



NEWS FOR OUR MEMBERS - A WEEKLY PUBLICATION

Trade Matters Alert

February 4, 2011

Vol. 12 No 05

NFTC News

NFTC Welcomes Secretary Clinton's Remarks on Submitting Colombia FTA to Congress This Year

The National Foreign Trade Council (NFTC) welcomed remarks made by Secretary of State Hillary Clinton last Friday regarding the U.S.-Colombia Free Trade Agreement (FTA). During a joint press conference with Colombian Vice President Angelino Garzón, Secretary Clinton announced the Administration's intention to send the agreement to Congress this year once negotiations have concluded and both governments have agreed upon text clarifying and addressing outstanding concerns.

"Secretary Clinton's remarks represent the clearest signal the Administration has sent with respect to its intentions to move the Colombia agreement forward in a specific time frame," said NFTC President Bill Reinsch.

To read the NFTC's full statement on Secretary Clinton's announcement, visit:

<http://www.nftc.org/newsflash/newsflash.asp?Mode=View&id=236&articleid=3202&category=All>

NFTC Joins Other Leading U.S. Business Groups to Encourage the Administration to Make TPP Negotiations a Priority

The NFTC on Thursday joined with the U.S. Business Coalition for TPP and over 100 other companies and business organizations in sending a [letter](#) to Gene Sperling, the Director of National Economic Council and Assistant to the President for Economic Policy, urging him to make the Trans-Pacific Partnership (TPP) negotiations a priority for the Obama Administration. A sixth round of talks will begin next weekend in Chile.

"We are writing as members of the U.S. Business Coalition for TPP to highlight the priority that we place on the United States' achieving a high-standard, commercially meaningful agreement through the Trans-Pacific Partnership (TPP) negotiations. Our companies and associations strongly believe that such an outcome in the TPP negotiations is vital to create new opportunities for our industries and our workers in the years and decades to come in the fast-growing Asia-Pacific region.

"... We all share the Administration's goal of completing the TPP negotiations by November 2011 in a manner that will effectively address the barriers that limit the ability of U.S. enterprises and their workers to compete fairly in foreign markets. To achieve that end, the United States must seek high standards, strong protections and maximum market access for all key sectors of the U.S. economy throughout the TPP negotiations."

Click [here](#) to read the full [letter](#).

2011 Annual International Human Resources Management Forum, March 2-3, 2011, Houston, TX

The NFTC will hold its 10th Annual International Human Resources Forum – "Global Workforce Management Maximizing Opportunities and Managing Risks" – at The Houstonian Hotel in Houston, TX on March 2-3, 2011.

The forum will include sessions on:

- The impact of global demographic trends on sourcing and recruiting technical and managerial talent
- Risk management in the energy sector
- Compliance beyond the FCPA-understanding the implications of the 2010 U.K. Bribery Act
- Sessions on key markets including: Africa, Brazil, China, India, Latin America, Libya and the Middle East
- Developing and retaining talent for global enterprises
- Updates on immigration and work permit requirements in major countries
- Innovative international benefit and reward programs
- Advocating for spousal and partner employment in key markets

In addition to subject matter experts from the Forum co-sponsors Fragomen LLP, Marsh, Pricewaterhouse Coopers LLP, Secor Group and Zurich Global Life, the Faculty will include international business and human resource leaders from: AECOM; Aramco; BHP Billiton; BP; Chevron; Fluor; Halliburton; Hess Oil; KBR; Marathon Oil; Qualcomm; SAIC, TASC and Wal-Mart.

For details on the agenda and early bird registration, follow the URLs below or contact Sandra Rodriguez at srodriguez@nftc.org.

[www.nftc.org/default/hr/AIHRMC/Houston 2011/Early Bird Registration.pdf](http://www.nftc.org/default/hr/AIHRMC/Houston%202011/Early_Bird_Registration.pdf)

[www.nftc.org/default/hr/AIHRMC/Houston 2011/Agenda.pdf](http://www.nftc.org/default/hr/AIHRMC/Houston%202011/Agenda.pdf)

Hill Updates

House Ways and Means Committee to Hold Hearing on President's Trade Policy Agenda

The House Ways and Means Committee will hold a hearing next Wednesday, February 9, on President Obama's trade policy agenda. U.S. Trade Representative Ron Kirk will testify. The focus of the hearing will be on the following:

- The pending trade agreements with Colombia, Panama, and South Korea;
- Addressing the full range of issues impeding American companies from selling U.S. goods and services in China and distorting trade flows through unfair trade practices;
- The ongoing Trans-Pacific Partnership negotiations;
- The prospect for trade expansion in agriculture, industrial goods, and services through the Doha Round negotiations at the WTO and the issues surrounding Russia's efforts to accede to the WTO; and
- Management of trade disputes and concerns and other trade issues.

For more information on the hearing, visit:

<http://waysandmeans.house.gov/Calendar/EventSingle.aspx?EventID=223454>

News from the Administration

Under Secretary Sánchez Discusses Export Promotion Opportunities at Iowa Business Roundtable

Yesterday, Commerce Under Secretary for International Trade, Francisco Sánchez, participated in a National Export Initiative (NEI) Iowa Exporter Roundtable with Export-Import Bank Chairman Fred Hochberg and members of the President's Export Council hosted by Vermeer Corporation in Pella, Iowa.

Sánchez listened to the participants as they shared their export successes and the export challenges small and medium-sized businesses face. He then discussed the services the International Trade

Administration's (ITA) U.S. Export Assistance Centers (USEAC) have in place to assist Iowa businesses export.

For more information on the Roundtable, visit: <http://trade.gov/press/press-releases/2011/under-secretary-francisco-sanchez-discusses-export-promotion-opportunities-at-iowa-business-roundtable-020311.asp>

Commerce Official Advances U.S.-Turkish Commercial and Economic Relationship and Signs MOI with Turkish Government

Assistant Secretary of Commerce for Market Access and Compliance Michael Camuñez this week led policy discussions on bilateral trade and investment as well as on enhanced economic and commercial cooperation between the United States and Turkey. This was a joint visit with Assistant Secretary of State Jose Fernandez. The two officials were in Turkey for government and business meetings in Ankara and Istanbul, January 24-28.

Camuñez met with officials from the ministries of Foreign Affairs, Finance, Agriculture, Health, and Treasury as well as the Undersecretariat for Foreign Trade while in Ankara to advance the goals of the US-Turkey Framework for Strategic Economic and Commercial Cooperation (FSECC). Camuñez encouraged the rapid establishment of the Turkish section of the U.S.-Turkey Business Council, the primary mechanism by which the private sector will engage in the FSECC.

Camuñez also signed a Memorandum of Intent (MOI) between the Commerce Department's Invest in America and the Investment Support and Promotion Agency (ISPAT) of Turkey, promoting cooperation on foreign direct investment activities.

For more information, visit: <http://trade.gov/press/press-releases/2011/commerce-official-michael-camunez-advances-us-turkish-commercial-and-economic-relationship-and-signs-moi-with-turkish-government-013111.asp>

Secretary Locke Meets with Colombian Vice President Garzón

During his visit to Washington, DC, Colombian Vice President Angelino Garzón met with Commerce Secretary Gary Locke last Friday to discuss various trade issues including the pending trade agreement.

Secretary Locke released the following statement:

“President Obama understands that implementing the U.S.-Colombia Trade Agreement is a key component in our trade agenda – creating jobs and forging new business ties between our countries. Colombia is an important market for U.S. companies, and the Trade Agreement is a key component of our National Export Initiative.”

For more information on the discussion between Secretary Locke and Vice President Garzón, visit: <http://www.commerce.gov/news/press-releases/2011/01/28/readout-meeting-between-commerce-secretary-gary-locke-and-colombian-v>

Commerce Issues Determination on Dumping of Polyvinyl Alcohol from Taiwan

Last Thursday, the Department of Commerce announced its affirmative final determinations in the antidumping duty (AD) investigation of imports of polyvinyl alcohol (PVA) from Taiwan.

The U.S. International Trade Commission (ITC) is scheduled to issue its final determination on or before March 14, 2011. If the ITC makes an affirmative final determination that imports of PVA from Taiwan

materially injure, or threaten materially injury to, the domestic industry, the Department will issue an AD order.

For more information on this case, visit: <http://ia.ita.doc.gov/download/factsheets/factsheet-taiwan-PVA-ad-final-012711.pdf>

Foreign Commercial Service News

Click [here](#) for the most recent [TradeAlert report](#) from the U.S. Department of Commerce's International Trade Administration.

Other News

U.S.-Oman Joint Economic Forum

The U.S.-Oman Joint Economic Forum will be held on March 7-8, 2011 in Muscat. The Forum will cover four sectors: higher education, with a focus on vocational education; infrastructure, including ports and rail; energy, with emphasis on renewable energy; and health. The first day of the Forum aims to provide a general overview on doing business in Oman. The second day will include either business-to-business meetings or prearranged meetings with government officials, arranged at the request of participating companies.

If your company wishes to participate, please contact:

Elizabeth M. Powers
Economic & Commercial Officer
U.S. Embassy to the Sultanate of Oman
PowersEM@state.gov

Click [here](#) to view the agenda.

In Case You Missed It

“No Way To Run A Trade Policy”

New York Times
February 3, 2011
[Editorial]

Most Republican lawmakers claim they are pro-trade. Their principled position is evidently no match for parochialism and politics. Last month, a conflict over imported sleeping bags between a company in Alabama and a rival in Kentucky led Senate Republicans to block the extension of the Generalized System of Preferences, or G.S.P., which has granted preferential access to some \$20 billion worth of imports from developing countries. Now Senator Jon Kyl and his colleagues in the Finance Committee are threatening to block the Trade Adjustment Assistance program, which provides income and training for American workers whose employers can't compete with rising imports. It is due to expire on Feb. 12, and Mr. Kyl and company are refusing to extend it unless the White House promises to advance the long-pending trade deal with Colombia.

http://www.nytimes.com/2011/02/03/opinion/03thu1.html?_r=2&hpw=&pagewanted=print

“Export-Import Bank Chairman Urges Bids On Foreign Sales”

Journal of Commerce
February 2, 2011

The Export-Import Bank of the United States is ready with financing and support for U.S. firms to increase exports, but Ex-Im Bank Chairman Fred Hochberg said Tuesday the country needs more businesses out in the world market selling products. “We want to make sure you understand we are there to help in financing a project, but we need you to show up and make those bids, because obviously if we don’t do that we’re not going to be able to compete and win those orders,” Hochberg told members of the Coalition for Employment Through Exports.

<http://www.joc.com/government-regulation/export-import-bank-chairman-urges-bids-foreign-sales>

“Kan Pledges To Open Up Japan, Seek Freer Trade With EU, Asia”

Bloomberg

January 29, 2011

Prime Minister Naoto Kan pledged to open Japan to free trade, saying he will seek talks with the European Union and the Asia-Pacific region to boost an economy just hit by a credit rating downgrade. “The spirit of opening up the nation is now called for in Japan,” Kan said in a speech today at the World Economic Forum in Davos, Switzerland. “Free trade is the best way to share prosperity with the rest of the world.”

<http://www.bloomberg.com/news/2011-01-29/kan-pledges-to-open-up-japan-seek-freer-trade-with-eu-asia.html>

“Spate Of Trade Deals Move Toward Passage”

Inter Press Service

January 28, 2011

On the heels of U.S. President Barack Obama's State of the Union address Tuesday in which he focused squarely on resuscitating the economy, pressure is mounting in the nation's capital to move forward with free trade agreements (FTAs) whose passage would promote exports and create jobs. In his address, Obama urged Congress to act on pending trade pacts with South Korea, Colombia and Panama. On Friday, U.S. Secretary of State Hillary Clinton said that the administration plans to submit the U.S.-Colombia FTA to Congress this year. Obama did not initially set a timetable in Tuesday's speech.

<http://ipsnews.net/news.asp?idnews=54283>

“Obama Cabinet Taking To Road To Promote More Exports By Small Businesses”

Bloomberg

January 27, 2011

Members of President Barack Obama’s Cabinet plan to travel across the U.S. this year seeking to persuade small businesses to engage in more international trade as part of the administration’s drive to double exports. “For America to win the future, more small and medium- sized businesses must export,” Commerce Secretary Gary Locke said in a statement. More exports means more “good-paying job here at home,” he said.

<http://www.bloomberg.com/news/2011-01-27/obama-cabinet-taking-to-road-to-promote-small-business-exports.html>

“WTO Chief Looking For Acceleration In Trade Talks”

Bloomberg

January 27, 2011

The head of the World Trade Organizations says he hopes key commerce ministers meeting in Switzerland this week will commit to accelerating talks on a new global trade deal. Pascal Lamy says he will push ministers from some 25 countries to signal their backing for a completion of the so-called Doha round of talks that have been ongoing for 10 years.

Calendar of Events

February 9	Rescheduled: - GIF Breakfast for Global Innovators with TABD's Kathryn Hauser – Washington, DC
February 9	Tax Lunch Forum - Speaker: Lisa Wolski, Chief of Staff, Senate Minority Whip Jon Kyl - Washington, DC
February 15	Discussion with Drew Nelson, U.S. Department of State, on the Emerging Technology Mechanism
February 16	Changes to Intermodal Chassis Operations Seminar – World Trade Association of Philadelphia www.wtaphila.com - Philadelphia, PA
March 1	NFTC Board of Directors Meeting – Washington, DC
March 2-3	Annual International Human Resource Management Forum - Houston, TX
March 15	International Benefits Committee* - New York City
March 15	Tax Lunch Forum - Speaker: TBA - Washington, DC
March 30-April 1	International Assignment Management Committee* - Minneapolis, MN
April 5	Talent Management, Immigration & Workforce Deployment Trends: What Lies Ahead - New York City
April 7	Global Talent Management Committee* - New York City (By invitation)
April 13	Tax Lunch Forum - Speaker: TBA - Washington, DC
April 27-29	Expatriate Management Committee* - New Orleans, LA
April 13	Tax Lunch Forum - Speaker: TBA - Washington, DC
May 11	Tax Lunch Forum - Speaker: TBA - Washington, DC
June 7	International Benefits Committee* - New York City
June 8	Tax Lunch Forum - Speaker: TBA (OECD/USCIB meeting is June 6-7) - Washington, DC
July 13	Tax Lunch Forum - Speaker: TBA - Washington, DC
September 20-22	Expatriate Management Committee* - San Jose, CA
October 6-7	Fall Tax Meeting - Washington, DC
November 9	Tax Lunch Forum - Speaker: TBA - Washington, DC
December 7	Tax Lunch Forum - Speaker: TBA - Washington, DC
Fall 2011	National Foreign Trade Council Foundation's World Trade Dinner & Award Ceremony - TBA
Fall 2011	National Foreign Trade Council's Annual Meeting - TBA

**Note: The WTO Committee Meetings, Trade Committee Meetings, Expatriate Management, Global Compensation, International Assignment Management, and International Benefits Committees are by invitation only. For information about them please contact NFTC at (202) 887-0278 or e-mail nftcinformation@nftc.org*

Links

- National Foreign Trade Council www.nftc.org
- USA*Engage www.usaengage.org/
- Global Innovation Forum <http://globalinnovationforum.net/>
- Office of the U.S. Trade Representative www.ustr.gov/
- U.S. Department of Commerce www.doc.gov/

- U.S. Foreign Agricultural Service www.fas.usda.gov/
- International Trade Administration www.ita.doc.gov/
- Federal Trade Statistics www.fedstats.gov/
- U.S. Census www.census.gov/
- U.S. Department of State www.usinfo.state.gov/
- U.S. Export Portal www.export.gov/cnusa/
- California Institute for Federal Policy Research www.calinst.org
- California Chamber of Commerce www.calchamber.com/
- Public Policy Institute of California www.ppic.org/
- CalTrade Report www.caltradereport.com
- United States District Export Council www.us-dec.com
- National District Export Council www.districtexportcouncil.com
- Commercial News USA www.thinkglobal.us

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 1625 K Street, NW, Suite 200
 Washington, DC 20006
 Phone: (202) 887-0278/Fax: (202) 452-8160
 Email: nftcinformation@nftc.org
 Please follow us on:

