

The Association of Women in International Trade



Winter 2012

From the Editors

In this edition of WIIT's Newsletter, you will be introduced to the WIIT Charitable Trust Committee, China's Vision for Renewable Energy, and Private Sector Diversity for USDA Trade Advisory Committees.

Additionally, we reviewed the fantastic events held this season and upcoming opportunities. We encourage WIIT members to take advantage of events, as they provide important educational and professional development opportunities as well as exciting experiences in our nation's capital.

Thank you to all of the WIIT Officers, Board, and Charitable Trust for your continued efforts in affording the WIIT members such great events.

On behalf of the WIIT Newsletter editors, we would like to wish everyone a Happy New Year!

Sincerely,

WIIT Newsletter Editors

[Kimberly Mullin](#), [Lauren Jean Wygonski](#),
[Marina Sheynin](#)

Message from the President

Happy New Year! As we say goodbye to 2011, I want to thank everyone who attended the WIIT Holiday Gala and supported the silent auction to benefit the WIIT Charitable Trust. The Gala, held at the New Zealand Embassy, was a great success. We enjoyed a wonderful evening of food, drink, and friends highlighted by insightful remarks from the Right Honorable Mike Moore, New Zealand's Ambassador to the United States.

2012 is barely underway and already it promises to be very interesting. International trade and global commercial strategies are front and center in both multilateral and domestic dialogues. Whether as an engine for jobs and economic growth at home or a facilitator of diplomatic relations abroad, international trade remains a prominent topic of discussion in board rooms and governmental bodies around the world. WIIT, too, is looking forward to hosting some of these conversations, starting with an upcoming event on US sanctions relating to Syria and a WIIT Charitable Trust/WITA Foundation Trade 101 event on Russia's accession to the WTO. Many

other exciting programs are in the planning stages—stay tuned for details.

Now is also a good time to start thinking about your future involvement in WIIT. WIIT offers many great opportunities to help you succeed professionally. Through various WIIT positions you can expand your leadership experience, strengthen your network and contacts through event planning, and develop promotional and fundraising skills. We are always looking for good ideas and enthusiastic participation. We welcome hearing from you and would be happy to talk with you about where your experience and interests would be a good fit and how WIIT can be useful as tool to meet your professional and educational goals for the coming year.

Best wishes for a wonderful and productive year! I look forward to seeing you at upcoming WIIT events and programs.

Best regards,

Roberta Kienast Daghir

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WIIT Members enjoying the Annual 2011 Holiday Gala and Silent Auction at the New Zealand Embassy on December 14th, 2011

The WIIT Charitable Trust

The WIIT Charitable Trust was created in 2001 to fund charitable, trade-related educational activities in general and in particular to ensure educational opportunities for trade professionals and non-trade professionals. The WIIT Charitable Trust administers a scholarship and other education opportunities for students of international trade. A copy of the latest essay to win our student scholarship will be included in the next issue of the newsletter. The Trust sponsors programs to educate Congressional staff and the public on basic international trade issues and is also responsible for providing up-to-date information, reports, and other materials to the World Trade Library, an internet –based resource for reliable trade information. Please contribute to the Trust to help bring awareness and education in international trade to a broader community. We thank everyone for their contributions to the 2011 WIIT Gala and Silent Auction, which benefited the Trust!

Trust Committee

J. Nicole Bivens Collinson, Chair

Nicole Bivens Collinson is President of Trade and Legislative Affairs at Sandler, Travis & Rosenberg, P.A. where she serves on the firm's operating committee, heads the government relations practice group, manages the DC office and services clients on trade issues in the U.S. and globally. She previously worked at the Department of Commerce and the Office of the United States Trade Representative. For WIIT, she has served as the treasurer, secretary, President elect, and President and as Chair of the WIIT Charitable Trust for the past 4 years. She has been an active member of WIIT since 1987.

Amy Breeman-Rhodes, Treasurer

Amy Breeman-Rhodes is a Licensed Customs Broker and serves as an independent consultant to several Washington D.C. based companies and specializes in export management and import issues. A 1994 graduate of Hollins University with a B.A. in Political Science and Spanish, she holds an M.B.A. from the University of South Alabama. Amy has been a member of WIIT since 2008 and has served as Treasurer for the WIIT Charitable Trust since 2009.

Randi Levinas

Randi Levinas, Executive Vice President of the U.S.-Russia Business Council, has been a member of WIIT since 1992 and served as Chair of the Elections Committee for three terms before joining the WIIT Board, and now the WIIT Trust. She also serves as Executive Director of the Coalition for U.S.-Russia Trade, which is working to secure Russia's graduation from the Jackson-Vanik amendment and extension of Permanent Normal Trade Relations to Russia so that U.S. businesses can take full advantage of Russia's WTO accession.

Elizabeth "Elli" Nesbitt

Elizabeth Nesbitt is a senior International Trade Analyst for Biotechnology and Nanotechnology at the U.S. International Trade Commission. Her involvement with WIIT includes serving as Co-Chair of the Membership Committee; as a member of WIIT's Board of Directors and Chair of its Awards Committee; and most recently, as a member of the WIIT Charitable Trust Committee. In 2004, she was co-named as the "Outstanding WIIT Member of the Year." Elli has been a member of WIIT since 1990.

Emily Ruger Beline

The Embassy of Canada in Washington D.C.'s objective is to provide better recognition in the U.S. of Canada's contribution to a competitive North American platform in global trade and investment, and our shared role and benefits from ensuring the continued prosperity of the North American economic region. Ms. Ruger joined the Embassy in September 2009, and is a Senior Policy Officer in the Trade & Economic Policy section, focusing on customs, trade facilitation, and border issues involved with trade agreements. In this role, she monitors and provides analysis to Canada's Department of Foreign Affairs and International Trade officials on key U.S. legislative and regulatory affairs which affect the Canada-U.S. border. This includes rules which impact goods, services and people crossing the border and working with partners in Ottawa and Washington to develop an

economic analysis of the trends in the bilateral trade and economic relationship, including those related to the North American Free Trade Agreement. Ms. Ruger is also a licensed attorney in New York and New Jersey, and a graduate of the University Of Pittsburgh School Of Law with a focus on International Trade.

Camelia "Cami" Mazard

Cami is a Founding Partner at Doyle, Barlow & Mazard PLLC focusing on all aspects of Antitrust and International Trade Regulation Law. She counsels a range of clients, including multi-national corporations and trade associations, regarding compliance with federal antitrust rules and advises both U.S. and foreign companies in the federal merger review process. Cami also represents companies involved in civil and criminal investigations by the U.S. Department of Justice and in federal and state private antitrust litigation. She practices in all areas of international trade and customs law, and represents domestic and international clients with respect to import and export transactions and NAFTA issues. Cami serves on a number of boards, including Girls Inc. of the Washington, DC Metropolitan Area and is the Conference Chair for the Organization of Women in International Trade.

Susan Reardon

Susan Reardon is Director, International Policy, Worldwide Government Affairs and Policy at Johnson & Johnson (J&J) based in Washington, D.C. She works on international policy issues with a focus on the pharmaceutical and medical device and diagnostics businesses of the company. Susan has been a member of WIIT since 2008.

Advisory Committee

F. Amanda DeBusk, Advisory Committee

Amanda DeBusk is the chair of Hughes Hubbard's International Trade Department, where she heads the firm's export controls and sanctions practice, and serves on the firm's Executive Committee. She has a broad practice advising on U.S. international trade regulations that govern imports, exports, and trade compliance. She is a widely recognized authority in the enforcement of export controls and sanctions, drawing on her background as the former U.S. Commerce Department Assistant Secretary for Export Enforcement to handle civil and criminal enforcement matters and voluntary disclosures. Amanda also advises clients in matters involving the Foreign Corrupt Practices Act, trade remedies, customs, the Committee on Foreign Investment in the United States (CFIUS), Buy America Act, and market access.

Julie Hughes, Advisory Committee

Julie Hughes is the President of the United States Association of Importers of Textiles and Apparel (USA-ITA). USA-ITA represents all segments of the fashion industry, from apparel brands to retailers to service companies. Ms. Hughes represents the interests of textile and apparel importers on trade policy issues to government officials, both in the United States and overseas. She has testified before Congress and the Executive Branch on textile trade issues. Ms. Hughes is also recognized as an expert in textile and apparel issues and is a frequent speaker at international conferences including the Apparel Sourcing Show, MAGIC, Foreign Service Institute, National Association of Manufacturers, Cotton Sourcing Summit, USIA's Worldnet, the International Textiles and Clothing Bureau, Young Presidents' Organization, World Trade Organization Beijing International Forum and others. Ms. Hughes also served as the first President of the international Organization of Women in International Trade (OWIT) and is one of the founders of the Washington Chapter of Women in International Trade (WIIT). In 1992 she received the Outstanding Woman in International Trade award and in 2008 received the WIIT Lifetime Achievement Award. Ms. Hughes has an M.A. in International Studies from the Johns Hopkins School of Advanced International Studies and a B.S. in Foreign Service from Georgetown University.

Excerpt from “China’s Vision for Renewable Energy: The Status of Bioenergy and Bioproduct Research and Commercialization”

By Elizabeth Nesbitt of the United States International Trade Commission



The following excerpt is from an article, entitled “China's Vision for Renewable Energy: The Status of Bioenergy and Bioproduct Research and Commercialization,” published in August 2011 in the *Journal of International Commerce and Economics*. The views presented are solely those of the authors and do not represent the opinions of the Commission or any of its Commissioners, nor do they represent the opinions of the other authors' organizations. Corresponding author elizabeth.nesbitt@usitc.gov. For the full article, visit http://www.usitc.gov/journals/Nesbitt_etal_ChinaBioenergy.pdf

The Chinese government is vigorously promoting commercialization of renewable energy and bioproducts, given environmental issues plus food, energy, and national security concerns, according to Chinese industry experts at the August 2010 "China Bioenergy Workshop" and its related technical tours. Goals include replacing 15 percent of conventional energy with renewable energy by 2020 and providing necessary investment of about \$800 billion. Government policies cited include financing (given the lack of venture capital); financial and taxation incentives; carbon taxes and credits; and mandatory usage requirements, but the speakers said more can and will be done. Although not yet released at the time of the workshop, the speakers expected the 12th 5-Year Plan to expand the momentum generated under the 11th 5-Year Plan. This article highlights novel issues gleaned from the experts' unique, “on-the-ground perspective” of current and future bioenergy and bioproduct research and commercialization in China.

Speakers at the USDA-WSU-CAU Bioenergy Workshop and the technical tour representatives, all experts in bioenergy and bioproducts such as bio-based chemicals, provided a unique, “on-the-ground perspective” on current and future Chinese bioenergy and bioproduct research and commercialization. Drawing upon centuries of fermentation expertise, China is strongly promoting its bioeconomy, spurred in part by environmental issues, as well as food, energy, and national security concerns:

- China’s primary energy source—coal—does not promote environmentally sustainable development;
- China’s crude petroleum reserves are likely to be depleted after 11 years;
- As of the first quarter 2010, China’s imports of crude petroleum reached 55 percent of its consumption;
- The country’s burgeoning economy has boosted energy consumption significantly in many ways, ranging from increased manufacturing to use of a growing number of vehicles;
- China is not only providing electricity to rural areas but is also increasing power generation to towns and cities as the country undergoes continuing urbanization.

China is focusing on several types of renewable energy, including hydro, wind, solar, nuclear,¹ biomass, and biogas power generation, as well as liquid biofuels. The workshop speakers affirmed that China is investing heavily in renewable energy, with investment levels projected to increase to a total of RMB 5.4 trillion (about \$800 billion) for the period 2009 through 2020. The central government is promoting supply-and-demand measures for bioenergy, as well as national funding programs to foster applied research and the transition to commercialization of bioenergy and other high-technology products. The NDRC also provides funding for pilot plants and, in combination with funding from companies, supports commercialization. The technology being commercialized originated in the CAS, in universities within China, in companies, or from international sources, as well as many combinations of these sources.

The cap on corn use in China because of food security concerns has spurred exploration and promotion of alternative feedstocks as biomass inputs for liquid biofuels, including, for ethanol, cassava and sweet sorghum and lignocellulosic inputs such as agricultural and forestry residue; various oil plants for biodiesel; and algae for aviation biofuels. Given the limited land available to supply many alternative crops, however, workshop speakers confirmed that imported feedstocks are also being used to meet Chinese demand in the near term (e.g., cassava). Throughout the workshop, the amount of available biomass in China was estimated at around 300 million tons, translating to potential production of about 25 billion gallons of ethanol.² However, it is not clear how much of this biomass would be available for fuel ethanol, given competition for other uses, including other bioenergy applications. The continued dependence of many pilot facilities on steam explosion pretreatment also indicates that financial and energy costs will be difficult to overcome without significant technical breakthroughs.

The production of biobased chemicals is being emphasized and expanded, either as co-products of biofuel production in integrated biorefineries or as stand-alone products with biobased inputs. In addition to the major bioprocess currently used (fermentation), enzymatic biocatalysis is being studied, with input from foreign collaborators. Biobutanol is increasingly being produced for chemical applications as companies do not consider it cost-effective as a biofuel.

The Chinese infrastructure for these products is growing accordingly, as is financing (with an emphasis on promoting venture capital) and standards development. Workshop speakers provided an unusually candid confirmation of the continued importance of monetary incentives and support, stating that E10 prices at the time of the workshop were still RMB 2,000 per ton (or almost \$300 per ton) below the break-even point. They also stated that feed-in tariff subsidies mandated by the central government and GHG emission reduction payments are provided through the Clean Development Mechanism of the Kyoto Protocol. Carbon credits and a carbon tax are other sources of clean energy funding in China.

Demonstration plants in biofuels are also being brought onstream rapidly; biogas is being commercialized; and various sources of bioenergy are being combined to optimize power generation, particularly in rural areas. Domestic and international collaborations are expanding, spurring current and future innovations in liquid biofuels, bioenergy, and bioproducts, both for use in China and for export.

“Drawing upon centuries of fermentation expertise, China is strongly promoting its bioeconomy, spurred in part by environmental issues, as well as food, energy, and national security concerns...”

¹ China includes nuclear energy in its green power and renewable energy classifications. In comparison, the EIA defines nuclear energy as “nonrenewable.” EIA, “Energy Kids,” n.d.

² Using a conversion factor of 1 ton of biomass produces 80 gallons of ethanol

Greater Private Sector Diversity Sought on USDA's Agricultural Trade Advisory Committees

By Janet A. Nuzum, Foreign Agricultural Service Associate Administrator

The face of America – and of American agriculture – is changing. The number of farms in the United States has grown 4 percent and the operators of those farms have become more diverse in the past five years, according to results of USDA's most recent Census of Agriculture. The 2007 Census counted nearly 30 percent more women as principal farm operators. The count of Hispanic operators grew by 10 percent, and the counts of American Indian, Asian and Black farm operators increased as well. In addition, the U.S. Census Bureau reports that the number of minority-owned businesses grew more than 45 percent between 2002 and 2007.

To reflect the diversity of our agricultural sector and business community, USDA is stepping up its efforts to continually supplement its seven Agricultural Trade Advisory Committees (ATACs) with new members, especially those who represent minorities, women, or persons with disabilities. We believe that people with different backgrounds and views will make the work of these committees, and thus of USDA, more effective.

the government decisions that affect our economic future. That's because agricultural trade plays an extremely important role in the health of our nation's economy. U.S. agricultural exports have consistently contributed to the positive U.S. trade balance, creating jobs and boosting economic growth. In fiscal 2011, U.S. agricultural exports reached a record high of \$137.4 billion, which supported 1.15 million jobs in America last year.

When you serve on one of these seven committees, you receive briefings by the Secretary of Agriculture and the U.S. Trade Representative and are asked for your views on a wide range of agricultural trade issues. For example, former members of these committees served as the U.S. government's sounding boards from the onset of negotiations on the South Korea, Colombia, and Panama trade agreements. When fully implemented, those three agreements have the potential to add more than \$2 billion per year to our exports and support job creation here at home.

"The 2007 Census counted nearly 30 percent more women as principal farm operators..."

Applicants should represent a U.S. entity with an interest in agricultural trade and have expertise and knowledge of agricultural trade as it relates to policy and commodity-specific issues. For example, Robert Anderson of Sustainable Strategies LLC has served at different points in time on both the Fruits and Vegetables ATAC and the Processed Foods ATAC. Of his experience, Anderson said, "I had the opportunity to meet directly with the highest levels of international trade leadership in the United States and globally. Most importantly, the U.S. government actually seeks our input, listens, and responds to the needs and expectations of the U.S. agricultural industry."

At a time when our economy is trying to rebound from a serious recession, having a voice on one of these committees can make a significant impact on

You can play an active role in deliberations such as these, while representing U.S. agricultural interests and the rich diversity of the people who make our country great.

More information about submitting an application is available on the FAS website. Questions may be directed to Steffon Brown at 202-720-6219 or via email to Steffon.Brown@fas.usda.gov.

The vitality of our democracy depends on citizen participation. We look forward to receiving your application to become an agricultural trade advisor.

**The views expressed by the essays and articles are those of the authors and do not necessarily represent the views of WIIT.*

Fall/Winter WIIT Events

The Fall Membership Social

September 13, 2011

WIIT welcomed members, old and new, to the organization in a fall social at the historic DACOR Bacon House this past fall. Attendees enjoyed drinks and appetizers while meeting fellow colleagues and new friends who share a common interest in international trade. Look out for future WIIT social opportunities this winter, starting with the membership happy hour on February 22 at BlackFinn.

World Customs Organization (WCO): An Overview of the WCO, the Nomenclature and Why it Matters

September 8, 2011



(From Left to Right) Director of the Office of Tariff Affairs and Trade Agreements at the USITC Dave Beck, International Agreements/WTO Committee Chair Naomi Freeman, Customs Committee Chairs Orisia Gammell and Emily Ruger Beline, WIIT President Bobbi Dagher, and Chief of the Tariff Classification and Marking Branch Ieva O'Rourke

On September 8, 2011 the Customs Committee and the WTO/International Agreements Subcommittee jointly hosted a Brown Bag event entitled "World Customs Organization: An Overview of the WCO, the Nomenclature and Why it Matters." The session featured **Ieva O'Rourke, Chief, of the Tariff Classification and Marking Branch, Commercial Trade and Facilitation Division of the Office of Regulations and Rulings, Office of International Trade, within U.S. Customs and Border Protection and Dave Beck, Director of the Office of Tariff Affairs and Trade Agreements at the U.S. International Trade Commission.** The Customs Committee and International Agreements Committee were thrilled to have Thompson Coburn host the event that had nearly 30 in attendance.

Ms. O'Rourke opened the event with a brief introduction of the history and evolution of the World Customs Organization (WCO) and its governance. As an independent intergovernmental body with over 174 members, it realizes its mission and goals through various committees including the Harmonized System Committee. Ms. O'Rourke explained to the group that a key benefit to the WCO's Harmonized Tariff System (HTS) is the international product classification system which ensures predictability and standardization in the trade of goods or commodities; "the common language of international trade." She also went into detail on some of the commonly unknown or misunderstood components of the WCO, including how dispute resolution is handled, industry representation in committee decision making, the voting structure of the WCO committee members and how the committees determine the process for publically memorializing its decisions.

Mr. Beck picked up where Ms. O'Rourke left off by briefly discussing the role of the U.S. International Trade Commission (USITC). As an independent, quasi-judicial Federal Agency with broad investigative responsibilities on matters of trade, it is the USITC who maintains the Harmonized Tariff Schedule for the United States, commonly referred to as the "HTS." Mr. Beck explained that the HTS, as established by the WCO in 1952, became part of U.S. law via the Omnibus Trade and Competitiveness Act of 1988. The USITC continuously reviews the HTSUS and makes recommendations to amend its provisions when the WCO amends the HTS at the international level or when the WCO takes classification decision that counter U.S. Customs practice. Mr. Beck also explained how the U.S. is represented at the WCO, clarifying that ITC and U.S. Customs and Border protection send joint delegations to the WCO headquarters in Brussels, Belgium to advocate U.S. proposals and positions.

The event closed with a brief question and answer session. Customs Co-chairs Emily Ruger and Orisia Gammell and WTO/ International Agreements Chair Naomi Freeman are very grateful to the speakers and attendees for a fantastic event and insightful questions and comments.

Generalized System of Preferences (GSP): Renewal Pending in Congress

September 20, 2011



Speakers and WIIT Legislative Committee chairs attending the GSP: Renewal Pending in Congress Event in September 2011 at the U.S. Chamber of Commerce

In the midst of the Senate consideration of the GSP/TAA package, the Africa & Middle East and Legislative Initiatives Committees hosted an event on the pending Generalized System of Preferences (GSP). The event, held at the U.S. Chamber of Commerce, was well attended by business and government representatives alike. **Dan Anthony of The Trade Partnership GSP Coalition Secretariat** spoke about the history of the program and its importance to U.S. businesses. Mr. Anthony pointed

out the critical element that many small U.S. businesses rely on GSP for their inputs and that the program's lack of renewal hurts them the greatest. The group was provided a political perspective by **Benhaz Kibria, Trade Counsel for the House Ways & Means Trade Subcommittee**. And **Ms. Sheryl Ward, Customs Manager, Supply Chain Management at Yazaki North America** provided the intimate business perspective on the programs benefits, pitfalls, and challenges that have been caused by the program's lack of renewal. The discussion ended with a question and answer period primarily looking at the possibilities of preference reform and what items would be on the table should that conversation be brought back.

The Future of Dispute Settlement in FTAs & the WTO

October 4, 2011

The WTO/International Agreements Section lunch on Oct. 3 featured **WTO Appellate Chief Jennifer Hillman** speaking off the record on "The Future of Dispute Settlement in FTAs and the WTO". Since Hillman is not only completing a 4 year WTO Appellate Body term, but was also formerly US ITC Commissioner and USTR General Counsel, she was able to share with us her unique perspective on the difference between various kinds of dispute settlement proceedings and fora. She highlighted the fact that these issues are increasing in importance and complexity as the number of Regional Trade Agreements continues to grow. She pointed out the critical nature of WTO Dispute Settlement to the growth of world trade and the integrity of the international trading system.



From right to left) International Agreements/ WTO Committee Chair Naomi Freeman, WTO Appellate Chief Jennifer Hillman, and WIIT President Bobbi Daghir

Cooperatives and International Agricultural Trade: Strength and Success in Numbers

October 12, 2011

The Agriculture Committee hosted a brown bag luncheon on "Cooperatives and International Agricultural Trade: Strength in Numbers" at the Manatt, Phelps and Phillips Law Firm in Washington, DC on Wednesday, October 12, 2011. The speakers were **Julian B. Heron, General Counsel of Blue Diamond Growers**, **Alex**

Serrano, Director of Business Development of National Cooperative Business Association (NCBA) - CLUSA International Program, and Lisa Knight, President and General Counsel of Cooperatives

Business International.

The speakers informed the group of the successes and challenges faced by cooperatives when trading their agricultural products in the export markets. Blue Diamond discussed its successes in exporting almonds and the current trade agreements that have directly impacted its trading practices. NCBA/CLUSA discussed their joint roles in assisting and creating partnership arrangements between U.S. small-to mid-size cooperatives and those located in developing countries to trade agricultural products. The audience and speakers engaged each other with anecdotal stories and commentary on the state of



Brown Bag Lunch "Cooperatives and International Agricultural Trade: Strength and Success in Numbers"

global cooperative development and agricultural trade. The luncheon concluded with many WIIT members in the audience requesting additional information sessions about cooperatives and their export trade practices in the future due to their overwhelming interest in the topics discussed at this luncheon.

Fashion and Counterfeit Trade

October 18, 2011

On October 18, 2011, the Intellectual Property section hosted "Fashion and Counterfeit Trade," a brown bag event about the challenges faced by the American fashion industry by counterfeit imports. After citing the statistic that counterfeit footwear is the most-seized type of article by U.S. Customs and Border Protection, Kurt Courtney of the American Apparel and Footwear Association (AAFA) told attendees about how AAFA is working to combat trademark infringement and counterfeit imports on behalf of its members. Mr. Courtney discussed AAFA's position on legislation to stop online piracy and sales of counterfeit goods, as well as several international trade agreements relevant to the fashion industry. Mr. Courtney also fielded questions about foreign governments' positions on counterfeit, and the difference between witting vs. unwitting consumer purchases of counterfeit goods in the United States.



Facebook and LinkedIn for Professionals

November 9, 2011

The WIIT Professional Development Section held a brownbag on Facebook and LinkedIn for Professionals, featuring **Jennifer Brand, CEO and President of Brand Solutions Group**. Jennifer gave an interactive presentation about how to use Facebook and LinkedIn to further your career. Over 20 participants attended, ranging from social media experts to novices.

Using her own Facebook and LinkedIn profiles as examples, Ms. Brand presented practical tips for enhancing your personal LinkedIn profile, integrating LinkedIn and Facebook into your overall networking strategy, discovering what your Facebook and LinkedIn page say about you, and remembering social media etiquette for professional networking. Popular areas of discussion included customizing your profile, and updating your privacy and security settings. **Because of the high level of interest, the Professional Development section is developing a follow up event to focus specifically on utilizing LinkedIn.**

A Look at the U.S.-China Trade Relationship in Congress

December 5, 2011

On January 5, the Women in International Trade (WIIT) Committee on Legislative Affairs hosted the program "A look at the U.S.-China Trade Relationship in Congress." **Stacy Ettinger, Counsel to the Office of Senator Chuck Schumer (NY) and Angela Ellard, Committee Chief Trade Counsel and Subcommittee on Trade Staff Director for the Committee on Ways & Means**, both spoke to the challenges in Congress to address China's persistent barriers to trade and investment. Moderating the session was Christine Ramsdell, Director of Legislative Affairs for The Boeing Company. The program was held at the U.S. Chamber and there were over 70 people in attendance.

WIIT Holiday Gala and Silent Auction

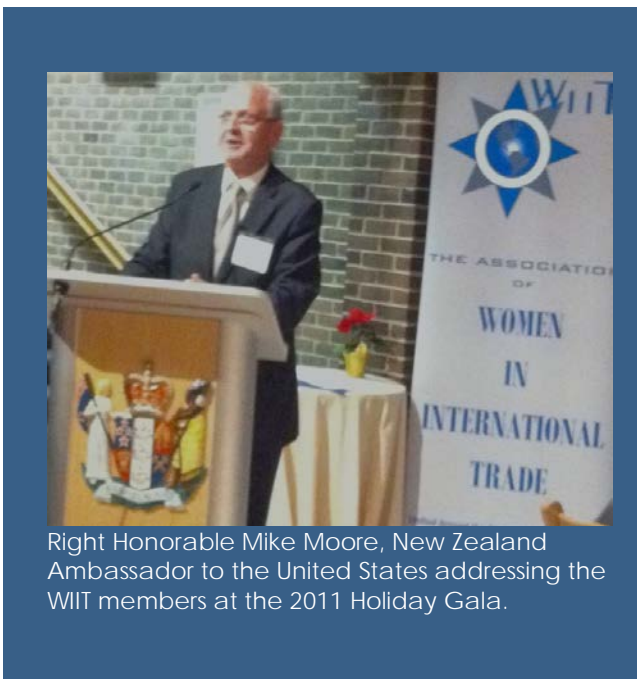
December 14, 2011

The New Zealand Embassy hosted the WIIT 2011 Holiday Gala and Silent Auction on Wednesday, December 14th. In addition to the Silent Auction to benefit the WIIT Charitable Trust and the whiskey tasting provided by the Distilled Spirits Council of the United States, attendees had the opportunity to hear remarks by the

Right Honorable Mike Moore, New Zealand's Ambassador to the United States. Ambassador Moore is a past Director-General of the WTO and oversaw the launch of the Doha Development Round. His period in office saw the successful accession to the WTO of China and Chinese Taipei along with Estonia, Jordan, Georgia, Albania, Oman, Croatia, Lithuania, and Moldova. The Doha Development 8th Ministerial Conference was held on December 15th 2011, therefore the majority of questions swirled around the Agenda's likelihood of moving forward. The Ambassador offered interesting insights into the inner-workings of the WTO and discussed the challenges facing the Doha Development Agenda.

A special thank you to our hosts and sponsors: Right Honorable Mike Moore, New Zealand's Ambassador to the United States, The New Zealand Embassy, the Distilled Spirits Council of the United States, Blank Rome LLP, Sandler Travis & Rosenberg, AdvaMed and the Angola Trade Representative. Thank you to all of the Holiday Gala volunteers and to all those that donated and purchased silent

auction items to help raise money to benefit the WIIT Charitable Trust.



Right Honorable Mike Moore, New Zealand Ambassador to the United States addressing the WIIT members at the 2011 Holiday Gala.

Other Events

China's 12th Five Year Plan and What It Means to Foreign Companies- September 23, 2011

The Asia Pacific Committee hosted Speaker Craig Allen, the Commerce Deputy Assistant Secretary for Asia

Business Opportunities in Colombia- December 26, 2011

The Western Hemisphere Committee hosted speakers Camilo Reyes Rodríguez, the Executive Director of the Colombia American Chamber of Commerce (AmCham Colombia), and Alejandro Pardo, the Executive Regional Representative to the U.S. from ProExport Colombia.

WIIT Forum with Global Women Leaders from APEC Economies- November 9, 2011

WIIT hosted a breakfast in Honolulu, Hawaii with speakers Congresswoman Colleen Hanabusa, House of Representatives, Ana Novik, APEC Senior Official and Director for Multilateral Economic Affairs at the

General Directorate for International Economic Affairs, Chile, Ambassador Laura Del Rosario, the Undersecretary for International Economic Relations at the Department of Foreign Affairs, Philippines, and Koh Lin Net, the Deputy Secretary (Trade) from the Ministry of Trade and Industry, Singapore. This event was moderated by Wendy Cutler, Assistant U.S. Trade Representative for Japan, Korea and APEC Affairs

Upcoming WIIT Events

Syria Sanctions

The Technology and Export Controls Committee of the Association for Women in International Trade Invites You to a Brown Bag Luncheon featuring:

Davin Blackborow, Chief Counsel's Office, Office of Foreign Assets Control

Susan Kramer, Bureau of Industry and Security

Liz Farrow, Licensing, Office of Foreign Assets Control

James Robinson, Baker & McKenzie London (via telephone)

Our government and law firm panelists will provide background on and insight into the new U.S. sanctions related to Syria. There will be an opportunity for questions and answers following the presentations.

Tuesday, January 24, 2012 from 12:30 p.m. to 2:00 p.m. at Baker & McKenzie, LLP (815 Connecticut Ave., NW, 5th Floor

Metro: Farragut North (Red) or Farragut West (Orange/Blue))

Cost: WIIT Members: \$0, Non-members: \$10

[Click Here to Register!](#)

WIIT Happy Hour

The Membership Committee of the Association for Women in International Trade Invites You to a Happy Hour that acts as an opportunity to meet with fellow WIIT members and officers.

Wednesday, February 22, 2012 from 5:30pm to 8:30 pm at BlackFinn American Saloon (1620 I Street NW, Washington DC 20006) <http://www.blackfinndc.com/>

Metro: Farragut North (Red) or Farragut West (Orange/Blue))

Cost: WIIT Members: \$0, Non-members: \$0

Questions? Contact: Jennifer.meek@yahoo.com

[Click Here to Register!](#)

Trade 101 on the Hill: Russia's WTO Accession

The WITA Foundation and the WIIT Charitable Trust are hosting another "Trade 101 on the Hill" program, titled Russia's WTO Accession. Russia has been accepted for membership into the World Trade Organization. This simple sentence has quite a few ramifications on the Hill. If the US wants Russia to extend WTO treatment to the US and US companies, then existing US laws need to be addressed. The two main issues are the

Jackson-Vanik amendment, and Permanent Normal Trade Relations, or PNTR. Our speakers will explain to Hill staff what these terms mean, their history and how they apply in the context of Russia; what would need to be changed, how, and why; and in general terms lay out the likely debate to follow. Speakers include:

Betsy Hafner, Director for Russia and Northern Eurasia, USTR

Randi Levinas, Executive VP, US Russia Business Council

Bill Cooper, Specialist in International Trade and Finance, Congressional Research Service

Moderator: **James Wilkinson**, Executive Director, WITA

This event is jointly sponsored by the Washington International Trade Foundation (WITF) and the Women in International Trade (WIIT) Charitable Trust, 501c3 educational organizations. Neither organization engages in any lobbying nor advocacy on any issue. A light breakfast will be served and limited spaces are available for this program, and you must be a WIIT member to attend.

Friday, January 27, 2012 from 9:30 a.m. to 10:30 a.m. at the Rayburn House Office Building (Banquet Room B-354) located at 45 Independence Ave SW, Washington, DC 20515
Metro: Capitol South Metro (Blue Line)

[Click Here to Register!](#)

Dressing for Success Brown Bag Lunch

The Professional Development Committee invites you to share lunch with Susan Dyes Gormley, a personal stylist at Nordstrom specializing in Washington DC-area professionals. Ms. Gormley will share her recommendations for managing the wardrobe challenges of the sometimes complex Washington DC business culture, where buttoned-down law firms coexist down the hall from more casual office environments. Ms. Gormley has more than 20 years of experience delivering personal advice on how to dress, including professional, social, and TV-appropriate wardrobes.

Bring your lunch and join us in this session that will address professional dressing in the DC market; adapting your personal style to different business environments conservative, “business casual,” etc.); maintaining professional decorum on “casual Friday”; and dressing for receptions, gala events and other out-of-office business activities.

Tuesday, February 7, 2012, 12:30 p.m. to 1:30p.m. at the Advanced Medical Technology Association, 701 Pennsylvania Avenue NW, Suite 800
Metro: Archives (Blue) Gallery Place/Chinatown (Red)
Cost WIIT Members: \$0, Non-members: \$10

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