European businesses because of their realization that any retaliation will almost certainly hit them hard. That is the consequence of globalization - our economies are so intertwined across the Atlantic that it is increasingly hard to act unilaterally without having a whole set of unintended secondary and tertiary effects.

Despite the prominence of the FSC/ETI issue, our tax agenda is bigger than that - ratification of the several pending tax treaties, particularly the US-UK Tax Treaty, enactment of the international tax simplification bill that Congressmen Houghton and Levin and Senators Baucus and Hatch will introduce shortly after Congress reconvenes, and enactment/implementation of the many recommendations contained in our latest publication, International Tax Policy for the 21st Century. We have mailed out more than 1,000 of this two-volume set to our tax members and other interested parties. If you did not get one, they are free to NFTC members - just call our office and ask for one.

USA*Engage and our anti-sanctions efforts had a difficult year in 2001 with the extension of the Iran-Libya Sanctions Act (ILSA) and House passage of a Sudan Peace Act that contains capital market sanctions that would set an astonishingly bad precedent for the U.S. economy. The Senate version of the bill does not contain these sanctions, and thus far we have been able to block a conference to reconcile the differences, but the pressures to enact these sanctions are great, and we face something of an uphill battle. The sanctions themselves -- which require delisting from US stock exchanges of oil companies (US or foreign) that do business in Sudan and which require expanded disclosure by all companies of their activities in Sudan below the materiality threshold maintained by the SEC, with delisting as a sanction for non-compliance -- would send a terribly destabilizing signal to the world about the politicization and hence unreliability of the US capital markets. Since Sudan itself is a small economy, many of the proponents of this bill are actually focusing on China and other countries whose policies they deem objectionable. If they can persuade the Congress to enact these sanctions for Sudan, they are confident they can use that precedent to enact them again and again in other cases.

Partly to deal with this threat and partly because we continue to find ourselves constantly playing defense in the sanctions game, USA*Engage has resolved to increase its budget and level of activity in 2002, following a year of deliberately reduced funding and activity in 2001. We are not seeking more money from our members but are looking for more members to contribute. If you do not yet contribute to USA*Engage, I urge you to consider doing so. While we have made major progress in the past five years educating the political community about the futility of unilateral sanctions in general, we continue to face battle after battle against them in specific, and the outcome of these battles affects all of you, whether you do business in these difficult parts of the world or not.

Last but by no means least, our human resources department in New York continues its steady efforts to help our members deal with their overseas employees. Our frequent meetings and conferences on expatriate management and compensation, and our active member committees in these areas, disseminate useful data and best practices information to our members. Those of you who have overseas employees - and that is most of our members - know how important it is to get their management right - and how expensive it can be if you do not. In the wake of September 11th Bill Sheridan is also expanding into management and organization from a security perspective. We will have more to tell you about that later.

Well, these notes started out with the intent of being my shortest message so far, but they have turned into my longest! That's probably a reflection of the times and the expansion of our agenda. Terrorism or no recession or no, globalization is here to stay, which means growing international activities for our members and more work for the NFTC. Stay tuned!

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.



Trade and Export Finance



Washington Trade & Diplomatic Community Gather to Discuss Launch of New WTO Round

On November 29, 2001, shortly after the long awaited agreement in Doha, Qatar to launch a new round of WTO multilateral trade negotiations, the NFTC and the Global Business Dialogue brought together 150 members and guests for a luncheon discussion on "Preparing for the Doha Round." NFTC Chairman Michael Jordan moderated the discussion on national and regional perspectives on the key issues at stake in the round as well as the timing of the negotiations, which is to conclude within three years.

Panelists offering their views on the new round included Ambassador Peter Allgeier, Deputy U.S. Trade Representative, His Excellency Rubens Antonio Barbosa, Brazilian Ambassador to the U.S., Gerard Depayre, Minister and Deputy Head of the European Commission Delegation to the U.S. and Meg McDonald, Deputy Chief of Mission of the Australian Embassy to the U.S.

Bill Reinsch, President of NFTC announced the launch of a major NFTC special project on the new WTO Round. It will provide U.S. business a voice in Geneva and advance U.S. business interests during WTO negotiations. The NFTC's zero tariff proposal, the June, 2001 NFTC Delegation Mission to the WTO, the luncheon forum and the WTO special project are all part of the NFTC members' leadership in ensuring that U.S. business is fully engaged in the WTO negotiating process.

Enactment of Ex-Im's Reauthorization Remains Top NFTC Priority

At the end of last year's congressional session, a short-term extension was enacted to continue the Export-Import Bank's authorization through March 31, 2002, to allow the Senate and House to complete action on the pending reauthorization measures. Both Houses still must pass their respective bills and then go to conference to agree to a common reauthorization bill. The NFTC will continue to urge prompt action by each House to avoid another short-term extension, and has been working closely with the Senate Banking and House Financial Services Committees on the remaining issues that are standing in the way of final congressional action.

NFTC-supported US-Chilean Social Security Agreement

The Social Security Administration's Office of International Programs has announced the implementation effective December 1, 2001 of the bi-lateral agreement with Chile. This is the 19th such agreement. One major purpose of these agreements is to eliminate duplicate coverage and taxation under the U.S. and Chilean Social Security systems. These bi-lateral agreements generally allow U.S.-based employers to keep Americans in the U.S. system that is preferred by the assignee and often at a lower cost to the employer. The NFTC assisted the Office of International Programs during 1999 and 2000 by polling our members that do business in Chile to determine need and support for the negotiations.

For details about this, and the other agreements, go to www.ssa.gov/international.



Trade and Export Finance



NFTC Meets with Ambassador Allgeier on New WTO Round and NFTC Special Project

Members of the NFTC's special project on the new WTO Round of trade talks met with Deputy Assistant USTR Peter Allgeier to discuss the Administration's current views on the recent launch of the new WTO Round and to begin an ongoing dialogue with key US trade negotiators on the WTO negotiations as they unfold. The NFTC, under the aegis of its WTO special project, will be providing written comments to the USTR on its views regarding recommended modalities and positions the U.S. government should adopt in the WTO trade talks, with the goal of providing detailed and substantive comments on the major components of the new round agenda.

The NFTC's special project on the new WTO Round is designed to provide a proactive broad-based U.S. business voice in the new round to ensure that its views are represented and advanced in the WTO negotiations that are now formally underway. The project has three overall objectives:

- 1) monitor ongoing developments;
- 2) impact the content of the negotiations in line with NFTC positions; and
- 3) advocate NFTC positions with U.S., foreign governments and WTO officials.

Part of the project will entail hiring a Geneva-based firm to gather on-the-ground intelligence and organize two NFTC delegation missions to Geneva to meet directly with key decision-makers. For further details about participating in this important NFTC initiative, please contact Mary Irace at 202/887-0278.



TPA Legislation in the Home Stretch

With House of Representatives having enacted Trade Promotion Authority (TPA), and the Senate Finance Committee having taken action on the legislation at the end of the last year, attention now turns to passage of TPA by the full Senate. It looks increasingly likely that in the Senate TPA will be combined with legislation to extend and improve the Trade Adjustment Assistance (TAA) program, to provide income and training support to workers who lose their jobs due to trade. Senate Finance Committee majority trade staff have indicated that the Senate may act on TPA in late February or early March. The NFTC is urging early Senate action in order to avoid the legislation being caught up in election year politics. In light of the importance of this trade policy vote, the NFTC has given double weight to the vote in its trade report card on congressional votes.



Trade and Export Finance



Mark Your Calendars -- New Ex-Im Vice Chairman, Eduardo Aguirre, to Speak to NFTC Export and Project Finance Committee on February 14

On February 14, the NFTC's Export and Project Finance Committee will hold a major meeting to review its 2002 agenda and hear from senior government officials. Recently confirmed Ex-Im Bank Vice Chairman and First Vice President, Eduardo Aguirre, Jr., has agreed to be the luncheon keynote speaker. The Committee has invited other senior level officials from OPIC and TDA and expects to have a full discussion of the Committee's key issues and priorities for the coming year. For further detail about the upcoming meeting, and/or to be added to the Export and Project Finance Committee, please contact Mary Irace at 202/887-0278.

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Dupont Executive Assumes Chairmanship of NFTC International Trade and Investment Committee/First Committee Meeting Held January 22

The NFTC is very pleased to announce that Robert Heine has agreed to serve as the next Chairman of the NFTC's International Trade and Investment Committee (Trade Committee). Bob is currently Director of International Trade and Investment in the Washington, D.C. office of E.I. DuPont de Nemours Company. He has been actively engaged in a broad range of important trade and investment issues and brings invaluable expertise and experience to the Committee. The NFTC is looking forward to his leadership as the new chairman of the Trade Committee in what will be a very busy year on major trade policy issues.

On January 22, the Trade Committee held its first meeting to review its 2002 agenda for the year. The Committee's priorities include achieving final enactment of trade promotion authority (TPA), advancing NFTC member interests in multilateral, bilateral and regional trade negotiations, reforming OFAC, supporting the NFTC's USA*Engage anti-sanctions efforts, and focusing on other major policy and legislative developments of keen interest to NFTC members.

At the meeting on the 22nd, Committee members will meet with Chuck Marr, senior trade advisor to Senate Majority Leader Tom Daschle. He will share his perspective on the Senate outlook on trade legislation for 2002.



U.S.-South Africa Business Council and USA*Engage

NFTC/USA*Engage Interim Congressional Report Card Shows Less Support in 2001 for engagement and trade expansion

Reversing trends of recent years, more Members of Congress voted against global engagement and for ineffective and counterproductive unilateral sanctions policies in 2001 than in 2000, according to the 2001 USA*ENGAGE and NFTC Interim 107th Congressional Report Card. The highly-regarded report card grades members of the House and Senate on their votes on international trade, unilateral sanctions, and global engagement issues.

There was a relatively small number of votes on which to grade Members in 2001 and some of those were overwhelmingly negative votes, especially the votes on Iran-Libya Sanctions Act renewal and the House vote on the Sudan Peace Act. Even taking that into account, the progress we have seen in recent years slowed in 2001. On the other hand, the passage of presidential trade negotiating authority, which was counted twice in grading Members, is clearly a victory for trade expansion.

While 59 Senators earned an "A" in 2000, only 2 Senators earned an 'A' this year. In addition, while 120 Members of the House earned an 'A' or higher in 2000, only 35 Members earned an 'A,' according to the interim report card. Members in the House were graded on seven votes taken in 2001, with the recent TPA vote counted twice. Senators were graded on four votes.

The results of the interim report card clearly demonstrate that the threat of harmful unilateral sanctions is on the rise, and that sanctions often remain popular with powerful interest groups, therefore representing an easy vote for many Members. This trend is even more alarming with the US economy in decline.

USA*Engage has laid the intellectual groundwork proving that unilateral sanctions almost always fail to achieve their intended goals, and always end up harming U.S. interests, but the threat to impose ineffective sanctions policies still exists. USA*Engage will continue to advocate sanctions reform legislation, which would require that a more disciplined and informed process be put in place before unilateral sanctions could be applied.

To view the entire congressional report card, visit the USA*Engage web site at www.usaengage.org.

NFTC-sponsored US-South Africa Business Council meets with USTR about South African trade prospects, and with Defense Department officials, Ex-Im Bank on 2002 outlook and program plans for South Africa

In early December the Business Council met with Defense Department officials about opportunities for US companies to participate in South African defense procurement programs and about organizing meetings in South Africa to better inform US companies about opportunities and strengthen ties to South African purchasers. The Business Council also met with the leadership of the South African Chamber of Business about its merger with the black National African Federated Chambers of Commerce.

On December 7 Assistant USTR for Africa, Rosa Whitaker, and Molly Williamson from the Commerce Department participated in a Business Council discussion about trade policy issues with South Africa and the US business community perception of South Africa's business environment. Ms. Whitaker also joined the January 10 annual Business Council roundtable for agencies to update us on their plans, including preliminary discussions of means to deepen the trade relationship. She also welcomed the Business Council's offer to help arrange the private sector portion of USTR Zoellick's trip to South Africa in mid-February.

The US-South Africa Business Council has opposed including South Africa in the steel Section 201 safeguard case brought against foreign government subsidized steel producers. South Africa wants only 1% of US steel consumption, has reduced its production capacity by 25% since 1990, and would lose 50,000 jobs under proposed tariffs. The Business Council has met with the South African steel industry, government officials and US government officials on the issue.



NFTC Staff Profile



NFTC Welcomes Judy Scarabello, VP Tax Policy, National Foreign Trade Council

Whether she's tackling complex international tax policies, lobbying Congress, creating and heading an OECD working group, whipping up homemade gnocchi for twenty-plus guests, or biking across Italy, Judy Scarabello employs the same qualities - diplomacy, diligence, and tenacity. And when she ran marathons, the same set of principles guided her to the finish line.

Born and raised in Fresno, Scarabello worked her way through high school and college selling clothes, eventually becoming an assistant buyer for Gottschalk's. Scarabello has always looked for challenges and opportunities to grow professionally. Upon receiving her degree in Marketing from California State University Fresno, Scarabello worked for a number of companies, including Duracell, Globe-Weiss, Guardian Industries, Fox & Co., and Ernst & Young LLP. While honing her skills in the workforce, she received her M.B.A. from her alma mater in 1981. In 1984, she became a Certified Public Accountant, then earned an M.S. in Taxation from Golden Gate University in San Francisco in 1990.

While working in Silicon Valley, Scarabello learned the importance of international taxation because of the region's intense exporting of hi-tech products to foreign jurisdictions. "The companies that experienced the most significant growth had a global focus," Scarabello said.

Upon moving to New York in 1992, Scarabello worked for KPMG as a Senior Manager. She then went to work for David Berdon & Co. LLP as the Director of International Taxation. In 1994, Scarabello moved to AT&T Corporation. There, Scarabello's initial task was to head up the company's international tax policy division. After the company announced it's breakup in 1996, however, she found herself managing the company's domestic, multi-state, and international tax policy divisions. During her tenure at AT&T, Scarabello can claim a number of victories which ultimately saved the corporation millions of dollars in taxes.

Her work at AT&T also included creating and heading the Joint ICC/BIAC Working Group on the Taxation of Electronic Commerce, reporting to the Office of Economic Cooperative Development (OECD), which successfully avoided onerous international e-commerce taxation. "Diplomacy has been critical to our efforts," she said. She has delivered speeches on e-commerce tax issues to OECD conferences in Paris, France and Turku, Finland.

Now at the National Foreign Trade Council, Scarabello plans to continue the tradition of NFTC's premiere work on international tax issues. She expects to have international tax legislation introduced this year which she hopes will generate a greater understanding of the complexities of the U.S.' international tax system, and thus more support for simplification. "The international tax regime is so critical - it makes or breaks U.S. business and its ability to compete in the global marketplace," Scarabello said.

2002 NFTC Global Business and Human Resource Conference

The second of the NFTC's annual two-day Silicon Valley/East Bay conferences for 2002 will be held in Santa Clara, California on March 20-21, followed by similar programs in New York City and Chicago. Among the topics to be covered will be:

- Coping with acts of terrorism and business interruption
- Web-based tools for international human resources management
- Sourcing, developing and retaining global talent
- International employment agreements and employment restructuring

Agenda and registration information can be obtained on the NFTC website (www.nftc.org), by e-mail, or phoning Bill Sheridan at wsheridan@nftc.org or at 212/399-7128.



Calendar of Events

<u>Date</u>	<u>Topic</u>	<u>Location</u>
January 22	Tax Steering Committee Meeting	Washington, DC
January 22	Luncheon Tax Forum - Speaker Sean Foley, Director, APA IRS Topic "APAs: Certainty in Uncertain Times"	Washington, DC
January 22-23	Annual Global HR Conference	Houston, TX
January 24	US-South Africa Business Council Executive Committee Meeting	Washington, DC
January 28-31	FSC Coalition Trip to Europe	London, Madrid, Berlin
February 1	US-South Africa Business Council Luncheon for Minister of Finance Manuel	New York, NY
February 5	International Benefits Committee Meeting	New York, NY
February 6	Global Compensation Committee Meeting	Washington, DC
February 14	Export & Finance Committee Meeting	Johannesburg
February 18-22	US-South Africa Business Council Mission to South Africa	Washington, DC
February 27	Board of Directors Meeting	Washington, DC
March 13	Tax Steering Committee Meeting/ Luncheon Tax Forum (Topic TBA)	Washington, DC
March 13-15	Expatriate Management Committee	Wilmington, DE
March 20-21	Annual Global HR Conference	Silicon Valley, CA
March 21-22	US-SADC Forum	Washington, DC
March 27	US-South Africa Business Council- Department of Defense briefing (Arms Procurement)	Washington, DC
April 11-13	Spring Tax Committee Meeting	Phoenix AZ
April 25	Understanding, Managing and Maximizing Global Benefits and Compensation	Detroit/Southfield, MI
May 8	Tax Steering Committee Meeting/ Luncheon Tax Forum (Topic TBA)	Washington, DC
June 4-5	Annual Global HR Conference	New York, NY
June 11	International Benefits Committee Meeting	New York, NY
June 12	Global Compensation Committee Meeting	New York, NY
July 10	Tax Steering Committee Meeting/ Luncheon Tax Forum (Topic TBA)	Washington, DC
September 18-20	Expatriate Management Committee	Minneapolis, MN
September 10-11	Annual Global HR Conference	Chicago, IL
September 25-26	Annual Joint Meeting - Global Compensation/ International Benefits Committee	New York, NY
September 23	Tax Steering Committee Meeting / Luncheon Tax Forum (Topic TBA)	Washington, DC
November 12-13	Tax Fall Meeting	Washington, DC

Note: The Tax Steering Committee Meetings, 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.



New NFTC Members



We welcome the following companies, who joined the NFTC during the past year:

Accenture Ltd., one of the world's largest management and technology consulting firms has joined the NFTC International Human Resources Section, represented by Associate Partner Betty J. Carr.

AFLAC, a major provider of supplemental accident and health insurance in the U.S. and Japan has joined the NFTC Tax Section, represented by Robert Landi, Vice President, Corporate Tax.

Andreae Vick & Associates, LLC, a Washington, DC based international government relations firm has joined, participating in the NFTC Sanctions Working Group through Senior Associate F. Wallace Hayes.

CONVERGE Corporation, an information technology company has joined the NFTC International Human Resources Section. Terri Belanger, International Human Resources Consultant represents the company.

Convergys Corporation, a Cincinnati, Ohio based company providing diversified telecommunications services has joined as an International Human Resources Section member. Erik Kirkhorn represents the company in our activities.

Gibson, Dunn & Crutcher, LLP, an 800 attorney law firm founded in Los Angeles in 1890, participates in the NFTC Trade Policy Section. Alan A. Platt, Senior Advisor at the firm is the NFTC member contact.

Highway To Health Worldwide (HTH) is a provider of trip cancellation and travel medical coverage, emergency evacuation and interactive assistance services. They have joined our International Human Resources Section, represented by Eliot C. Heher MD, co-founder and Chief Medical Officer.

LVMH USA, the U.S. incorporated subsidiary of Louis Vuitton Moet Hennessy is a maker of luxury brands of champagne, wines, cognacs, cosmetics, fashion, leather goods jewelry and watches. They are represented in the NFTC International Human Resources Section through Lisa Bolton, Director of Compensation.

New York Life International, a top provider of life insurance policies, annuities, mutual funds, and other investments, joined the NFTC Human Resources Section, represented by Vice President, Marianne Gattinella.

Polak International Consultants, Inc., an international human resources consulting firm joined the NFTC International Human Resources Section, represented by Richard Polak, President.

SAIC (Science Applications International Corporation), the nation's largest employee-owned research and engineering firm, has joined the NFTC International Taxation Section, represented by Susan Frank, Senior Counsel. The company has been a member of our International Human Resources Section, represented by Anita Jones.

Sapient Corporation, a business and advanced information technology consultancy headquartered in Cambridge, MA has joined the NFTC International Human Resources Section, represented by Jill Glazer.

Schlumberger, one of the world's largest oil field services companies has joined as a full member, participating in all NFTC sections, represented by Vice President David Browning.



Staff Directory



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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 |

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