

# Council Highlights



April 2002

NATIONAL FOREIGN TRADE COUNCIL

## A WORD FROM THE PRESIDENT

In the accompanying Highlights article NFTC Chairman, Michael Jordan, speaks to the ongoing globalization debate and how business can play a constructive role in that discussion by defending economic engagement as an instrument of growth and change.

One element of such engagement is support for global economic development and efforts to end poverty. NFTC members have historically supported the World Bank and related institutions in their efforts to reduce poverty, improve public health, erase hunger, and prolong life. We have done it both because it is right, but also because it is good business. Sebastian Mallaby, a Washington Post columnist and editorial writer, made this point in a March 4 piece that contained some compelling numbers. After two decades of market reforms and substantial assistance by the Bank and donor countries, the number of people living on less than \$1 a day has actually declined by 200 million - at the same time the world's population grew by 1.6 billion. This reverses a trend of increasing poverty that goes back to 1820. Further, illiteracy is down; life

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## "Hide Not This Light"

*Michael H. Jordan, Chairman, NFTC*

The events surrounding the World Economic Forum meeting in New York showed us the new face of the anti-globalization movement. Gone were the shrill street rallies and the violence we saw at Genoa and Seattle. Instead we saw public television and C-Span overflowing with quasi-serious debates about how global corporations are undermining democracy in emerging countries, and foreign trade is creating a new class of sweat-shop slavery.

Countering these assertions factually is pretty easy. All responsible economic studies have shown how the poor in underdeveloped countries have benefited from increasing trade.

However, it's too easy to dismiss the complaints of the anti-globalization movement as the romantic yearnings of disappointed socialists, seeking more political and economic power for "right-thinking" people. In the post-Enron era especially, these ideas are being taken seriously in the media and on Capitol Hill. They have become the focal point for a broad coalition of anti-business factions ranging from labor unions to countless single-issue advocacy groups that have seized the high ground in the public debate.

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## TOP COUNCIL NEWS

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"NFTC President Bill Reinsch sent a letter to President Bush...The letter opposed undertaking any action that would lead to the imposition of tariffs on steel imports..."

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### NFTC Planning Nine-Part Public Series on the Doha Round, April 3-November 2002

"The NFTC and the Global Business Dialogue have organized a nine-part series of policy discussions..."

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### NFTC Annual Tax Committee Spring Meeting Attracts Distinguished Speakers, April 11-13

"Annual NFTC Tax Committee Spring Meeting, April 11-13, will include panel discussions on current international topics..."

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### USA\*Engage Hosts Senator Hagel, April 12

"USA\*Engage will host Senator Hagel to speak on "Unilateral Sanctions Post September 11..."

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## First NFTC Board Meeting of 2002

The National Foreign Trade Council Board of Directors met on February 27, 2002 in Washington to review NFTC progress and accomplishments for 2001 and approve the organization's policy priorities for 2002. Those priorities, organized by policy section, can be found on the NFTC websites ([www.nftc.org](http://www.nftc.org)). New projects approved for the year include the WTO Special Project, the creation of a Trade and Risk Regulation Group to combat European Union efforts to build into international trade agreements the right to impose non-science-based regulations, an effort to address problems with the WTO dispute resolution system, a new territorial tax study, and a revitalized tax treaty committee.

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Sherry Peske, Foster Wheeler, is honored at February 2002 Board meeting for her "Outstanding contribution and dedication in supporting the NFTC Chairmanship" 1999-2001.



# Council Highlights



NFTC member meeting with Governor, Dr. Parouk S. Hussin, Autonomous Region for Muslim Mindanao: (L-R) Sean King, U.S. Department of Commerce, Governor Hussin, Former Senator Birch Bayh, Venable, Baetjer et al; Diasdado Macapagal, and Richard Domingo, advisors to President Arroyo



February 2002 Board meeting with Gerry Swimmer, Ingersoll Rand; Paul Clark, Hill & Knowlton; NFTC Chairman Michael Jordan, and Assistant Secretary of Defense, Victoria Clarke



NFTC Members at private embassy reception honoring visiting Lithuanian President, Valdas V. Adamkus, January 17, 2002. (L-R): Don Nelson, V.P. Phillip Morris; Anne Alonzo, SVP, NFTC; Nijole Zambaite, Minister Counselor, Embassy of Lithuania and Grant Aldonas, Undersecretary, International Trade Administration, U.S. Department of Commerce



Former military officers Marshall Lane (Air Force), NFTC; (center) Victoria Clarke, Assistant Secretary for Defense, Public Affairs; Don Deline (Navy), Halliburton; and Geoffrey Gamble (Marine), Dupont.

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# Council Highlights



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

expectancy is up. If you had doubts about the utility of public health projects, consider one in China that simply distributed iodized salt, reducing iodine deficiency in the target population and producing an average increase in children's IQ levels of 10-15 points. Those children will go on to lead longer, more productive lives as a result.

These projects can also be profitable. The Bank's private sector institution that lends to businesses in developing countries says its median project between 1998 and 2000 earned a 10 percent post-tax return - better than a lot of companies in the past year or two. It appears that "doing well by doing good" might be more than a slogan!

World Bank President James Wolfensohn, in a March 6 speech at the Wilson Center, announced the latest round in the fight for economic growth and against poverty and disease. It will begin formally at a development summit in Monterrey, Mexico, in March, which President Bush is expected to attend. Wolfensohn is looking for commitments to increase aid flows by \$10 billion a year for five years, building to an extra \$50 billion by the final year.

That could be a hard sell to some governments, including ours. As it has in the past, the NFTC will support this effort because it is right and because it is good business, particularly in view of the Bank's renewed emphasis on infrastructure as an integral part of economic growth and poverty alleviation. Economic development produces healthier populations and more jobs, which in turn, leads to more demand for goods and services and more opportunities for investment, and, ultimately, more support for an open trading system. Doing well by doing good - it works at the macro level as well as at the micro.

*(continued from page 1; First NFTC Board Meeting)*

The following individuals were newly elected to represent their corporations on the NFTC Board: Gerald Kohlenburger, President of ExxonMobil Lubricants and Petroleum Specialties Company; Linda Serafini, Senior Corporate Counsel, Gillette; and Howard Chase, Vice President, International Affairs, BP.

A Special Award was made by NFTC President Bill Reinsch before the Board to Sherry Peske for her outstanding support of the Foster Wheeler NFTC Chairmanship from 1999 to 2001 (photo page 1). The Board's special guest speaker was Victoria Clarke, Assistant Secretary, Public Affairs, Department of Defense (and former NFTC Board member) who spoke about the nation's security challenges after September 11 and the role of the private sector.

*(continued from page 1; Hide Not This Light)*

The campaign aims to set itself up as the supposedly unbiased arbiter of corporate compliance with programs to improve working conditions overseas. The struggle to pass trade promotion authority in the House didn't help matters, as it required the administration to pull out all the stops, and to make promises to the domestic textile industry that are short-sighted and anything but market-opening.

As the former CEO of a major international corporation, I, like most of my colleagues, thought the ideological war had been won. Communism fell, and most protected nationalistic economies saw the error of their ways in the 80's and 90's. But the war has re-emerged in a much subtler, harder to combat form. The business community in the US is being continually demonized as the cause of mankind's ills around the globe. It's time for us to re-enter the debate and emphasize how the American corporate tradition of community involvement and volunteerism is being applied outside our borders.

For example, ChevronTexaco has funded and built schools in Venezuela, which are providing a quality education for 4,500 students. Venezuelan President Hector Chavez may not recognize this action, but we should. Similarly, Pfizer is actively supporting the "Safe" program to eliminate trachoma, the leading cause of preventable blindness in the world. They are providing oral antibiotics at no cost, and also helping to fund the lead foundation for this program.

The challenge to corporate America is not to shrink from the globalization debate, but to speak out clearly about the opportunities it provides to people, villages, provinces, and nations all over the world. Whether it's Ford Motor Company leading the fight against HIV/AIDS in its workforce in South Africa, or Intel's partnership to supply technology to scientists fighting for biodiversity in remote areas, American companies are engaged in fighting some of the world's most pressing problems, on a completely pro bono basis.

We need to take our light out from under the bushel by emphasizing that American corporations are committed to meeting and, in most cases, exceeding local standards for pay, benefits, training, sanitation and working conditions, environmental compliance and all the other attributes of good corporate citizenship. We do it already; let's celebrate it.



# Trade and Export Finance

## NFTC Sends Letter to President on Steel Decision

On March 1, NFTC President Bill Reinsch sent a letter to President Bush regarding the Administration's Section 201 decision on steel. The letter opposed undertaking any action that would lead to the imposition of tariffs on steel imports and highlighted the serious adverse impact increased tariffs would have on NFTC members who are steel users. It also underscored the negative ramifications of such a decision on U.S. economic leadership in vitally important trade liberalization initiatives underway in the WTO and in bilateral and regional arenas. He also raised a concern that steel tariffs could complicate U.S. efforts to resolve successfully important trade disputes, including the FSC dispute with the EU.

The NFTC's letter and subsequent press release expressing disappointment with the Administration's March 6 decision are posted on the NFTC's website, [www.nftc.org](http://www.nftc.org).

## NFTC Export and Project Finance Committee Meets with Vice Chair of Ex-Im Bank and Other U.S. Finance Officials and Approves 2002 Committee Agenda

At its first meeting of the year on February 14, the NFTC Export and Project Finance Committee approved its agenda for 2002 and heard from senior officials of the Ex-Im Bank, OPIC and TDA. The committee's priority is supporting legislation to reauthorize Ex-Im Bank on a multi-year basis, which has been stalled due to differences over potential floor amendments and Treasury Department concerns over the House tied-aid provisions. The NFTC most recently contacted key congressional staff and Treasury officials to urge resolution of outstanding issues and prompt completion of floor action on Ex-Im's reauthorization.

Other issues high on the NFTC committee agenda include ongoing efforts to address policy concerns of all three agencies and initial steps to prepare for OPIC's reauthorization in 2003. Officials from the three agencies - Ex-Im Vice Chair, Eduardo Aguirre, OPIC Executive Vice President, Ross Connelly, and TDA Director, Thelma Askey, spoke to the Committee on the range of issues concerning their agencies and expressed interest in working closely with the NFTC on those issues.

## NFTC Trade Committee Meets with NSC and USTR Officials on Russian PNTR and WTO Accession

With the introduction of legislation to grant Russia permanent normal trade relations (PNTR) status and the increased activity on Russia's WTO accession, both of which are strongly supported by the Bush Administration, the NFTC Trade Committee has been meeting with key officials in the U.S. and the Russian government on the progress being made on these two issues. Most recently, the trade committee led a dialogue with National Security Council staff and key USTR negotiators responsible for Russia's WTO accession.

U.S. government officials made a clear distinction between Russia and China with respect to linkage of PNTR to WTO accession. Unlike China, the issue of linkage is viewed by the Executive Branch as counterproductive to the negotiations on WTO accession because of the cold war origins of the Jackson-Vanik trade law that tied PNTR to the freedom of emigration of Russian citizens during the Cold War. The Russian government views Jackson-Vanik as a Cold War relic, which their government is fully meeting with respect to emigration.

According to U.S. government officials, tying PNTR to WTO accession would be viewed by Russia as moving the goal post in a negative direction that would not help the U.S. achieve a solid WTO accession agreement with Russia. They also emphasized that the U.S. government will negotiate a commercially meaningful WTO accession agreement that will address the range of U.S. business and agriculture concerns. From a U.S. business perspective, Russia has a long way to go in terms of its WTO accession proposals.

The NFTC Trade Committee plans to meet with Russian embassy officials before determining its position regarding PNTR and WTO accession. NFTC members are encouraged to provide their views on this important issue to Mary Irace at [mirace@nftc.org](mailto:mirace@nftc.org).



# Trade and Export Finance



## **NFTC is Working with Other Business Groups in a Trade and Risk Regulation Coalition Effort**

The NFTC is creating a trade and risk regulation coalition effort with a broad array of U.S. business groups to tackle the growing use of regulations as non-tariff barriers. Led by the EU, countries have increasingly turned to non-science based regulations on a range of products that have created new trade barriers. Most prominent among these measures have been biotech and chemical regulations, but they are increasingly addressing other sectors, such as high tech.

Based on a first organizing meeting of about 20 different groups, there is support for moving forward with an umbrella effort to combat this growing trade problem. Among the activities planned include development of common principles, an educational effort targeted at developing countries, the sharing of relevant documents and position papers, and an advocacy plan-of-action with U.S. government officials.

## **NFTC Planning Nine-Part Public Series on the Doha Round**

In line with one of the NFTC's top trade policy priorities of advancing U.S. business interests in the Doha Round of WTO trade talks, the NFTC and the Global Business Dialogue have organized a nine-part series of policy discussions on the key issues in the new round. Beginning on April 3 and going through November, the series will bring together U.S. business with key negotiators and policy experts to review the main topics and share different perspectives on likely outcomes on the range of issues on the negotiating agenda. For series information and to register for one or all of the discussions, e-mail [info@nftc.org](mailto:info@nftc.org) or call the Global Business Dialogue at 202-463-5074. Upcoming events will be listed in the NFTC Calendar of Events on the web at [www.nftc.org](http://www.nftc.org).

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## **NFTC Participates in Senate Staff Briefing on TPA/Senate Action Expected in April**

As part of the ongoing UTrade business coalition campaign supporting passage of Trade Promotion Authority (TPA), the NFTC participated in a UTrade briefing on February 25. NFTC members, including Scott Miller, Procter & Gamble's Director of National Government Relations, and Ted Austell, Vice President for International Policy at Boeing, were among the lead speakers in presenting the business community's views on the importance of TPA. In addition to emphasizing the critical role of TPA in securing major new trade liberalization agreements, the briefing also addressed the need for a bipartisan approach on an expanded Trade Adjustment Assistance (TAA) program for dislocated workers. Also highlighted was the fact that the Senate Finance Committee TPA bill, as well as the House bill, H.R. 3005, provides a common sense middle ground position on the environment, labor standards and investment, all of which have been highly controversial.

The current outlook is for Senate floor action soon after the Easter recess. The key will be devising an acceptable expanded TAA program to accompany the TPA legislation. This will require bipartisan solutions to the health care and secondary worker provisions in the pending TAA bill. Senate floor action will involve debate over a few controversial amendments that may be offered by TPA opponents. In addition Senator Kerry is expected to offer an amendment to weaken investor protections in trade agreements, an amendment strongly opposed by the NFTC.

The NFTC encourages its members to contact their Senators to urge them to support the Senate Finance Committee TPA bill and prompt Senate floor action.



# Trade and Export Finance

## Merck and UTC Join NFTC WTO Special Project; Members Host Ambassador Perez

The NFTC welcomes Merck and the United Technologies Corporation as the most recent members of the NFTC special project on the WTO Doha Round. A total of 13 member companies have now committed to this important project, which is designed to provide a broad-based U.S. business focus on the Doha Round and ensure that U.S. business positions are advanced.

The NFTC has retained APCO's Global Trade Practice to provide assistance on the project, including providing on-the-ground intelligence from Geneva and ensuring that NFTC positions are known by the key players in Geneva. On March 15 project members held a private meeting with Mexico's Ambassador to the WTO and Chair of the WTO's TRIPS Council, Eduardo Perez Motta, to share views on the new round agenda.

Additional activities involving the special project include a delegation trip to Geneva in June to meet with a range of key WTO officials and member missions to discuss NFTC positions on the negotiating topics in the Doha Round. NFTC will advocate the importance of keeping intact strong intellectual property rights provisions and the need for the WTO to catch up to growing bilateral and regional free trade initiatives by embracing a tariff-free proposal for industrial tariffs. The NFTC is currently in the process of drafting its positions papers and welcomes input from all its members on positions to include in the final document. Please contact Mary Irace at [mirace@nftc.org](mailto:mirace@nftc.org) for further information.

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## NFTC OPIC Working Group Submits Comments on Co-Insurance Proposal

After several meetings with senior OPIC officials, including OPIC President Peter Watson, the NFTC's OPIC Working Group coordinated with other business groups representing OPIC clients to draft comments and recommendations on a pending proposal at OPIC on co-insurance with the private sector. The comments, which were submitted to OPIC on February 28, highlight OPIC's role as a last resort insurer of U.S. investments in risky and emerging markets, and made several recommendations regarding any major new initiative on co-insurance. Please contact Mary Irace at [mirace@nftc.org](mailto:mirace@nftc.org) for a copy of the recommendations.

*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.*



# Tax Policy



## **NFTC Tax Treaty Committee Has New Corporate Co-Chairs from General Electric**

William Morris and Peter Barnes of General Electric have agreed to co-chair the NFTC's Tax Treaty Committee. As former officials of the Treasury they will add expertise and insight to the Committee, as well as leadership. They have been instrumental in developing a new NFTC tax treaty survey that was recently distributed for member input. The survey will provide valuable information that can be shared with the Treasury on treaty countries and issues that are important to the NFTC member companies.

For more information, contact Judy Scarabello, Vice President for Tax Policy, [jscarabello@nftc.org](mailto:jscarabello@nftc.org).

## **NFTC Annual Tax Committee Spring Meeting Attracts Distinguished Speakers**

The Annual NFTC Tax Committee Spring Meeting will include panel discussions on current international topics including: electronic commerce taxation, bi-lateral tax treaty issues, territorial taxation, the "International Tax Simplification for American Competitiveness Act of 2002", and recent Subchapter C developments. In addition to insights offered by Ways and Means Committee and Senate Finance Committee Hill Staff, who will discuss various international tax issues, confirmed speakers include:

Mark Weinberger, Assistant Secretary of the Treasury for Tax Policy; Larry Langdon, IRS Commissioner, Large & Mid-Size Business Division; Barbara Angus, International Tax Counsel, Department of Treasury Tax Policy

There is still time to register, the meeting promises to be outstanding event. It will be held in Phoenix, Arizona, April 11th - April 13th at the Pointe Hilton Tapatio Cliffs Resort. For more information, please contact Chuck Dittrich, NFTC Director of Outreach & Marketing, or Judy Scarabello, NFTC Vice President of Tax Policy, at 202 887-0278 or email at [cdittrich@nftc.org](mailto:cdittrich@nftc.org) or [jscarabello@nftc.org](mailto:jscarabello@nftc.org).

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## **The NFTC Launches a Territorial Tax Study**

In response to the recent WTO decision on Extraterritorial Income, the NFTC will conduct a territorial tax study that examines the practical aspects of a territorial tax system on U.S.-based multinationals. The WTO decision prompted Ways and Means Committee Chairman Bill Thomas to begin a series of hearings on international tax reform. His opening remarks included a statement that the time had come for the U.S. to restructure its corporate tax system. He also announced that Representative Jim McCrery would hold a series of hearings on options to reform the Tax Code. Those hearings could begin as soon as late March.

The NFTC Tax Steering Committee and the NFTC Plans and Policy Committee have approved the territorial tax study. The committees agree that it is crucial for the NFTC to provide input into this process in order to protect the interests of U.S.-based multinationals. The NFTC has asked Fred Goldberg and Paul Oosterhuis of Skadden, Arps, Slate, Meagher & Flom and LaBrenda Garrett-Nelson of Washington Counsel Ernst & Young to conduct the study with participating NFTC members, and to produce a report. Study participants will have direct input into the process.

The study will identify alternatives for the design of a territorial system and analyze the practical impact of such a system on U.S.-based multinationals compared to today's rules. It will focus on four issue areas: how international income is taxed under a territorial system, the treatment of U.S. owned foreign corporations, the allocation and treatment of deductions, and the all important transition rules. Questionnaires will gather information from study participants. It is anticipated that the study will be completed in late April.

For more information, contact Judy Scarabello, Vice President for Tax Policy, [jscarabello@nftc.org](mailto:jscarabello@nftc.org).



## *U.S. - South Africa Business Council*



### **US-South Africa Business Council to provide business input to free trade negotiations**

An NFTC-sponsored US-South Africa Business Council staff visit to South Africa in mid-February coincided with USTR Robert Zoellick's visit which initiated preliminary discussions for a free trade negotiations with South Africa and its partners in the Southern Africa Customs Union. The Business Council will be the conduit for US business input into those negotiations then they begin later this year. The agreement is intended to cover all sectors of the economy.

The February staff visit included meetings with the US ambassador to South Africa, senior South African government officials in several key ministries, managing directors of US companies in South Africa and key think-tank and academic analysts. The Business Council held discussions both about our business advisory group to these negotiations, as well as its continuing role as the private sector advisory body to the U.S.-South Africa Cooperative Forum, the successor to the US-South Africa Binational Commission.

Key findings from the discussions include the fact that US companies continue to view macro-economic policy as the government's major achievement. Finance Minister Trevor Manuel presented the 2002-2003 budget during this visit, reducing personal income taxes, forecasting a growth rate of 2.3%, a 7% inflation rate with a budget deficit of only 2% of GDP. The sharp decline of the foreign exchange value of the rand is squeezing many companies' profit margins, while concern about the direction and pace of government policy in several areas, such as privatization of state enterprises and HIV/AIDS, are matters of concern.

The Africa Growth and Opportunity Act has significantly increased South African exports to the US and has encouraged the government to pursue a free trade agreement. In particular exports of textiles and fully built-up automobiles have dramatically increased. The Business Council argued against imposing duties on South Africa in the recent steel safeguard case and was very pleased at South Africa's exclusion. For information about the Business Council and the free trade negotiations, contact Dan O'Flaherty at [doflaherty@nftc.org](mailto:doflaherty@nftc.org).



# Human Resources



## International Human Resources Services

The NFTC, in collaboration with the Houston Human Resource Management Association, hosted a two-day Global Business and Human Resource conference in Houston on January 22-23. Don Deline, Director of Governmental Affairs at Halliburton, was the keynote speaker. He described Halliburton's international business operations, emphasized the importance of sustained cross-border investment, and the need for the American business community and the U.S. government agencies to work closely together to advance our companies long term growth and presence in foreign markets.

Other topics covered included economic developments in China and Latin America; cross-border data privacy; responses to the 9/11 attacks and preparations for future security challenges; cross-border mergers and acquisitions; expatriate program and process management; and global compensation management.

Similar conferences will be held in California (March), New York City (June), and in Chicago (in September). See [www.nftc.org](http://www.nftc.org) for agenda details.

The International Benefits Committee held its first meeting of 2002 in February. Mildred Piker of Alcoa and Paul Pittman of Arthur Andersen gave a presentation on the structure and potential uses of a global employment company. For a copy of the complete minutes of the committee meeting visit [www.nftc.org](http://www.nftc.org).

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### New NFTC Members:

**Brink's International** is the oldest and largest security transportation company in the world today with 160 branch operations in the U.S., 40 in Canada and affiliates in 50 countries around the globe. John Lowe, Senior Vice President represents the company in NFTC's International Human Resource section ([www.brinksinc.com](http://www.brinksinc.com)).

**Golin/Harris International** is one of the world's leading public relations firms with offices in North America, Latin America, Europe and Asia. Rob Six, Director, International Commerce Practice participates in the NFTC Trade Policy Section ([www.golinharris.com](http://www.golinharris.com)).

**McGuire Woods LLP**, is one of the largest law firms in the country, with more than 575 lawyers and 15 offices worldwide. Mark F. Brzezinski, Partner, is the firm's member contact ([www.mcguirewoods.com](http://www.mcguirewoods.com)).

**Mitsubishi International Corporation**, is headquartered in New York City with 15 other locations across the U.S. Its primary business lines are international trade in commodities, consumer and industrial products, complex project management and strategic finance and investment. Yasuyuki Sugiura, General Manager, is the company's member contact ([www.micusa.com](http://www.micusa.com)).

**Relocation Resources International** is a major international relocation service provider servicing the needs of multinational corporations and international assignees worldwide. Stephan Branch, Vice President participates in NFTC's International Human Resources Section ([www.rriworld.com](http://www.rriworld.com)).

**Zurich Multinational Benefits Network** provides advice to companies on setting up multinational insurance benefit pools. Michael Brown, Regional Director North America, participates in NFTC's International Human Resources Section -- ([www.zurichbusiness.ch/benefits4you/english/inp.inp.html](http://www.zurichbusiness.ch/benefits4you/english/inp.inp.html)).



# USA\*Engage



## **USA\*Engage to host Senator Hagel; supports liberalization of Cuba trade; opposes Sudan sanctions**

The NFTC-sponsored coalition, USA\*Engage, will host Senator Chuck Hagel on April 12 to speak on "Unilateral Sanctions Post-September 11" in a public event that will also include the presentation of major research on the impact of the terrorist attacks on the use of sanctions. An updated study of the use of sanctions since USA\*Engage began in 1997 will also be presented. The study finds a slight decrease in the use of unilateral sanctions and a marked shift toward using them against non-state actors.

On March 12 USA\*Engage wrote House and Senate conferees urging liberalization of restrictions on private financing agricultural sales to Cuba. Current law prohibits private financing of legal sales of food and medicine to Cuba, but the Senate-passed Farm Security Act, now in conference with the House, would change that. USA\*Engage supports the Senate bill.

USA\*Engage continues to oppose capital market sanctions on Sudan, included in the House-passed Sudan Peace Act. Unlike the Senate-passed counterpart, the House bill would de-list companies doing business in Sudan from US securities markets, and also contains onerous disclosure requirements which could trigger sanctions. Only the House has appointed conferees and the NFTC and USA\*Engage are working with member companies and other trade groups to oppose the house bill. Members interested in the activities of USA\*Engage contact Dan O'Flaherty at [doflaherty@nftc.org](mailto:doflaherty@nftc.org) and visit the newly up-dated coalition web site at [www.usaengage.org](http://www.usaengage.org).

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## **NFTC Staff Profile: Haynes Roberts, USA\*Engage Project Manager**

With a degree in political science from University of the South, Haynes Roberts brings to USA\*Engage a multitude of political and intellectual knowledge, desire and experience.

Roberts came to Washington, D.C. because it promised "international affairs work." Before graduating from college, Roberts worked as a summer intern at the National Journalism Center in the nation's capital. Roberts researched and wrote a feature length article evaluating the historical accuracy of CNN's "The Cold War" television series and accompanying text as it is used in public education.

Upon graduation, Roberts worked as a senior intern at The Wexler Group, a DC-based public policy consulting firm. He assisted in the researching and writing of contract proposals for government relations services to foreign nations in the field of international trade. He also monitored a broad range of policy issues for clients including trade, business development, diplomacy, privacy and healthcare.

As the News Editor and Staff Writer on Sewanee Purple, the official campus newspaper of the University of the South, Roberts developed a skill for writing and knowledge of politics. He won the Tennessee Williams Scholarship for Literary Excellence and was awarded the Wilkins Society Honor Scholarship to the University of the South. As president of the Order of Gownsmen (Joint Student Government and Honor Society), he organized and chaired meetings and oversaw all committees concerning community service and academic issues.

Roberts joined USA\*Engage as the association's project manager to advocate a more effective U.S. foreign policy. "Foreign policy has to work and it has to have an impact," said Roberts. "USA Engage is lobbying on a principle - that commercial investment and corporate interaction with the world opens the door to productive diplomatic and cultural exchange - and that's why the coalition is so successful."

**10 April 2002**



# Calendar of Events



<u>Date</u>	<u>Topic</u>	<u>Location</u>
April 3	What's In A Name, A Date: The Doha Round... The Doha Development Agenda: January 5, 2005	Washington, DC
April 10	Dr. Jendayi Frazer, Senior Director for African Affairs, National Security Council	Washington, DC
April 11	Department of Defense Briefing on South Africa	Washington, DC
April 11-13	Spring Tax Committee Meeting	Phoenix AZ
April 12	Seminar with ECA: International Perspectives on Expatriate Reward and Management	New York City, NY
April 17	"The Road to Doha, "A Discussion with King Kong's Stuart Harbinson & Sinners With Problems: Agriculture in the New Round," A Panel	Washington, DC
April 24	"Is Zero A Good Number? Industrial Tariffs in the Doha Round	Washington, DC
April 25	Understanding, Managing and Maximizing Global Benefits and Compensation	Detroit/Southfield, IL
May 1	"Eye of the Beholder: The Antidumping Rules & the Doha Round	Washington, DC
May 7	Global Compensation Committee Meeting	New York City, NY
May 8	Tax Steering Committee Meeting/Luncheon Tax Forum	Washington, DC
May 15	International Benefits Committee Meeting	New York City, NY
June 12	Truth & Consequences: Environment & Investment in the WTO	Washington, DC
June 12-13	Annual Global HR Conference	New York City, NY
June 17-18	Board Dinner and Spring Board Meeting	Chicago, IL
July 10	Tax Steering Committee Meeting/Luncheon Tax Forum	Washington, DC
July 17	Trips and the Implementation Issues	Washington, DC
September 10-11	Annual Global HR Conference	Chicago, IL
September 18-20	Expatriate Management Committee	Minneapolis, MN
September 18	"Through a Glass Clearly (& Electronically) in the WTO	Washington, DC
September 25-26	Annual Joint Meeting - Global Compensation/ International Benefits Committee	New York City, NY
September 23	Tax Steering Committee Meeting/Luncheon Tax Forum	Washington, DC
October 2	"Shared Services --A Sectoral Look at the Services Negotiations	Washington, DC
November 11-12	Tax Fall Meeting	Washington, DC
November 14	"(1) Subsidies, (2) Disputes, (3) the 5th Ministerial"	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](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:

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

Fax #: 202.452.8160

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