

Council Highlights



December 2002

NATIONAL FOREIGN TRADE COUNCIL

A Word from the President

A popular topic of speculation among Washington pundits and "wannabe's" after the election is what difference the results will make in various legislative areas. We at the NFTC have not been shirking our responsibilities and have been thinking about what the election means for trade, sanctions, and international tax issues. Overall, our answer is: nothing dramatic, but there could be some important trends.

First, let's analyze the election itself. Since all the New Democrats who supported Trade Promotion Authority were reelected, and since virtually all those others who received an "A" on the NFTC scorecard were also returned to office, it is tempting to conclude that trade matters, and free trade triumphed.

Of course, when one is reminded that 96% of House incumbents were reelected, including all those who got an "F" on our scorecard who chose to run again, the conclusion is a lot less compelling. What is safe to say is that threats of retribution from labor and others for an "aye" vote on TPA turned out to be largely empty. Textile area representatives, for example, who took the risky step of voting with the Administration were reelected. In fairness, that could only mean that trade was not that big an issue in the 2002 campaign, but that in itself is an important conclusion

(continued on page 3)

A Note from the Chairman: American Jobs, American Values

As this goes to press Don Evans, President Bush's Secretary of Commerce, has just returned from Africa with a group of American companies and is getting ready to lead another group to Chile and Peru.

He started in Morocco, meeting with King Mohammed VI about the prospects for a U.S. - Morocco Free Trade Agreement, which the U.S. intends to negotiate, and which the NFTC is supporting with a new coalition. He finished in South Africa, where the NFTC had been engaged since the end of apartheid through our U.S. - South Africa Business Council.

Was he there to promote U.S. exports? Sure. Did he encourage trade liberalization? He did. But in this tumultuous time of heightened terrorist alerts and the potential of war in Iraq, Evans was manning another front. He was clearly celebrating the contributions of American business in the

(continued on page 4)

TOP COUNCIL NEWS

NFTC Leads Delegation Visit to Geneva This Year on the Doha Round

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(Page 4)

Convergence of Factors Make International Tax Reform More Likely

"It appears that simplification of the tax code is a short term goal..."

(Page 7)

USA*Engage Issues 2002 Congressional Report Card

"USA*Engage and the NFTC's 107th Congress report card shows that this Congress largely resisted protectionism..."

(Page 9)

This Issue

NFTC New Members	2
Trade & Export Finance	4
Tax Policy	7
Business Council	8
USA*Engage	9
Human Resources	10
Calendar of Events	11



NFTC New Members



NFTC New Members

Bowker Consulting International (BCI), a division of The Empower Group, works with a range of multinational companies, providing strategic, technical and process consulting on people issues around the world. Olivier Maudiere, Senior Consultant at BCI, participates in the NFTC International Human Resources committees. (www.bowkerconsulting.com)

Bristol-Myers Squibb Company is a pharmaceutical and related health care products company. Ms. Margaret Yonco-Haines represents the company on the NFTC Tax Committee. (www.bms.com)

John Hancock Financial Services, Inc. is a leading financial services company, providing a broad array of insurance and investment products and services to retail and institutional customers. Winston Richie, Director of Marketing and Technical Services, represents the company in NFTC International Human Resource activities. (www.jhancock.com)

Offshore Benefits, LLC. provides strategic retirement plan solutions to multinational corporations. These retirement solutions allow multinational corporations to offer expatriate employees a single source, unified retirement plan, regardless of where they may reside at any point in their tenure with that company. David Parsons, President, participates in NFTC's International Human Resources committees. (<http://magner.net/OffshoreBenefits>)

Warnaco, Inc. is a leading manufacturer of intimate apparel, menswear, jeanswear, swimwear, men's and women's sportswear, better dresses, fragrances and accessories. Peter Mani, Vice President for Human Resources, represents the company on NFTC International Human Resources committees.

NFTC Annual World Trade Dinner and Awards Ceremony

The National Foreign Trade Council will host its Annual World Trade Dinner and Awards Ceremony in NYC on December 10th.

The Honorable Donald Evans, U.S. Secretary of Commerce, will be this year's speaker.

In addition, the NFTC is reinstating its prestigious Annual Trade Award and will present it to a U.S. corporate leader "exhibiting leadership in advancing open trade and investment."

The NFTC Board of Directors will meet the following morning for its final board meeting for 2002.

Please call NFTC at 202-887-0278 if you wish to attend the dinner.



A Word from the President

(continued from page 1)

because it means that the voters have not been willing to punish representatives who stand up for open trade. And that is something we will be reminding the Congress of the next time we face a tough trade vote.

The second major trend you will likely see, because of the Republicans taking over the Senate, is the willingness of the Congress to take up the President's agenda.

The majority party controls the calendar, both on the floor and in committee, and that is no small advantage when there is too much to do and the leadership makes choices as to what will move and what goes on the back burner.

The President's trade agenda may not have smooth sailing - it still takes 60 votes to accomplish much in the Senate - but there is a much higher likelihood that it will move through the process. Deals will be made, votes will be taken, and, at the end of the day, legislation will be passed.

In the trade area, that means the odds of timely action on any Free Trade Agreements that are submitted - and Chile and Singapore are coming rapidly to a conclusion, with Central America, Morocco, and with South Africa and its neighbors shortly behind - are much better.

It means that there will be more support for the President's strategy in the Doha Round of negotiations, and there will be less of a fight over a Congressional staff presence at those negotiations.

That does not mean the President gets a free ride. Members of Congress of both parties firmly believe that the Constitution vests power over foreign commerce in the Legislative Branch, and no one is interested in surrendering that prerogative.

But it does mean that the path to a favorable outcome will be a bit smoother than it would have been otherwise.

In the tax area, the twin issues of FSC and international tax reform will continue to be intertwined.

The NFTC had a great victory when nineteen of our international tax reform proposals were included in the bill introduced by Ways and Means Chairman Thomas last summer.

At the same time, Mr. Thomas' failure to adequately address the concerns of a number of the FSC beneficiaries in the same bill was a failure.

Because of that, and for other reasons unrelated to the FSC, the bill did not move this year but will no doubt be back in some form in 2003.

It is our hope that it will return in the context of overall tax reform,

or at least international tax reform. The more items that are on the table, the easier it will be to address the needs of our members, both those who would benefit from Mr. Thomas' bill and those who have not been helped by it.

Members of Congress have finally begun to realize that "solving" the FSC problem this time around will be expensive, whether the solution is a change in tax law or a decision to negotiate changes in WTO rules.

Either way we will have to pay, and the safest prediction we can make is that there will be a big fight over who gets stuck with the bill.

In some ways, we are looking forward to that fight. International tax reform is long overdue. The rules were written more than forty years ago and are no longer appropriate for a global economy.

The NFTC's Foreign Income Project, which concluded last year, made numerous recommendations for change which were incorporated in the Thomas bill.

In 2003 we will be working - again - for their adoption and advocating for doing it in a way that does not disadvantage a number of the key FSC beneficiaries. That debate may end up being an

(continued on page 6)



Trade and Export Finance



NFTC Leads Delegation Visit to Geneva this Year on the Doha Round

As part of its ongoing special project on the Doha Round of WTO multilateral trade negotiations, NFTC Vice President for Trade and Export Finance Mary Irace led a nine-member delegation visit to Geneva at the end of October to meet with senior WTO and foreign governmental officials. This was the second visit organized by the NFTC this year. The delegation met with Director-General Supachai, Ambassador Deily, and a broad cross section of other ambassadors and senior WTO officials.

The meetings provided the NFTC an important opportunity to exchange views on all key areas of the negotiation. The issues raised by WTO members were the year-end deadlines for work on TRIPs and health, special and differential treatment, and developing country implementation issues. In addition, there were serious concerns raised about the negotiations on agriculture (with most of the "blame" being laid at the door of the EU and Japan), and insight into the central role those negotiations will play in the outcome of the Doha Round.

The NFTC continued to find positive receptivity to the positions it has advanced in its "Vision 2005" paper on its recommendations on the round. The major message conveyed by NFTC members during the meetings in Geneva was to aim high in the objectives sought in all key areas of the negotiation.

During the visit, the New Zealand Ambassador discussed his government's plan for putting forth a bold proposal on industrial tariffs, concomitant with an emphasis on the need to address non-tariff barriers. The proposal was in line with the NFTC's global zero tariff proposal of March 2001. The NFTC was given a good deal of positive recognition for its work on tariffs, agriculture and other issues in the Round, as well as for its ongoing effort to ensure a broad-based U.S. business presence in Geneva during the negotiations.

For more information about the NFTC's special project on the Doha Round, please contact Mary Irace at mirace@nftc.org.

(continued from page 1; A Note From the Chairman)

world. U.S. commercial engagement makes a difference for the better in the lives of the poor around the world. At a hospital in Ghana, where The Boeing Company helped fund the installation of much needed plumbing and heating, he spoke for all of us when he said:

"When American companies do business overseas, they bring the American values of service, volunteerism and social responsibility. Businesses have the power to play a big part in unlocking prosperity and providing hope for the people of Africa, and it is projects like this that illustrate the impact of good corporate practice on the lives of people around the world."

This is why the U.S. has forged on, granting the President Trade Promotion Authority, initiating free trade agreement negotiations with Morocco, Central America, Southern Africa and Australia, in addition to Singapore and Chile, and why the NFTC's bold call for the elimination of industrial tariffs as a centerpiece of the Doha Round is gaining traction, with New Zealand recently introducing a proposal inspired by our call.

Open rules based world trade leads to increased economic growth and prosperity in the world. It leads to increased U.S. commercial engagement. It increases American jobs and exports American values.

The headline of my note is taken from the Masthead of the Department of Commerce's website.

I congratulate Don Evans for celebrating American corporate stewardship abroad, and I urge all of you to join with us on Tuesday, December 10, 2002 in Manhattan for our Annual World Trade Dinner, where Don Evans will be our keynote speaker.

-- Michael Jordan



Trade and Export Finance



U.S.-Morocco FTA Coalition Launched by the NFTC and BCIU

The NFTC, in cooperation with BCIU, recently launched a U.S.-Morocco FTA Coalition to serve as the U.S. business focal point for the upcoming negotiations on the U.S.-Morocco Free Trade Agreement (FTA).

In addition to demonstrating American business support for the FTA talks, the coalition will also provide ongoing input to the negotiations and be an important liaison between business and the Moroccan and U.S. governments. The coalition's activities have included brief-ings by the chief U.S negotiator, Assistant USTR Cathy Novelli, and meetings with Moroccan embassy officials.

More recently, coalition members met with a Moroccan NGO and governmental delegation on environmental issues. NFTC President Bill Reinsch will testify on behalf of the coalition at an upcoming hearing on November 21.

The NFTC believes the FTA talks will promote closer and expanding commercial ties between U.S. and Morocco, as well as support Morocco's efforts to open and reform its economy and help build developing country allies for multilateral trade liberalization.

Approximately 20 companies have endorsed the FTA talks with Morocco by joining the coalition. Please contact Mary Irace at mirace@nftc.org to add your name to the coalition list.

NFTC Sends Joint Association Letter to Ambassador Zoellick on Trade and Risk Regulation Principles

On November 5, the NFTC and ten other associations sent a letter to Ambassador Zoellick commending the Bush Administration's support in countering trade restrictions disguised as risk reduction regulations.

The letter emphasizes the major adverse impact of disguised trade restrictions on the ability of American exporters to engage successfully in the global marketplace and expresses growing "alarm at the increasing trend toward the use of risk reduction or elimination as a justification for regulations that are not based on sound science and which restrict trade." The letter recommends that the U.S. government apply six criteria to all regulation to avoid unjustifiable impediments to trade. The criteria include ensuring that the justification for a regulation is based on the "weight of contemporary sound science and objective evidence from real-world experience," and ensuring that regulations comply with WTO rules.

Additionally, the principles call for transparent due process procedures in the development of regulations. To see a copy of the letter, please check the NFTC's website.

U.S.-Jordan FTA Joint Committee Trade Roundtable

This event, hosted by the U.S. Department of Commerce in conjunction with the Business Council for International Understanding, International Gateway, the National Foreign Trade Council and the National U.S.-Arab Chamber of Commerce, is an opportunity to learn about the U.S.-Jordan FTA and make direct connections with the business people of Jordan through one-on-one discussion.

The Jordanian American Business Association (JABA) will be presenting on the advantages of the FTA, investment opportunities in Jordan, and the future of the U.S.-Jordan business relationship. In addition, government trade finance organizations such as the Export-Import Bank (EXIM), the Overseas Private Investment Corporation (OPIC), and the Trade Development Agency (TDA) will be providing updates on coverage and activity in Jordan. Finally, time is set aside for the Jordanian and U.S. businesses and associations present to meet and discuss future connections.

Please contact Carl Oberg at the U.S. Department of Commerce for more information. (202) 482-2896. Carl_Oberg@ita.doc.gov.



Trade and Export Finance



NFTC Export and Project Finance Committee Meets with MARAD Administrator and U.S. Executive Director to the World Bank

On October 4, the NFTC Export and Project Finance Committee held a major meeting to review ongoing committee activities and begin to plan for next year's work program.

Among the issues discussed were MARAD policy reforms supported by the exporting community, Ex-Im's revisions of its economic impact procedures, and the importance of ensuring that OPIC is successfully reauthorized in 2003. Committee members were joined by MARAD Administrator, William Schubert, to discuss exporter problems with MARAD rules as they impact transactions backed by Ex-Im Bank financing.

NFTC committee chair Merryl Burpoe and other committee members reviewed a set of reasonable recommendations on MARAD reform supported by the NFTC. Earlier in the year, these recommendations were highlighted in an NFTC letter to Ex-Im Vice Chairman Aguirre. Administrator Schubert expressed a willingness to continue a dialogue with the NFTC and its members, with a goal of making progress toward addressing U.S. exporter concerns.

The luncheon keynote speaker at the October 4 meeting was Carole Brookins, the U.S. Executive Director to the World Bank. She provided an overview of the important efforts by the U.S. to encourage the World Bank to pay greater attention to trade issues as key components of World Bank programs to eliminate poverty and promote sound economic development in developing countries.

Brookins has also launched efforts to ensure that the U.S. private sector is better informed and engaged with the World Bank on issues of direct relevance to the business community.

(continued from page 3; A Word from the President)

important one because it will be, in part, about globalization. We will be combating those who argue that these reform and simplification proposals are anti-competitive and only result in jobs being shipped off-shore.

In fact, studies indicate that each outward dollar of foreign direct investment is associated with \$2 of additional exports. We believe these changes will make our companies more competitive and will grow jobs here and abroad, and that's a fight worth having. In the sanctions area, we continue to be gloomy, despite victories this year in holding off adverse action on Sudan and Syria.

While the accession of Senator Lugar to the Foreign Relations Committee chair may bode well for a revival of the sanctions reform bill that USA*Engage has been advocating for a number of years, on the whole we seem to be seeing both in the Congress and the Administration a resurgence of unilateralism that could end up meaning more sanctions rather than fewer.

The underlying philosophy of USA*Engage is that unilateral sanctions are not the way to advance U.S. interests or to make a better world. This was an uphill fight in the last Administration and in this one, and there is no reason to believe the election has made that any easier. One area that may be an exception is Cuba, where we see growing support for limiting, or even ending, the embargo.

Had it not been for the larger appropriations gridlock, measures easing the travel ban and further facilitating food and medicine exports would have passed and probably gone to the President. In all likelihood they would have been vetoed, but even getting them to the other end of Pennsylvania Avenue would be a considerable accomplishment. We expect that may happen next year.

So that's the picture - or at least part of it. There is not enough space here to cover every issue, although others are addressed elsewhere in the Highlights. The bottom line for the NFTC, as usual, is that the election leaves a lot of work to be done, and we will busy doing it in 2003.

-- Bill Reinsch



Convergence of Factors Make International Tax Reform More Likely

Even prior to the election, officials from the Bush Administration were discussing tax reform. In a series of stories on the subject that appeared recently in the Washington Post, Treasury Department officials discussed ongoing efforts to develop tax reform ideas for consideration by the President.

In one of those articles, Pam Olson, Assistant Secretary for Tax Policy at the Department of Treasury (who will be the luncheon speaker at the Annual Tax Committee Meeting on November 19), states that the U.S. must change the way "corporations are taxed on their foreign earnings."

A report is anticipated in early 2003 and is expected to include an analysis of the impact of a value-added tax as a replacement for the corporate income tax. Proposals are being developed by tax policy analysts from the Treasury Department in conjunction with R. Glenn Hubbard, Chairman of the Council of Economic Advisers (who will be the keynote speaker at the Annual Tax Committee Meeting on November 18th), and White House Economic Adviser, Lawrence Lindsey.

Based on the reports of Administration officials, it appears that simplification of the tax code is a short term goal, and that sweeping changes remain a long term objective. With the Republicans taking control of the Senate and gaining a larger majority in the House, the reality of tax reform becomes more likely, but will remain a struggle because of the slim majority held by the Republicans in the Senate.

Despite significant wrangling in the 107th Congress, issues like the WTO's decision in the FSC/ETI dispute and the ongoing inversion debate remain unresolved adding to the tax reform impetus.

Another version of Chairman Thomas' legislation, H.R. 5095, the American Competitiveness Act, may well be the first attempt to address those issues.

The 2002 Tax Committee Meeting Attracts Excellent Line-up of Speakers

The Annual Tax Committee Meeting at the St. Regis Hotel in New York on November 18 and 19, 2002 will provide an excellent opportunity to see and hear from some of the officials that will play influential roles in the upcoming congressional session.

The outcome of the recent elections could provide an increased opportunity for international tax legislation in the 108th Congress. R. Glenn Hubbard, Chairman of the Council of Economic Advisers, will provide the keynote speech at the dinner on November 18 that kicks off the meeting. Pam Olson, Assistant Secretary for Tax Policy at the Department of Treasury, will be the luncheon speaker the next day.

Senior staff from the Senate Finance and Ways and Means Committees will offer their perspectives on the session ahead from a legislative perspective, and Senate and House Budget Committee staff will discuss budget priorities and perspectives. J.D. Foster, Associate Director for Economic Policy at the Office of Management and Budget, will also provide an update on the Administration's economic policy.

Senate Finance Committee Chairman Baucus and Ranking Member Grassley weighed in following a hearing at the end of July on FSC/ETI by creating by a legislative-executive, bicameral, bipartisan working group address the FSC/ETI issue. That working group met and began gathering information on the issue-that work continues.

Senators Hatch and Graham recently forged a partnership that forming an International Tax Working Group to address both simplification and competitiveness issues associated with the international tax provisions in the U.S. tax code in late October.

Each one of these efforts is significant, however, their combination, along with the results of the recent elections is certain to make the next Congress a busy one for the NFTC Tax Committee.



U.S. South Africa Business Council



US-South Africa Business Council to Testify on FTA with South Africa and its Neighbors

The US-South Africa Business Council will testify on the free trade negotiations with South Africa and the other members of the Southern Africa Customs Union at a USTR hearing on December 16 before the Trade Policy Staff Committee. The TPSC has solicited business views on reduction or elimination of tariffs and non-tariff barriers and "any concession which should be sought by the United States." Companies should provide their input to this testimony to Dan O'Flaherty at doflaherty@nftc.org or to Emily Solomon at ussabc@nftc.org. Individual companies are also invited to testify or to submit written testimony to the USTR by December 20.

Staff Profile - Emily Solomon, U.S.-South Africa Business Council Managing Director

Emily joined the Business Council in 1997 bringing with her ten years of South Africa experience. She served as the South Africa Country Desk Officer at the U.S. Department of Commerce where her tour encompassed the implementation of U.S. sanctions against South Africa under the Comprehensive Anti-Apartheid Act to the development of a new commercial relationship with the post-apartheid "new" South Africa. Emily was the acting commercial officer in Johannesburg during South Africa's historic transition in 1994. She was appointed by the Commerce Secretary to be a member of the U.S.-South Africa Business Development Committee in 1996, the private sector advisory body to the U.S.-South Africa Binational Commission.

Among her accomplishments, Emily is responsible for the negotiating strategy that resolved the trademarks dispute involving many well-known U.S. marks in South Africa, the signing of the U.S.-South Africa Air Services

(continued on page 11)

US-South Africa Business Council to Play Key Role in Free Trade Negotiations; November Meeting to Focus on Alien Tort Cases

The U.S.-South Africa Business Council has announced the establishment of a corporate coalition for the free trade agreement (FTA) negotiations with the South Africa and its neighbors in the Southern African Customs Union.

The negotiations will begin in February, following the required 90 days period after President Bush's formal notification of Congress on November 5 of the Administration's intent to negotiate an FTA with South Africa and its custom union members Botswana, Namibia, Swaziland and Lesotho.

The U.S.-South Africa Business Council's FTA Coalition will be co-chaired by Will Stephens, Vice President of Johnson & Johnson, and Mike Evans, Vice President of Maurice Pincoffs Company. The Business Council's FTA Coalition will be the principal vehicle for business input into the negotiations. These will be comprehensive negotiations, covering every sector and all forms of commerce, including trade in industrial goods and agriculture, tariffs and technical barriers to trade, SPS measures, investment, government procurement, intellectual property rights protection, trade in services, e-commerce, transparency and corruption, labor, and environment.

The Business Council will maximize this opportunity for U.S. companies to improve in their competitive position in the South African economy. Companies wishing to participate in the FTA Committee should contact Dan O'Flaherty at doflaherty@nftc.org or Emily Solomon at ussabc@nftc.org

On October 22, the Business Council met with Assistant Secretary of State for Africa Walter Kansteiner to discuss the FTA and the alien tort lawsuits brought against US companies in South Africa. On November 22 Owen Pell, of White & Case and John Niblock of O'Melveny & Meyers, who are leading members of the plaintiffs coordinating committee in the South Africa alien tort cases, will brief the Business Council on the status of those cases. Those wishing to attend, please contact Dan O'Flaherty at doflaherty@nftc.org or Emily Solomon at ussabc@nftc.org.



USA*Engage Sees Success with the Syria Accountability Act

USA*Engage's work to oppose unilateral sanctions in this session of Congress scored several successes. Congress abandoned attempts to include capital market sanctions in a bill designed to provide humanitarian relief to Sudan. Amendments to liberalize the Cuban embargo to allow travel and agricultural sales financing were passed this summer. At this writing, it appears that the Syria Accountability Act will not be taken up this year.

However, the Administration and House leadership strongly oppose reforms in the Cuban embargo and the Syria sanctions bill will most likely resurface in the 108th Congress. Unilateral sanctions remain a popular tool in Congress.

A possible war against Iraq, the war on terrorism, and a volatile climate in the Middle East guarantee that the issue will no go away anytime soon.

USA*Engage Seeks Remedy for Abuse of Alien Tort Law

USA*Engage, the NFTC, and the U.S.-South Africa Business Council hosted a closed corporate forum on November 14th on abuse of the Alien Tort Claims Act (ATCA).

The ATCA, originally passed in 1789, is being misused to sue American companies for the actions of foreign governments in countries where they conduct legal commerce. Stuart Eizenstat, former Deputy Secretary of the Treasury, and Anthony Sebok, Professor at Brooklyn School of Law, were the featured speakers, followed by a panel of corporate attorneys involved in lawsuits.

USA*Engage has established a working group to provide support for companies that have been sued and to explore remedies to the abuse of the law. USA*Engage has met with key Executive Branch officials and will be holding meetings in Congress on remedies.

(Dan O'Flaherty and Haynes Roberts can be contacted at doflaherty@nftc.org and hroberts@nftc.org.)

USA*Engage Issues 2002 Congressional Report Card

USA*Engage and the NFTC's 107th Congress report card shows that this Congress largely resisted protectionism despite a troubled economy. In the Senate, more than half of the chamber received a grade of B or higher, with Senators Lugar (R-IN) and Hagel (R-NE) achieving perfect scores for the third consecutive report card. 40% of the House received a B or higher, and farm states such as Nebraska, Iowa, and Kansas scored highest on average.

Two votes on TPA in each chamber were included, and it is of note that every Democrat who voted for TPA scored an A or a B on the report card and was reelected. This trend signifies that members who took a "tough vote" to support TPA, despite protectionist pressures from domestic industry, were rewarded by the electorate. Votes on issues such as China and Vietnam NTR, Cuba travel and agricultural sales financing, Mexican trucking rights, the Dayton-Craig amendment to TPA, and ILSA renewal are also included.

To view the 107th Report Card and more information on the ATCA and unilateral sanctions please visit www.usaengage.org.

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.



Human Resources



Asia Pacific/China and Latin America Human Resource Roundtables

The NFTC has re-established two roundtables on human resource management issues in the Asia Pacific/China and Latin America regions. The first meetings were held in New York City on October 31 and November 1.

In addition to participant reports on current projects, there were updates on recruiting, retention, local employee compensation and benefits management. For example, the various effects of the drastic currency devaluations, high inflation, growing unemployment rates and near zero GDP in Argentina were described and discussed at length. The recent presidential election in Brazil was also a topic of considerable interest.

Both roundtables will reconvene in the early part of 2003. For a summary of the recent meetings go to the NFTC website (www.nftc.org).

These committees are by invitation, for more information about them contact either Grace O'Rourke gorourke@nftc.org or Bill Sheridan wsheridan@nftc.org or call them at 212/399-7128.

Annual NFTC Human Resources Conference-Houston, Texas-February 11-12, 2003

The Second Annual Global Human Resource Management Conference hosted by the NFTC and the HR Houston association will be held February 11-12, 2003, at the Houstonian Hotel in Houston, Texas. The general theme will be managing global human resources in economically and politically challenging times.

The program will include presentations on corporate governance, employment law issues during cross-border divestments and downsizings, updates on US immigration and security regulations, expatriate process and program management, updates on local national employee compensation, and benefits management in the Asia Pacific/China and Latin America regions and global manpower recruitment and development.

For further details check the NFTC website (WWW.NFTC.ORG) or contact Grace O'Rourke at gorourke@nftc.org or at 212/399-7128.

2002 Worldwide Benchmark Study: New Approaches to Global Mobility

As indicated earlier, the NFTC has joined with Cendant Mobility and the Society for Human Resource Management to conduct a survey of 175 multinational corporations that currently deploy over 200,000 globally mobile employees.

The survey covered the challenges and issues faced by MNCs in developing and deploying this business-critical pool of talent and leaders.

For a copy of the survey report please email a request to Grace O'Rourke at gorourke@nftc.org.



Calendar of Events



<u>Date</u>	<u>Topic</u>	<u>Location</u>
November 1	Latin America Human Resource Roundtable	New York City
November 13	USA*Engage Corporate Seminar on the Alien Tort Law	Washington
November 15	Global Mobility Roundtable	New York City
November 18-19	Tax Fall Meeting	Washington
November 22	U.S.-South Africa Business Council Meeting with Lead Attorneys in Alien Tort Cases	Washington
December 10	NFTC Annual World Trade Dinner and Award Ceremony	New York City
December 11	Board of Directors Meeting	New York City
February 11-12, 2003	Annual International Human Resource Conference	Houston, TX

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.

(continued from page 8; Staff Profile of Emily Solomon)

Agreement, and the telecommunications trade mission which introduced SBC to South Africa. She has authored numerous publications about doing business in South Africa and counseled most of the U.S. companies that left South Africa when sanctions were imposed and that re-entered South Africa after sanctions were lifted.

Her many years as an experienced policy expert on complex trade and investment policy issues in the Africa region are invaluable assets to the pressing issues facing the U.S.-South Africa Business Council today: the negotiation of a free trade agreement between South Africa and its custom union neighbors, and providing support to companies named in a growing number of lawsuits targeting U.S. and other foreign firms that operated in South Africa during the apartheid era.

In response to these issues, the U.S.-South Africa Business Council established a litigation support group to assist its members with the "apartheid lawsuits," and recently launched the U.S.-SACU FTA Coalition to support the free trade agreement negotiations between the United States and South Africa and its customs union members, Botswana, Lesotho, Swaziland, and Namibia. Emily is ready for both: "The lawsuits are a very unfortunate throw-back to a bygone era. The United States imposed the most comprehensive sanctions of any country against South Africa and is now initiating a free trade agreement as the next chapter in a long-term bilateral relationship. So as much as we are heralding the FTA as a 'cherry-on-top,' our companies are being sued."



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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