

# Council Highlights



**February 2003**

**NATIONAL FOREIGN TRADE COUNCIL**

## A Word from the President

Chairman Jordan, elsewhere in this issue, fills you in on upcoming policy activities, so I won't repeat his message here. Instead, I want to bring you up to date on some events and changes in the NFTC itself.

First, I'm pleased to report that our Annual Dinner December 10, featuring Commerce Secretary Don Evans, was a great success. We had a big crowd, an eloquent speech, wonderful gifts from Board members Tom Cornell (Mars) and Mark Orr (Pernod-Ricard), great support from our sponsors - AIG, Bechtel, ChevronTexaco, CIGNA International, DuPont, Kodak, Ernst & Young, ExxonMobil, General Motors, Ingersoll-Rand, KPMG, Mars, Microsoft, Foster Wheeler, Siemens, Pepsico, Pfizer, PricewaterhouseCoopers, Proctor and Gamble and our Chairman - and, most important from my personal perspective, no crises. A good time was had by all - and we have the photos to prove it! I hope those of you who missed the dinner will be with us for the next one this coming fall.

At the Board meeting the day after the dinner the Board approved the first revision in NFTC bylaws in more than twenty years. The bylaws date from 1938 and were last amended in 1980, so an updating was overdue. The Board approved a complete revision which will shortly be posted on the NFTC website. All our member contacts will receive notice of when that happens. Highlights of the

*(continued on page 3)*

## NFTC 2002 World Trade Dinner and Award Ceremony: Reviving a Grand Tradition

On December 10 at the Plaza Hotel in Manhattan, the NFTC held its annual World Trade Dinner and for the first time in seventeen years, bestowed the NFTC World Trade Award for leadership in advancing open trade and investment. The award winner and keynote speaker for the evening was U.S. Secretary of Commerce Don Evans.

From 1938 until 1985, the NFTC presented "The Captain Robert Dollar Memorial Award," which was established in 1937 by the Dollar Family of San Francisco in memory of Captain Robert Dollar,

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Walter Nagel, Chair of Award Committee;  
Donald Evans, Secretary of Commerce;  
Michael Jordan, NFTC Chairman

## TOP COUNCIL NEWS

### A Note from the Chairman

"This promises to be a busy year for the NFTC, as many of the issues we have been working on for some time move to the front burner...Let me identify a few of the likely highlights in the trade, tax, and export finance areas."

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### U.S.-South Africa Business Council Launches Business Coalition on Free Trade Negotiations

"On December 17, 2002, the U.S.-South African Business Council launched its coalition of companies and organizations..."

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### Reform of Alien Tort Law is a Major Priority for USA\*Engage in 2003

"The abuse of the law can be a significant disincentive to trade and foreign investment..."

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# World Trade Dinner Photos



Ted Nevins, AIG; Linda Gras, Mayor Bloomberg's Office; Bill Reinsch, NFTC, Mrs. Micki Deline; Don Deline, Halliburton

"Out of the many talented officials we have in our administration, Secretary Don Evans and the Department of Commerce best exemplify the spirit of the award. Who better to receive NFTC's World Trade Award than the Secretary of Commerce whose primary mission is exactly that of the NFTC--to advance global commerce."

- Walter Nagel - Chair NFTC World Trade Award Committee

"Let me take a moment here to thank you for all your help in moving the trade agenda forward: your support for the passage of TPA ... your leadership and work on the President's WTO proposal to end tariffs on industrial and consumer goods ... your advocacy for a world clear of barriers to human freedom."

- U.S. Secretary of Commerce Don Evans at the 2002 NFTC World Trade Dinner



Tim McLevish, Ingersoll-Rand; Paul Clark, Hill & Knowlton; Mike Meece, Department of Commerce; Bill Reinsch, NFTC; Anne Alonzo, NFTC



Mark Orr, Pernod Ricard; Donald Evans, Secretary of Commerce; Louise Finnerty, PepsiCo



Donald Evans, Secretary ; Gerry Swimmer, Ingersoll-Rand; of Commerce; Mrs. Kenneth Allen; Geoff Gamble, DuPont; Bob Ragan, Bechtel; Ambassador John Wood, New Zealand; Kenneth Allen, Consul General of Australia

## 2002 NFTC World Trade Award Committee

- Walter Nagel, Chair
- Rick Fuest, Active International
- Lionel Johnson, Citigroup
- Geoff Gamble, Dupont
- Sherry Peske, Foster Wheeler
- Michael Naylor, Honeywell
- Gerry Swimmer, Ingersoll-Rand
- Bruce Hatton, McDermott Corporation



# A Word from the President



*(continued from page 1; A Word from the President)*

changes include provision for an annual meeting of the membership to be held at the time of the annual dinner, largely for the purpose of electing members to the Board; clarification of the Council's structure of Board committees and member committees (tax, trade, export finance) and the creation of regular terms for committee chairs.

Finally, on January 10, we announced a cooperative agreement with the California Council on International Trade. CCIT is a West Coast based organization with a long history of advocating open trade. Many of you are members of CCIT, and the two organizations have one Board member in common - Bill Ichord of Unocal.

Details of our agreements:

1. The NFTC will serve as the Washington office for CCIT, providing advocacy with California Members of Congress and other trade officials. In turn, CCIT will serve as the western partner for NFTC.
2. The two organizations will co-sponsor events on a selective basis.
3. CCIT will provide a west coast presence for NFTC by organizing selected NFTC events in California, especially in the areas of international taxation and international human resources issues. CCIT will also organize California events for NFTC-umbrella organizations such as USA Engage and the U.S.-South Africa Business Council.
4. The two organizations will develop ways to jointly distribute each other's publications and announcements.
5. NFTC and CCIT will undertake a joint membership development program to include the creation of affiliate memberships at reduced rates.

We believe this will help CCIT develop a more visible Washington presence, and it will help the Council establish itself more firmly on the West Coast. I'm excited about this new relationship and will keep you posted on how it evolves.

*(continued from page 1, NFTC World Trade Dinner)*

pioneer in American shipping and world trade and a charter member of the National Foreign Trade Council.

Several hundred NFTC members and their guests, including Ambassadors and diplomats from Australia, Brazil, Canada, Indonesia, New Zealand, Japan, Korea, Morocco, and South Africa joined as Don Evans received the National Foreign Trade Award.

In his keynote remarks, Evans outlined the Administration's trade policy agenda in the months to come and discussed the U.S. business community's role in the world, taking "American values of service, volunteerism, compassion and democracy with them" as they do business around the globe. His remarks may be found at:

[http://www.commerce.gov/opa/speeches/2002\\_Dec10\\_Evans\\_Foreigntradecouncil.htm](http://www.commerce.gov/opa/speeches/2002_Dec10_Evans_Foreigntradecouncil.htm).

## 2002 World Trade Dinner Sponsors

The annual World Trade Dinner remains an integral part of funding the work of the NFTC and we gratefully acknowledge and thank our sponsors for this year's event:

- Bechtel Group
- ChevronTexaco
- CIGNA International
- E.I. du Pont de Nemours & Company
- Eastman Kodak
- Ernst & Young, LLP
- ExxonMobil
- General Motors
- Ingersoll-Rand Company
- Johnson & Johnson International
- KPMG, LLP
- Mars
- NFTC Chairman Michael Jordan
- Microsoft
- PepsiCo Incorporated
- Pernod Ricard USA
- Pfizer, Inc.
- PricewaterhouseCoopers Global
- Procter & Gamble
- Siemens



# Trade and Export Finance



## A Note from the Chairman:

2003 promises to be a busy year for the National Foreign Trade Council, as many of the issues we have been working on for some time move to the front burner and some new ones create additional challenges for us. Let me identify a few of the likely highlights in the trade, tax, and export finance areas. I will discuss sanctions issues in my next note.

In trade, we foresee a light year legislatively, but a heavy year on the negotiating front. Beyond the Doha Round, the U.S. has essentially concluded talks with Chile and Singapore, and you can expect the Congress to take those up later this year, hopefully without acrimonious debate. We have also begun or will shortly begin talks with Central America, Morocco, South Africa and four of its neighbors, and Australia, as well as negotiations on the Free Trade Area of the Americas. Of these, Central America is likely to be the most controversial in Congress, because of labor issues and because of continuing debates about the level of benefits in sensitive sectors for Central American nations compared to Caribbean nations. The FTA with Morocco, where the NFTC, in conjunction with the Business Council for International Understanding (BCIU), is managing the business coalition in support, is one we hope will stay "under the radar" and be concluded this year and approved without undue difficulty early next year.

The FTA with the South African Customs Union, on which our U.S.-South Africa Business Council is also managing the business coalition, is complicated because there are multiple countries involved, and it may end up moving slower than we would like.

In Geneva, the NFTC's WTO Project has signed up former Canadian WTO Ambassador John Weekes to represent us there and to make sure that negotiators from all countries are aware of NFTC positions as the talks continue. Our most prominent proposal concerned our zero tariff proposal on non-agricultural items, and we were pleased to see Ambassador Zoellick and the Bush Administration adopt our goal in the U.S. position. We are currently working on a new paper on trade rules, which we will conclude shortly.

The negotiations themselves are moving slowly, in significant part because the Trade Ministers at Doha punted on a number of the difficult issues in order to get an agreement on launching the Round. Those chickens are now coming home to roost as countries realize that issues that were intractable in 2001 are still intractable. That will make the Ministerial meeting at Cancun this fall all the more important, and the NFTC is making plans to be there.

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## NFTC Welcomes New Co-Chairs of the Export and Project Finance Committee

The NFTC is pleased to announce that John Rauber, Director of Washington Affairs for Deere & Company and Bob Draggon, Assistant Managing Director for Bechtel Enterprises, have agreed to serve as Co-Chairs of the NFTC Export and Project Finance Committee. Art Pilzer, Vice President for Bechtel Enterprises will serve as an alternate Co-Chair for Bob Draggon. Each of these new leaders brings tremendous expertise and experience to the Committee and the NFTC is looking forward to their leadership of the Committee's work program in the coming year.

The NFTC would like to thank the former Chair of the Committee - Merryl Burpoe, International Affairs Director for El Paso Energy - for her past leadership. Under Merryl's chairmanship, the NFTC Export and Project Finance Committee achieved fundamental policy reforms at Ex-Im Bank to improve the Bank's competitiveness and co-led last year's business coalition effort to reauthorize the funding of Bank, among many other important activities.

## OPIC Reauthorization is Key Priority in 2003 for Export and Project Finance Committee

The NFTC Export and Project Finance Committee expects to devote much of its work this year to a successful reauthorization of OPIC's Charter, which expires on September 30. A major business coalition effort is envisioned, similar to that established during the last reauthorization campaign three years ago.

Many NFTC members are users of OPIC and we encourage them to work with the NFTC towards OPIC's reauthorization. That effort will include achieving reforms in OPIC's statute, including the updating of archaic eligibility criteria so that firms with a significant connection to the U.S. economy can avail themselves of OPIC's programs.



# Trade and Export Finance



## U.S.-Morocco FTA Coalition Formally Launched During Luncheon Event

The NFTC, in cooperation with BCIU, has been working actively toward a successful launch of the FTA negotiations on January 21 under the newly formed U.S.-Morocco FTA Coalition. Recent developments include coalition meetings with the USTR, with the Moroccan Embassy, and the announcement that AOL Time Warner and CMS Energy would serve as business co-chairs of the coalition.

The coalition membership is growing and now has more than 40 companies, associations and other firms as members. On January 21 - the day of the formal launch of the FTA talks - the NFTC, BCIU and the Coalition hosted a roundtable luncheon discussion with the key negotiators and ambassadors from both countries. Ambassador Zoellick will lead off the event with keynote remarks.

For more details about joining the coalition, please contact Chuck Dittrich at [cdittrich@nftc.org](mailto:cdittrich@nftc.org).

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## New NFTC Board Members

On December 11, the NFTC Board met in New York and elected the following representatives to the Board: Peggy Hudson, Vice President, International Affairs, BP America to replace Howard Chase; Gale Varma, Vice President, Human Resources, Prudential Insurance Company to replace Michele S. Darling.

Newly elected to the Board was Deloitte & Touche Partner Gardiner Hempel, a long time member of the NFTC.

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## New NFTC Members

**The Principal Financial Group®** is a leading global financial institution offering businesses, individuals and institutional clients a wide range of financial products and services worldwide. Matt Harper, Director, Compensation and Benefits, represents the company in NFTC International Human Resources committees. [www.Principal.com](http://www.Principal.com)

**Thomas A. Clayton Consultants, Inc. (Clayton Consultants)** specializes in corporate and private risk assessment and crisis management worldwide. Stanton Nielsen is the company representative in NFTC International Human Resources activities. [www.clayton-consultants.com](http://www.clayton-consultants.com)

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On the tax front, there was extensive discussion last year about a wide variety of international tax changes, much of it stimulated by the adverse WTO decision regarding the FSC/ETI. The year ended without Congressional action, and the short term prognosis for 2003 is uncertain as of this writing because while Treasury officials have indicated that international provisions will be included in the President's budget proposal, the President's economic stimulus proposal does not contain any international measures. The question is whether long-needed reforms in this area, such as those proposed by House Ways and Means Chairman Bill Thomas last year, will ultimately be included in the stimulus bill or postponed for later consideration. Veteran tax lobbyists know that the oldest trick in the Congressional book is to be told to "wait for the second tax bill," because there rarely is such a bill, all the available revenue having been used up in the first one.

We were pleased to see that many of the recommendations found in The NFTC Foreign Income Project: International Tax Policy for the 21st Century found their way into Chairman Thomas' bill last year, even though our preferred FSC/ETI solution did not. We hope that the Chairman will find a way to make sure the NFTC's recommendations are not put aside and forgotten, and that U.S. exporters are not disadvantaged. NFTC members who want more details about our proposals should call Judy Scarabello and request a copy of our study.

Another major tax issue up for Congressional action early this year is ratification of the U.S.-U.K. Tax Treaty and the U.S.-Australia Protocol. The NFTC has been working hard to get a treaty ratification hearing scheduled for early 2003.

In export finance, following successful renewal of the Export-Import Bank last year, 2003 brings the challenge of renewing the Overseas Private Investment Corporation, which has often been controversial in the past. OPIC's authorization expires September 30, and, although that fight has not taken shape yet, we will be there to defend the facility and secure its full continuation.

This is only a sampling of what the Council is working on, and space doesn't permit any more. I'll address our sanctions work and a number of other matters in my next note.



# Trade and Export Finance



## Busy Trade Agenda Envisioned in the 2003

The U.S. trade negotiating agenda has never been as full as it will be in 2003. On the legislative front, the Congress will consider two recently concluded free trade agreements, with Chile and Singapore.

With the recently launched Central American Free Trade Agreement negotiations, the soon-to-launched U.S.-Morocco Free Trade Agreement negotiations, combined with additional launches of FTAs with Australia and the Southern African Customs Union and the ongoing multilateral Doha Development Agenda negotiations, Congress, the Executive Branch and the U.S. business community will be extremely busy ensuring these negotiations are ultimately successful.

At the top of the NFTC trade agenda are three of these negotiations - the Doha Round, the Southern African talks, being handled by our US-South Africa Business Council, and the FTA negotiations with Morocco. The NFTC is playing leadership roles in the latter by founding of the U.S.-Morocco FTA coalition and in the Doha Round through an ongoing special project.

For further details on Morocco and Doha, contact Mary Irace at [mirace@nftc.org](mailto:mirace@nftc.org) and on Southern Africa, Dan O'Flaherty at [doflaherty@nftc.org](mailto:doflaherty@nftc.org).

## NFTC Global Mobility Roundtable November Meeting

The recently formed NFTC Global Mobility Roundtable met on November 15, 2002 in New York City. Presentations were made by:

- Lisa Bolton, of LVMH, on expatriate management in a non-U.S. headquartered multinational corporation;
- Bill Milani, attorney with Epstein Becker & Green PC, on cross-border employment law issues;
- Ellen Smith, of Schlumberger, on managing dual-careers in a global company,
- Dave Leboff, of DoubleClick, on the implications to international human resources management of the Sarbanes-Oxley bill;
- Pam Prestininzi of CSFirst Boston and Jennifer Kubick of Cendant Mobility on utilizing technology for end-to-end solutions for international assignment management.

For summary minutes of the meeting, or for information about upcoming meetings of the GlobalMobility Roundtable, please contact Grace O'Rourke at [gorourke@nftc.org](mailto:gorourke@nftc.org) or at 212/399-7128. The next meeting will be in New York on February 21.

## NFTC Human Resources Program is Active: Annual Human Resources Conference - Houston, TX - February 11-12, 2003

The NFTC's second annual Human Resources conference, "Managing International Human Resources in Challenging Times," will be held at The Houstonian Hotel. For information on the agenda and registration see the NFTC website [WWW.NFTC.ORG](http://WWW.NFTC.ORG).

If you have any questions contact either Grace O'Rourke at [gorourke@nftc.org](mailto:gorourke@nftc.org) or Bill Sheridan at [wsheridan@nftc.org](mailto:wsheridan@nftc.org) or call them at 212/399-7128.



## The NFTC Fall Tax Committee Meeting Is Big Success

The Tax Committee held its annual Fall Meeting November 18th and 19th in Washington DC. The event was attended by the largest audience ever, and attendees were not disappointed. R. Glenn Hubbard, Chairman of the Council of Economic Advisers, provided the keynote comments.

In his speech, "Improving International Competitiveness: The Role of Tax Policy," Dr. Hubbard discussed the obstacles the U.S. tax regime places on American business.

Dr. Hubbard enumerated four problems that most disadvantage U.S. business in the global economy: subjecting active business income of foreign subsidiaries of U.S. parent companies to U.S. tax (in contrast to a territorial tax system); subjecting that income to tax before it is remitted to the U.S. parent (i.e., the subpart F regime); the limitations the U.S. tax regime puts on the use of foreign tax credits (including the problems with multiple baskets and with the allocation of expenses); and the lack of integration of the U.S. corporate and individual income tax systems creating double taxation of corporate income.

In her luncheon address to the tax committee, Pam Olson, Assistant Secretary for Tax Policy at the Department of Treasury, echoed many of Dr. Hubbard's comments. Key members of the staffs of the Senate Finance and the Ways and Means Committees engaged in a lively dialogue about what might happen in the 108th Congress with respect to tax policy. Senior Senate and House Budget Committee staff also offered their opinions on the budget. J.D. Foster, Associate Director for Economic Policy at the Office of Management and Budget, engaged the tax committee in a lively discussion of dynamic versus static scoring.

Many thanks to all the members of the Tax Committee that attended the meeting and special thanks to Cathy Schultz of Honeywell (NFTC Tax Committee Program Chair) who helped develop the agenda and attract this year's speakers.

### Photos from the 2002 Fall Tax Committee Meeting



J. D. Foster, Associate Director for Economic Policy, Office of Management and Budget; Cathy Schultz, Honeywell



Michael Mundaca, Ernst & Young; Judy Scarabello, NFTC; Bill Reinsch, NFTC; Pam Olson, Assistant Secretary for Tax Policy Department of Treasury



Linda Evans, IBM & Andy Breslow, ExxonMobil



**USA\*Engage**



## Reform of Alien Tort Law is a Major Priority for USA\*Engage in 2003

At a January 7 meeting, the USA\*Engage Alien Tort Claims Act (ATCA) Coalition decided to make reform of the law a priority for the coming year. The logic for USA\*Engage doing this was clear: the abuse of the law can be a significant disincentive to trade and foreign investment, and thereby to engagement abroad.

This broadly based group of associations and corporate representatives has organized itself into subgroups to work on various facets of the problem the ATCA presents. The USA\*Engage ATCA Coalition's objective is to formulate and advocate a remedy to the abuse of the ATCA.

In addition to the USA\*Engage November 14 conference, which former Treasury Undersecretary Stuart Eizenstat and others addressed, the coalition has met with the general counsels of Executive Branch departments, top policy officials in the various agencies, the White House, and with selected members of Congress.

These efforts are being supplemented by outreach to think tanks, journalists and opinion leaders.

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## USA\*Engage to Work Closely with House Cuba Working Group

USA\*Engage will increase its efforts in 2003 to enact measures that chip away at the Cuban embargo. This includes two amendments that Congress has passed by increasing majorities in recent sessions: private financing of sales of food and medicine, and defunding enforcement of the ban on U.S. citizens travel to Cuba.

USA\*Engage will work closely with the House of Representatives Cuba Working Group to recruit new Members and to lobby for their agenda. USA\*Engage staff will meet in late January or early February with the Cuba Working Group, currently comprised of 46 Members of the House drawn equally from both parties.

The 2003 agenda includes support for legislation introduced late in the 107th Congress by Congressman Dooley to sunset the Helms-Burton law and the repeal of Section 211 of the 1999 Omnibus Appropriations Act, which jeopardizes all U.S. trademarks registered in Cuba.

## USA\*Engage to Press for Sanctions Reform Legislation and Oppose New Unilateral Sanctions

USA\*Engage is supporting once again the Sanctions Reform Act, sponsored in the past by Senators Lugar and Hagel, and Congressmen Dooley and Crane. This bill provides a common sense procedural framework to evaluate the costs and potential effectiveness of unilateral sanctions prior to their enactment as a matter of due diligence. The bill was not introduced in the last Congress due to the 9-11 attacks.

USA\*Engage continues to oppose new and existing unilateral sanctions. This year, sanctions bills from the 107th Congress targeting Syria and Sudan are likely to be reintroduced. In addition, Congress may consider new sanctions directed at Saudi Arabia. USA\*Engage will be alert, as usual, to these developments and will mount a vigorous opposition.

Finally, the Iran-Libya Sanctions Act, as renewed in 2001, requires a review of its effectiveness to take place 24 to 30 months after enactment, which was August 2001. USA\*Engage will urge the State Department to undertake a timely review and seek consultation with them as to its content.

For more information regarding USA\*Engage issues, please contact Haynes Roberts at [hroberts@nftc.org](mailto:hroberts@nftc.org) or visit [www.usaengage.org](http://www.usaengage.org).

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# U.S. South Africa Business Council



## U.S.-South Africa Business Council Launches Business Coalition on Free Trade Negotiations

On December 17, the U.S-South Africa Business Council launched its coalition of companies and organizations to provide input to the USTR and the Commerce Department for free trade negotiations with the Southern African Customs Union (South Africa, Namibia, Botswana, Swaziland and Lesotho).

The coalition will be co-chaired by Will Stephens, vice president of Johnson & Johnson, and Mike Evans, vice president of Maurice Pincoffs. Stephens presented the Business Council's testimony to the Trade Policy Staff Committee (TPSC) at USTR on December 16, setting out the general principles which we believe the agreement should embody. The Business Council staff has completed a summary of the oral and written submissions to the USTR TPSC, which come from a very wide range of industry sources.

We are actively soliciting views from companies about what they would like to see in the trade agreement. Companies who would like to participate in the collation and those who would like a copy of our summary of the USTR submissions, should contact Dan O'Flaherty at [doflaherty@nftc.org](mailto:doflaherty@nftc.org), or Emily Solomon at [ussabc@nftc.org](mailto:ussabc@nftc.org).

## Business Council Staff to Conduct Meetings in South Africa

The Business Council Staff will conduct a series of meetings in South Africa during the last two weeks of February with managing directors of subsidiaries of U.S. companies, senior South African government officials, and the U.S. ambassador to South Africa and embassy staff.

The Business Council staff will also address the Annual General Meeting of the American Chamber of Commerce in Johannesburg on February 20, and will hold meetings with the South African business community leadership. The agenda for the meetings will include soliciting views and information regarding the FTA negotiations and the defense of U.S. companies named as defendants in alien tort lawsuits. A report of these sessions will be made available to all members of the Business Council.

## Business Council Supports Defendants in Alien Tort Lawsuits

On November 22 the Business Council was briefed by leading defense attorneys in the various lawsuits that have been filed against U.S. and other foreign companies that conducted business in South Africa between 1948 and 1994.

The briefing occurred the day following the meeting of the Multi-district Litigation Panel which must decide whether to consolidate the cases in a single jurisdiction, as the plaintiffs' attorneys have requested. Indications are that they will be consolidated in the Federal District Court for the Southern District of New York. Subsequent scheduling conferences in that court have been postponed, making it unlikely that motions to dismiss will come before spring.

The Business Council is providing a supporting and coordinating function for the defendants. Companies who want to participate, contact Dan O'Flaherty at [doflaherty@nftc.org](mailto:doflaherty@nftc.org), or Emily Solomon at [ussabc@nftc.org](mailto:ussabc@nftc.org).

## Business Council Meeting with Minister Erwin at AGOA Forum in Mauritius

The congressionally mandated Forum on the first year's results of the African Growth and Opportunity Act took place in Mauritius on January 13-15 with several members of the Business Council attending.

South African Minister Alec Erwin met with representatives of the Business Council during the Forum to discuss the FTA negotiations, the Business Council's contribution to them, and the lawsuits under the alien tort law.

*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.*



# Calendar of Events



| <u>Date</u>           | <u>Topic</u>   | <u>Location</u>        |
|-----------------------|--|------------------------|
| TBA                   | U.S. South Africa Business Council Members Meeting                               | Washington DC          |
| February 4            | Launch of U.S.-SACU Free Trade Agreement   | Pretoria, South Africa |
| February 11-12        | 2003 Annual International Human Resources Conference<br>Registration Information | Houston, TX            |
| February 16 - March 1 | U.S. South Africa Business Council Meetings                                      | South Africa           |
| February 21           | Global Mobility Roundtable*  | New York City          |
| February 25           | Board of Directors Meeting   | Washington DC          |
| February 26           | International Benefits Committee*  | New York City          |
| February 26           | Tax Steering Committee Meeting*  | Washington DC          |
| February 26           | Tax Lunch ForumTopic: TBA  | Washington DC          |
| February 27           | Global Compensation Committee*   | New York City          |
| March 11              | International Benefits Seminar   | San Francisco, CA      |
| March 12-14           | Expatriate Management Committee*   | Santa Clara, CA        |
| March 19              | Global Staffing/Manpower Development Roundtable                                  | New York City          |
| March 27              | Tax Steering Committee Meeting*  | Washington DC          |
| March 27              | Tax Lunch ForumTopic: TBA  | Washington DC          |
| March 27              | Latin American Human Resource Roundtable   | New York City          |
| March 28              | Asia Pacific/China Human Resource Roundtable*                                    | New York City          |
| April 23              | Global Mobility Seminar  | Dallas, TX             |
| April 24              | International Benefits Seminar   | Houston, TX            |
| April 30              | Global Mobility Seminar  | Silicon Valley, CA     |
| May 1-3               | Spring Tax Committee Meeting   | Scottsdale, AZ         |
| May 7                 | International Human Resource Seminar   | Philadelphia, PA       |



# Calendar of Events



| <u>Date</u>     | <u>Topic</u>                                    | <u>Location</u> |
|-----------------|---|-----------------|
| May 14          | Global Mobility Seminar                         | Charlotte, NC   |
| May 15          | Global Mobility Seminar                         | Boston, MA      |
| May 21          | International Benefits Committee*               | New York City   |
| June 11         | Tax Steering Committee Meeting*                 | Washington DC   |
| June 11         | Tax Lunch ForumTopic: TBA                       | Washington DC   |
| June 11-12      | Global Human Resources Conference               | New York City   |
| June 18         | Global Mobility Seminar                         | Toronto, Canada |
| June 19         | Global Mobility Seminar                         | Calgary, Canada |
| July 15         | Global Human Resources Strategy Roundtable*     | New York City   |
| July 16         | Tax Steering Committee Meeting*                 | Washington DC   |
| July 16         | Tax Lunch ForumTopic: TBA                       | Washington DC   |
| September 10    | Tax Steering Committee Meeting*                 | Washington DC   |
| September 10    | Tax Lunch ForumTopic: TBA                       | Washington DC   |
| September 16    | Global Mobility Seminar                         | Minneapolis, MN |
| September 17-19 | Expatriate Management Committee*                | Minneapolis, MN |
| September 23    | Global Human Resource Conference                | Chicago, IL     |
| October 1       | Asia Pacific/China Human Resource Roundtable*   | New York City   |
| October 2       | Latin American Human Resource Roundtable        | New York City   |
| October 8       | Global Staffing/Manpower Development Roundtable | New York City   |
| October 9       | Global Mobility Roundtable*                     | New York City   |
| October 16      | International Benefits Committee*               | New York City   |
| October 17      | Global Compensation Committee*                  | New York City   |
| November 5-6    | Fall Tax Committee Meeting                      | Washington DC   |

Note: The Tax Steering Committee Meetings, Expatriate Management, Global Compensation and International Benefits Committees are by invitation only. For information or to register for the Developing The Doha Round Series, 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"/> US-South Africa Business Council |

Please mail or fax to:

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