



Winter/Spring 2008 Newsletter

Letter from the Editors

The editors of Women in International Trade Newsletter want to welcome you to the third issue of the 2007-2008 year. This newsletter illustrates the time and hard work put in by WIIT members, all of which make WIIT a success. Please read the articles, learn more about some of WIIT's donors, get information about WIIT events, and much more.

This newsletter features articles examining various aspects of "terms of trade." Understanding the terms of international trade is an essential part of trade negotiations, disputes and policies. Dr. Susan Aaronson and Kyle Renner examine American feelings towards trade agreements in their article. William Cooper outlines the details of what trade agreements are and what they do. Finally, Florie Liser, Assistant U.S. Trade Representative to Africa, discusses the impact of terms of trade on Africa's economic growth and development.

We hope you find this issue informative and engaging. We welcome your comments and suggestions.

Sincerely,

Manka Azefer, Kristin Wedding, and Helen Wicecarver
WIIT Newsletter Editors
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Corporate Members:

The WIIT Newsletter continues to recognize the generosity of our corporate donors. This issue, we feature information about some of our Gold and Silver donors. Below, please find out which companies support WIIT and learn more about our Gold and Silver Level Donors.

Gold Level

Manatt Phelps and Phillips, LLP and ManattJones Global Strategies, LLC

Manatt Phelps and Phillips and ManattJones Global Strategies offer complementary expertise in international legal and international business advisory services. Manatt, a national law firm, has offices strategically located in Los Angeles, Sacramento, Palo Alto, San Francisco and Orange County; New York City and Albany; and Washington, D.C. In addition to government relations/advocacy and Latin America practices, it offers legal expertise in advertising; antitrust; banking; bankruptcy and financial restructuring; corporate finance and securities; entertainment; environmental; healthcare; insurance; intellectual property; internet and e-commerce; labor and employment; litigation; M&A; real estate and land use; tax, benefits and compensation; and venture capital. ManattJones, an international business consultancy, has offices in the U.S., Mexico and Brazil. It helps clients design and implement coherent, multi-dimensional strategies for market assessment, entry and expansion; international business development; government relations and international advocacy; public affairs; transactional due diligence; and political and economic risk assessments. Its professionals possess experience in diplomacy and international economic policy, financial services, international business and global trade, and foreign intelligence in different regions of the world. Its Latin America expertise is enhanced by strategic relationships with professionals around the world who know and understand the business and the culture of their countries.

Manatt and ManattJones have been longtime WIIT supporters. In addition to active participation of many members of Manatt and ManattJones, Susan Schmidt is WIIT's current President and June DeHart served as its 1997-1998 President. Manatt and ManattJones are pleased to support WIIT as a corporate member and appreciate the opportunity afforded by corporate membership to partner with WIIT in making professional and educational opportunities available to WIIT members and the larger trade community.

Sandler, Travis & Rosenberg, P.A

Sandler, Travis & Rosenberg, P.A., is an international trade law firm concentrating in government relations and customs law and assisting clients with the global movement of goods, ideas and personnel and the setting of global trade policy. Our areas of practice include customs, tariff, trade and transportation law; government relations; import and export compliance; trade remedies; regulatory and legislative representation; free trade agreements and trade preference programs; intellectual property rights; corporate sourcing, transactions and investments; and more. ST&R's affiliated consulting company, Sandler & Travis Trade Advisory Services Inc., is a leading provider of trade-related management and consulting services to government and industry. STTAS offers hands-on global import/export solutions for multinational companies and assists governments throughout the world in establishing effective customs departments. Together, ST&R and STTAS have offices across the United States as well as in Canada, Mexico, Brazil and China.

WIIT benefits ST&R and STTAS in a number of ways. It offers in-depth programs on the latest international trade issues that promote dialogue and cooperation between the government and the private sector. Its professional development events help our staff

improve their knowledge and skills and foster relationship building with our colleagues. Most importantly, WIIT's efforts to broaden public understanding of international trade help to improve the climate for advancing initiatives that benefit U.S. businesses, workers and consumers alike.

Silver Level

DHL Express

For more than 35 years, DHL Express has built the world's premier global delivery network by trailblazing express shipping in one country after another. Over 220 countries and territories later, DHL Express is the global market leader of the international express and logistics industry. DHL Express specializes in providing customers with innovative and customized transportation solutions from a single source.

DHL Express USA's International Trade Affairs and Compliance (ITAC) Group is an active member of Women in International Trade (WIIT). The DHL Express ITAC group works with DHL Express' business units to ensure regulatory compliance of DHL's import and export systems and processes as well as promote DHL Express' expertise in international trade matters. WIIT connects our organization with members of the trade community. More importantly, WIIT's commitment to professional development and international trade affairs reflects the values of DHL Express USA.

Gold Corporate Members

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Featured Articles:

Do Americans Agree with Trade Agreements?

By: Susan Ariel Aaronson, Ph.D., and Kyle Renner, GWU Elliott School of International Affairs

Overview: The Economic and Political Context

Americans are deeply concerned about the economy. Voters want candidates to show what they can do to help investors create jobs, stave off a recession, stabilize the U.S. stock market and halt the never-ending ascent of oil prices.¹ Few Americans see the solution to these problems in new trade agreements. But trade agreements at the bilateral and multilateral level can stimulate economic growth in the U.S. and abroad. Over time, more exports generally mean firms can hire additional workers and reap what economists call economies of scale and scope. They can produce more goods and services more cheaply over larger markets. And, this in turn often leads to higher profits and higher stock prices. Ever so gradually, the economic growth linked to multilateral trade liberalization may help more Americans save for their children's education, their retirement, and afford houses, healthcare, and consumer goods.

But many Americans do not “see” or “realize” the benefits of trade agreements until years after their approval. Moreover, individual bilateral and regional trade agreements have little impact on the American economy as a whole, although they can have both a positive or negative impact on specific sectors.

Today, trade is increasingly contentious. The American public is generally pro-trade, but frightened by trade agreements. Voters want policymakers to do a better job of enforcing existing trade agreements. Moreover, Americans have little understanding of what trade agreements do, why the U.S. negotiates so many trade agreements, and how these agreements affect them in their many roles as citizens, taxpayers, friends of the earth, producers, consumers, parents etc....²

Policymakers generally talk about trade agreements as “opening markets” or freeing trade. In addition, policymakers argue that trade agreements create jobs or help to set a

¹ http://www.washingtonpost.com/wp-srv/politics/polls/postpoll_020308.html?sid=ST2008020400314 ; also see polling data cited by Edward Luce, “Economy to Dominate U.S. Presidential Race,” Financial Times, 14 January 2007, www.ft.com/cms/s/0/b09ac46-c2d0-11dc-b617-0000779fd2ac and Peter Baker and Dan Balz, “Economy Slumps to the Top of the Campaign Agenda,” Washington Post, 11 January 2007, www.washingtonpost.com/wp-dyn/content/article/2008/01/10/AR2008011004055.html.

² For an interesting albeit short summary of 2007 polls on trade, see http://benmuse.typepad.com/custom_house/2008/01/2007-trade-poll.html; also see Mark Champion, “Fewer Americans Favor Free Trade, Study Finds,” Wall Street Journal Online, 5 December, 2007, which reported on the German Marshall Fund Study

“level playing field” for U.S. producers in foreign markets. These CAN BE side effects of trade agreements. But, trade agreements themselves do not free trade.

Trade agreements facilitate expanded trade because they allow two or more nations with very different governance systems, funding, will, and expertise to find common ground on the many rules (from health and safety standards to procurement policies) that can affect trade flows. Thus, trade agreements increasingly affect domestic regulations that may, without intent, distort trade. Trade agreements essentially reregulate relations between countries. They set common rules regarding how and when nations can apply regulations that distort trade. They also allow U.S. interests to participate in and influence foreign decision-making in areas related to trade (thus this includes labor conditions in China or environmental conditions in Guatemala). In so doing, they make foreign governments accountable not only to their citizens but to foreign market actors. In countries that have long been opaque and relatively undemocratic such as Saudi Arabia (which just joined the WTO), they create new norms of due process and transparency. Thus, they are essential tools to improve governance as well as stimulate economic growth.

In the next few months, Congress will vote up or down on trade agreements: with Colombia, Panama, and Korea. Congress has problems with each agreement. Members are concerned about labor rights and extra-judicial killings in Colombia; while auto-trade and food trade issues make the Korean agreement contentious. The Panama agreement is expected to be approved, but it too has political problems. The Panamanian National Assembly elected as leader a man wanted in the U.S. for the murder of a U.S. soldier.³ Meanwhile, U.S. trade negotiators are continuing to negotiate the Doha Round of trade talks under the WTO-the multinational trade agreement adhered to by 152 nations.⁴

These web pages will provide Americans with some of the information they need to make informed decisions about trade agreements, what these agreements do and include, and how they affect Americans in their daily lives. We will also answer why the U.S. participates in so many (over 400 as of 2006), and whether or not these trade agreements undermine our sovereignty or undermine our economy. We will be discussing why the Bush Administration has focused on these bilaterals, but won't address the specifics of these bilaterals. Finally, we will also link to a wide range of sources on trade agreements such as www.tradeagreements.org and www.bilaterals.org. Finally, as this is an educational site, we want to make our own biases known up front. We believe trade agreements are essential tools to help make globalization both more equitable and efficient, but we also believe the dialogue about trade agreements is incomplete and at times dishonest. Thus, we created these pages to help you come to your own conclusions. We hope that these pages will give you the tools to understand what the candidates say about trade policy (please see table below). We will also link to summaries of the candidates' views on trade.

³ Doug Palmer, “President/Congress Headed for Clash on Trade Agreements,” Reuters, 12/14/2007, at http://www.citizenstrade.org/pdf/reuters_tradedealclash_12142007.pdf.

⁴ http://www.wto.org/english/tratop_e/dda_e/dda_e.htm

We welcome your questions and suggestions.

Summary: The Candidates on Trade and Human Rights and the George W. Bush position⁵

Issue	Obama	Clinton	Romney	McCain	Huckabee	George W. Bush
Overall view of trade	Trade is good but needs a broad rethink	Trade is good, but we need to review existing agreements, maybe take a timeout	Trade is good	Trade is good	Trade is not creating enough opportunities and is not “fair” for many Americans	<i>Trade can stimulate democratization and economic growth</i>
Labor rights in trade agreements (A, B)	Yes, ILO standards	Yes		No	Talks about “fair trade”	<i>Link in bilaterals, but not WTO</i>
Colombia free trade agreement	No	No	Yes	Yes		<i>Yes</i>
End Cuba embargo (C)	Yes	No	No	No, but add incentives for democracy	No	<i>No</i>
Increase sanctions on Burma	Yes	Yes		Yes		
Trade as tool to promote democracy (A)				League of democracy	US should not export democracy	<i>US should explicitly link trade and democracy</i>
Revisions to China trade (E)	Link trade and labor rights	Link trade and workers rights	Enforce IPR		Link trade, human rights	<i>No explicit link.</i>

Sources: Candidates web sites and **A-** William Shultz, Center for American Progress, “Presidential Candidate Positions on Human Rights; **B-** Iowa Fair Trade Campaign, <http://www.iowafairtrade.org/labor.php>; **C-** on Cuba, <http://www.cfr.org/publication/14758/>; , **D-** on trade and poverty, One Vote 08, at <http://www.onevote08.org/ontherecord/>, **E,** Candidates on China,

⁵ On Hillary Clinton, see <http://www.bloomberg.com/apps/news?pid=20601070&sid=atUKcP4eSEvY&refer=politics> and [://www.cfr.org/bios/8211/hillary_rodham_clinton.html](http://www.cfr.org/bios/8211/hillary_rodham_clinton.html). Romney http://mittromney.com/News/Press-Releases/Trade_Policy_Advisory_Group . On McCain, http://www.ontheissues.org/John_McCain.htm#Free_Trade; and <http://www.johnmccain.com/Informing/Issues/0B8E4DB8-5B0C-459F-97EA-D7B542A78235.htm>. On Huckabee see <http://www.mikehuckabee.com/?FuseAction=Issues.Home>

Trade Agreements: What They Are and What They Do
By William H. Cooper, Specialist in International Trade and Finance at the Congressional Research Service (CRS).*

Trade agreements are basic instruments by which countries conduct trade. Trade agreements are legally binding arrangements between two or more governments that stipulate rules, such as tariff levels, and other conditions for trade and trade-related activities between their countries. Two types of trade agreements figure prominently in contemporary U.S. trade policy: multilateral trade agreements and bilateral or regional free trade agreements.

The Purpose of Trade Agreements

Countries sign trade agreements, be they multilateral or bilateral/regional, for a range of reasons. The most basic reason derives from economic theory: that economies benefit most if they specialize and export that which they produce relatively more efficiently and import the rest, allowing for a more efficient use of land, labor, and capital. Trade agreements are designed in principle to encourage countries to do that by eliminating or reducing trade barriers and to resolve disputes that might lead to the re-establishment of barriers. Nations also enter into trade agreements for foreign policy and other non-commercial reasons, such as to establish or strengthen a presence in a region and to deepen an important alliance. Read more...

Multilateral Agreements and the WTO

Multilateral agreements are primarily those that are negotiated under and administered by the World Trade Organization (WTO). The WTO, which was established in 1995, has a membership of 151 countries and operates in Geneva with an international staff.¹ The WTO administers a set of more than 60 agreements that contain principles and rules on trade in goods and services and on other trade-related matters. From time-to-time WTO members have agreed to revise and augment the rules and to reduce tariffs and non-tariff barriers in sets or “rounds” of negotiations. To date, the General Agreement on Tariffs and Trade and the WTO have conducted and completed eight rounds. The current and ninth round, the Doha Development Agenda (DDA), was launched in November 2001 in Doha, Qatar. It is named the “development agenda” to encourage members to focus on the challenges that developing countries encounter when liberalizing their trade regimes. Progress on the DDA has been slow at best, and at times, seems on the verge of collapsing. The impasse is caused by differences largely between developing and developed countries on “modalities” or approaches to reduce barriers in agricultural trade, trade in non-agricultural goods, and trade in services.

However, through the history of multilateral negotiations, each successive round has been longer and more difficult than the previous rounds. This is quite understandable: the GATT/WTO membership has increased; it has become more diversified with countries

representing all levels of development and diverse agendas; and the issues addressed have become more complicated making consensus more difficult to achieve.

The WTO operates under two fundamental principles of non-discrimination in trade: most-favored-nation (MFN) treatment– each WTO member will treat the imports from another member no less favorably than imports from any other member– and “national treatment”– each WTO member will treat the products of any WTO member at least as favorably as it treats its own products.

Among the more than 60 agreements that the WTO administers, three may be considered key agreements. The General Agreements on Tariffs and Trade (GATT) was first negotiated in 1947. It contains the primary rules on trade in goods and was the only multilateral set of trade rules prior to the Uruguay Round Agreements and the establishment of the WTO in 1995. Among other things, the GATT contains members’ commitments to reduce tariffs and non-tariff barriers on trade in goods and stipulates procedures members are to follow should they need to remedy the adverse effects of unfair trade practices including imports that are sold at unfairly low prices (dumped) or imports that have received proscribed government subsidies. The General Agreement on Trade in Services (GATS), which entered into force on January 1, 1995, provides the primary multilateral rules on trade in services. It mirrors the GATT but is designed to take into account some unique qualities of services, such as various modes by which services delivered. The Agreement on Trade-Related Aspects of Intellectual Property Rights (TRIPS) requires WTO members to respect the rights of IPR holders from member countries as they would the rights IPR holders in their own country. The WTO also adjudicates disputes that arise among its members through the Dispute Settlement Understanding (DSU).

Bilateral and Regional Free Trade Agreements (FTAs)

Free trade agreements (FTAs) are agreements under which two or more countries commit to eliminate tariffs and non-tariff barriers in their mutual trade and to establish other rules for conducting trade and foreign investment. The FTA countries maintain their respective tariffs and other trade regulations on trade with countries outside the arrangement. By definition, FTAs violate the MFN principle of the WTO, although the WTO permits such agreements under certain circumstances.

FTAs are springing up worldwide. The WTO reports that more than 300 FTAs have been formed, most of them since the mid-1990s. The United States has negotiated 14 FTAs, 11 of which Congress has already approved, while three others await congressional approval.

The scope of FTAs vary widely. However, those that the United States negotiates tend to be the most comprehensive and typically include:

- a schedule for the elimination of tariffs and quotas on imported goods;
- rules of origin to determine whether products are eligible under the FTA;
- a mechanism for handling disputes; and

- provisions to facilitate trade in services, facilitate foreign investment, require intellectual property rights protection, and foster labor rights and environmental protection.

FTAs have become somewhat controversial. Some critics of FTAs argue that they cost American jobs. In addition, some critics assert that FTAs undermine the multilateral trading system because they violate the MFN principle and act as “roadblocks” to the building of the WTO. They also argue that various FTAs throughout the world having sometimes conflicting types of arrangements that make trade less, rather than more, efficient and create a confusing “spaghetti bowl-like” trade system, rather than an orderly framework. Supporters of FTAs argue, that because they encompass far fewer countries than the WTO, it is easier to achieve consensus on difficult issues in FTAs, and the FTAs can serve as “building blocks” to multilateral agreements. Some critics of Bush Administration trade policy have argued that most of the countries with which the Administration has negotiated FTAs have small economies and have little commercial value. The Administration asserts, on the other hand, that countries are located in regions that are important to the United States and that the FTAs with the small countries would lead to larger, regional arrangements.

U.S. Stakeholders in Trade Agreements

Trade theory suggests that liberalized trade increases a country’s overall economic welfare. But some sectors of the economy will likely benefit more than others and some may actually have to make painful adjustments in the face of increased competition.. The debate over trade liberalization and trade agreements generally centers around the question of whether on balance the benefits of increased outweigh the adjustment costs.

Trade affects a broad range of groups in the United States. The interests among the groups of stakeholder sometimes overlap and other times conflict. Even within a specific group or community interests may not always coincide. The U.S. business community is one major stakeholder in trade and trade agreements with diverse interests. It consists of multinational companies (MNCs) with headquarters in the United States but with a large global presence who tend to fully support trade liberalization and trade agreements. Export-oriented companies are those that are primarily located in the United States but produce goods that are able to sell abroad and also tend to support trade agreements. However, the business community also includes import-competing companies that face strong foreign competition and tend to favor more restrictive trade policies.

The members of the agricultural community are another important group with strong interests in trade in general and trade agreements in particular. It, too, is sometimes divided on trade liberalization and trade agreements. Most agriculture producers are successful exporters and have favored trade agreements that increase access to foreign markets for their exports. For example, U.S. grain and meat producers have largely been supportive of trade agreements. Some producers, for example sugar-cane farmers and processors, are very sensitive to import competition and have generally opposed trade agreements that would provide foreign sugar producers greater access to the U.S. market.

Other U.S. stakeholders in trade agreements include the labor community who are concerned about the impact of trade liberalization on domestic workers and on workers' rights in trading partner-countries; consumers who tend to benefit from the wider choice of products at lower prices that trade liberalization provides; and non-government organizations (NGOs), for example private aid groups and environmental organizations, that weigh in on the non-commercial impact of trade agreements.

*The views expressed in this article are Mr. Cooper's own and do not necessarily reflect the view of CRS, the Library of Congress, or the U.S. Congress.

Africa's Terms of Trade and Their Impact on Economic Growth and Development by Florizelle B. Liser, Assistant U.S. Trade Representative to Africa

International trade is important for boosting economic growth and reducing poverty in sub-Saharan Africa. However, the prices in the international market have not always been favorable to the products produced by African countries, making it difficult for African countries to maximize the benefits from trade. Commodity price fluctuations, other exogenous shocks, and the composition of trade have had adverse effects on African countries. The historic trend has been for African exports of lower valued primary products and African imports of more expensive manufactured goods. Trade in primary products is very volatile, affected by commodity price fluctuations, the unpredictability of crop harvests, and frequent changes in demand for primary products.

To counter these negative effects, many African governments pursued restrictive trade policies during the 1980s. After these policies failed to achieve sustained economic growth, African governments began to pursue more open trade policies in the 1990s, to promote economic growth by improving competitiveness and expanding trade. The result of these policies has been prolonged continent-wide economic growth, despite the fact that many of these countries continued to experience deteriorating terms of trade. Other factors – good governance, better functioning institutions, and improved infrastructure – also played an important role in improving the business climate, attracting investment, enhancing productivity and driving economic growth in these countries.

In the last year, prices for some of Africa's key commodities, such as cotton, gold, and platinum have risen sharply. In the past, African countries benefited from such commodity booms; however, they were usually followed by commodity busts that eroded any gains in economic growth. In order to break this boom-or-bust dynamic, African countries should seek opportunities to add value to primary commodities by processing these products.

Another issue often linked to the terms of trade is tariff escalation – where duties are low for primary and semi-processed commodities but rise for fully processed products, serving as a disincentive for countries to add value and move up the value chain.

The African Growth and Opportunity Act (AGOA) opened up the U.S. market to almost everything that sub-Saharan Africans export, and its impact has been noteworthy. AGOA-eligible African countries are now exporting to the United States a greater quantity and diversity of products than ever before. In 2007, 34 of 39 AGOA-eligible countries shipped products under AGOA and the Generalized System of Preferences (GSP).

AGOA provides incentives for sub-Saharan African countries to add value by allowing processed fruits, vegetables, apparel and other manufactured products to enter the United States duty-free. In 2007, U.S. imports from sub-Saharan Africa under AGOA and GSP totaled \$51.1 billion, up 15 percent from 2006. Non-oil AGOA imports increased by about 7 percent in 2007, to \$3.4 billion – including increases in automobiles, apparel, leather products, essential oils, plastic products, agricultural produce (dried grapes, cocoa paste, orange juice), and specialty food items (natural honey, jams, fruit jellies). Another issue sometimes put forward as impacting the terms of trade for poor developing countries, including sub-Saharan Africa, is the use by developed countries of agricultural export subsidies and trade-distorting domestic supports. Current World Trade Organization (WTO) rules allow countries, including the EU, the United States, and others to continue such agricultural policies, though negotiations are taking place under the WTO's Doha Round to eliminate farm export subsidies and substantially scale back domestic supports. The Doha Round will also address the high tariffs and tariff-rate quotas faced by African countries on some of their leading agricultural exports.

The most effective way to address many of these international barriers, and improve the terms of trade for African exports, is through successful completion of the Doha Round. Lowering tariffs under Doha will encourage new markets for African products overseas. Reducing trade-distorting domestic support will improve the competitiveness of African farmers. Eliminating export subsidies will level the playing field and strengthen the hand of African farmers. In the long run, Africans stand to make the greatest market access gains via Doha – for both agricultural and manufactured goods -- in *other* developing countries, including China, Brazil and India, which are among the fastest growing markets for African goods and which also maintain some of the highest tariffs that African products encounter.

The United States is working with African countries in the WTO to achieve a successful, trade-expanding outcome to the Doha negotiations. We invite other countries with an interest in opening global agricultural trade to join us at the negotiating table in the WTO. Working together, we can develop better WTO trade rules and encourage increased global opportunities for agricultural trade.

African countries also need to do more to break down barriers to African regional trade. Compared to other regions of the world, sub-Saharan Africa has among the lowest levels of intra-regional trade. Expanded trade among sub-Saharan African countries could also enhance the quality and competitiveness of African products and position them to expand into the global marketplace.

In conclusion, sub-Saharan African countries face challenges in the global trading system. A successful, trade-expanding Doha agreement will help by improving market access for African products, especially to large emerging markets, and by reducing trade-distorting subsidies and domestic supports. But the greatest challenge for Africans will be in bolstering their global competitiveness by adding value to their extensive natural resources. This will happen not as a result of debates on “terms of trade,” but rather through domestic and regional policies that incentivize private investment, facilitate trade, reduce production costs, improve access to capital for small entrepreneurs, and promote value-added exports. The United States is committed to working with our African partners, as well as other bilateral and multilateral donors, to help achieve these goals and to help Africans to participate more broadly and more effectively in the global trading system.

The opinions in each article are those solely of the author. WIIT does not endorse the views expressed in any of the featured articles.

Upcoming Events:

Find upcoming event information at <http://www.wiit.org/events/events.htm>.

Upcoming WIIT Board and Officers/Section Chair meeting dates are listed below. Any WIIT member who has a topic s/he would like discussed at an upcoming meeting should contact a Board member or Officer so that it can be put on the agenda, as appropriate.

Board Meetings

April 15, 2008

Officer/Section Chair meetings:

April 8, 2008

May 13, 2008

Past Events:

Trade and Agriculture: Understanding the Basics March 19, 2008

A panel of trade and agricultural experts spoke to approximately 40 Congressional staff and WIIT members on the economics and status of world agricultural trade. The first panelist, Remy Jurenas, Congressional Research Service, outlined historic agricultural trade flows and highlighted the impact of agricultural trade on the overall economy. Mr. Jurenas reported that 23 percent of U.S. agricultural production is exported abroad.

Former Special Assistant to the Secretary of Agriculture for International Affairs, Paul Drazek then spoke about the history of liberalizing trade in agriculture—giving insight into the progress made during the World Trade Organization (WTO) Tokyo and Uruguay Rounds. The final panelist, Jason Hafemeister, Former Deputy Assistant U.S. Trade Representative for Agriculture, discussed the current state of play for agriculture at the WTO Doha Round in Geneva. He outlined the complex issues, including sensitive product limits, domestic support levels and other stumbling blocks that still need to be resolved before a successful conclusion is possible. All three panelists then took questions and engaged the audience with dialogue on U.S. farm policy, free trade agreements and predicted outcome of the Doha Round for agriculture. Monisha Primlani, Director of International Affairs for the Grocery Manufacturers Association, moderated the panel.

This WIIT Charitable Trust luncheon on trade and agriculture was held in the Rayburn House Office Building. Lunch was sponsored by the Grocery Manufacturers Association and the National Pork Producers Council.

Export Promotion and Trade Development in Africa December 14, 2008

On December 14, 2008, the Export Promotion/Trade Development and International Finance Committee of WIIT held its second brown bag discussion. Speakers, Anthony Carroll, Vice President of Manchester Trade, Ltd and Aubrey Hruby, Director of Trade and Investment at the the Whitaker Group discussed trade development policies in Africa and the role of U.S. companies. Both Speakers highlighted the successes and challenges facing African countries on their road to development. Mr. Carroll and Ms. Hruby both discussed their experiences in Africa and answered questions about the role government and business play in promoting trade and economic growth.

Announcements:

WIIT Toastmasters

In a supportive friendly environment, WIIT Toastmasters can help you improve your public speaking skills. Public speaking skills can help you more effectively present can communicate your ideas and help advance your career. We are affiliated with WIIT and with Toastmasters International. Toastmasters International has been helping people of all walks of life become effective communicators for over eighty years...

Let us help you achieve your goals. Visit our website <http://wiit.freetoasthost.ws> for details and information. We meet the second and fourth Mondays of the month, except Federal holidays. We meet at 12:30 PM until 1:30 PM at the National Association of

Manufacturers, 1330 Pennsylvania Ave. The closest Metro Stop is Metro Center; exit to 13th and F Sts.

WIIT Mentoring Program

Want to learn more about the career pathway of a fellow WIIT member? Are you willing to offer career advice and insights to other women in the field of international trade? If so, join the WIIT Mentoring Program!

WIIT offers a unique opportunity for members in all stages of their careers in international trade to share their experiences and learn from one another by tapping into the broad network offered by our membership. The hallmark of the program is one-on-one mentoring, pairing one WIIT member with another.

Participants in the Mentoring Program will gain insight into the various positions and career paths in the field of international trade. The program is loosely structured to afford participants the ability to develop a specific program tailored to their interests, needs, and resources.

Making a difference as a mentor does not have to be a burdensome time commitment. It is expected that mentors will meet (or make contact by phone or e-mail) with the WIIT member with whom they are paired at least once a month over a period of approximately 4 months. Activities could include:

- Lunch (including WIIT and other professional luncheons)
- "Shadowing" the mentor at work or at a professional meeting
- Attending other WIIT or professional events together
- Collaborating on writing career objectives/strategy

Please note that the Mentor Program is open only to WIIT members. If you are currently not a member and are interested in this program, you are welcome to join the association. Membership dues are \$45 for students and government employees and \$65 for all other individuals.

If you have any questions or are interested in participating in the WIIT Mentoring Program, please contact Angela Hofmann at angela.Hofmann@wal-mart.com or Christine Ramsdell at christine.h.ramsdell@boeing.com