



International Economic Affairs Workload for 2011

Trade Agreements

- Work for passage of the three pending bilateral trade agreements with Colombia, Korea, and Panama
- Support work for a 2011 conclusion to the WTO Doha Round Agreement with an ambitious and balanced outcome, including sectoral tariff agreements, non-tariff barriers, services, and trade facilitation, and avoid an unbalanced outcome
- Ensure a comprehensive and high-quality negotiating agenda as part of U.S. participation in the Trans-Pacific Trade Agreement
- Promote the idea of a comprehensive, ambitious U.S.-EU Free Trade Agreement
- Encourage widespread participation in an accelerated tariff-free Environmental Goods & Services Agreement, either at WTO or within G20 process

Congress

- Mount a major Congressional trade education campaign, with special emphasis on the newly-elected members
- Seek to modify the Miscellaneous Tariff Bill (MTB) process to facilitate its use
- Advocate reform of trade preference programs based on the principle that U.S. preferences are a privilege, not an entitlement, and that include strong investment and IPR provisions
- Work for passage of legislation that permits the granting of Permanent Normal Trade Relations (PNTR) to Russia when relevant work is completed in the WTO
- Press for genuine resolution of the Mexico Trucking Program and end imposition of retaliatory tariffs

Enforcement, Compliance, Barriers

- Promote a balanced approach to addressing trade and currency issues, especially through a multilateral effort to support rebalancing of current accounts
- Support U.S. government engagement and use of mechanisms such as WTO cases to address practices by foreign governments that limit imports or exports, or deny national treatment of foreign-invested firms, in contravention of international obligations
- Ensure that there is no weakening of U.S. trade law in the WTO Doha Round negotiations
- Seek to have U.S. government resources for trade enforcement and compliance available to U.S. manufacturers, especially small and mid-sized companies
- Increase Administration and Congressional Awareness of the vital importance of intellectual property protection of manufacturers
- Improve enforcement against circumvention of anti-dumping and countervailing duty orders

- Strengthen NAM's advocacy and cooperation with U.S. Government and others to fight international product piracy and counterfeiting, including seeking greater emphasis on assisting smaller manufacturers
- Ensure that any further legislation on Iran is practical and judicious
- Work to create a practical and judicious compromise on conflict minerals
- Support U.S. government engagement to press for participation in the WTO Government Procurement Agreement (GPA) by major global economies
- Work with Congress and the Administration to ensure U.S. manufacturers' short term access to critical rare earth elements through bilateral and multilateral engagement with China
- Promote a strong NAM member presence in the reformed ITAC process; seek to change Administration view prohibiting registered lobbyist participation

Export Promotion

- Seek increased resources for U.S. export promotion as a major element of the National Export Initiative, especially for export promotion programs targeting smaller manufacturers
- Expand the NAM's New Market Export Initiative to more companies and seek the addition of additional benefits for participants
- Press for more trade advocacy, especially with multilateral development banks
- Utilize the reauthorization of the Export-Import Bank in 2011 to seek improvements in export finance availability to U.S. manufacturers
- Ensure that small companies are aware of U.S. export promotion and trade finance programs

Export Controls

- Continue working to modernize the export control system to make it more predictable, transparent, and efficient, while protecting sensitive technologies
- Continue working with the Administration to obtain implementation of the NAM and Coalition for Security and Competitiveness' near, medium, and long-term recommendations in the Administration's review and overhaul of export controls
- Work with the Congress on export control legislation to make sure it advances both national security and economic competitiveness
- Encourage the Congress and Administration to provide greater assistance to small and medium-sized manufacturers on export controls
- Work with Congress to make sure any further sanctions legislation minimize the impact on legitimate trade

Investment

- Advocate the maintenance of pro-open investment policies (both inward and outward) in U.S. and other key countries
- Seek early 2011 conclusion to the Administration's interagency review of the "Model BIT" text and press for strong investor protections and a proactive negotiating program
- Work to educate the Administration, Congress, media and U.S. opinion leaders on foreign investment (both inward and outward) as key to U.S. global competitiveness, growth, and jobs; push back on "outsourcing"

Customs & Border Issues

- Seek to amend Lacey Act provisions to narrow the scope
- Ensure that the customs reauthorization legislation in the 112th Congress promotes the dual goals of trade enforcement and facilitation as well as security
- Ensure that CBP is granted the authority needed to provide patent owners with marks from imports suspected to violate IPR
- Encourage rational pro-business customs reform in Congress
- Prevent Uniform Rules of Origin notice of proposed rule making from being implemented
- Aggressively confront abuse of standards and regulations by trading partners which unfairly disadvantage U.S. manufacturers
- Continue working with State and DHS to improve procedures, regulations, and practices on business visas to promote legitimate business travel
- Work with the Administration to see that the conflict minerals regulation is implemented in a rational and practical manner
- Continue to prevent Congress from enacting the foreign manufacturer legal liability act

This document was discussed and approved at the NAM International Trade Policy Subcommittee on February 1, 2011.

INTERNATIONAL ECONOMIC DEPARTMENT PARTICIPATION IN COALITIONS

Businesses for a Better Border, or B3 Coalition

The NAM has joined the B3 - Businesses for a Better Border – coalition as a member of its steering committee in an effort to provide strategic solutions to compliance burdens at the land border between Canada and the United States. The B3 is a coalition of North America's largest manufacturers with cross-border operations. The goal of this coalition is to work with border agencies on ways to provide "bottom line" returns for company collaboration with border agencies and to suggest new incentives for trusted shipper members. The other three associations on the steering committee are the Canadian Manufacturers and Exporters (CME), American Automotive Policy Council, and the Canadian Vehicle Manufacturer Association (CVMA). The formative meeting was just held in Toronto, Canada. Catherine Robinson represents the NAM.

Coalition to Save U.S. Jobs (Mexican Trucking Coalition)

NAM co-founded and serves as a Co-Chair of the Mexican Trucking coalition, which was created in 2009 after Mexico introduced retaliatory tariffs on U.S. manufactured goods in response to the curtailing of a cross-border trucking program by the Obama Administration. About 35 NAM member companies are members of the coalition. Since its founding, the Coalition has advocated for re-establishment of cross-border trucking between the United States and Mexico and for removal of the tariffs. Doug Goudie and Robyn Boerstling represent the NAM.

Coalition for Security and Competitiveness

The Coalition for Security and Competitiveness (CSC) was launched in March 2007 to enhance U.S. security and competitiveness through modernization of the export control system. Formed by the NAM, Aerospace Industries Association (AIA), and the National Foreign Trade Council (NFTC), the Coalition seeks to modernize the export control system so that America is prepared to meet the security and economic challenges of the 21st century. The CSC has had great influence with the Obama Administration reform effort. A handful of companies also sit on the steering committee. They include GE, Boeing, Lockheed, BAE Systems, IBM, and DRS Technology. Contributions were assessed at the inception of the coalition, but expenses have been minimal and additional funds are not needed this year. Catherine Robinson represents the NAM.

Customs and Border Coalition

The Customs and Border Coalition (CBC) is a broad based coalition created in December 2008 by the NAM to work with the Administration and Congress to improve customs regulations and procedures. The NAM leads the CBC, which includes both companies other trade associations from different industry sectors. The CBC's work has resulted in a dramatic change in approach from Customs and Border Protection (CBP). As a result, Commissioner Bersin has implemented many new changes to increase industry engagement and consultation.

Contributions were solicited from major members at the initiation of the coalition, but expenses have been minimal and a new round of solicitation is not presently contemplated. Catherine Robinson represents the NAM.

Export-Import Bank Reauthorization Coalition

This is a brand new coalition, being launched mid-January, 2011. It includes a number of important large NAM members who are big users of Ex-Im support. The purpose of the coalition is to advocate for improved Ex-Im reauthorization legislation. The NAM, while participating in this coalition, led by the Coalition for Employment Through Exports (a long-standing group focused on export finance) will also maintain its own effort through the newly-created NAM Export Finance Task Force chaired by CNH's Joseph Samora. We will focus on specific manufacturers' concerns and issues for our lobbying with Congress on reauthorization as well as our work internally with Ex-Im. Pat Mears represents the NAM.

Latin America Trade Coalition (LATC)

The NAM is a Steering Committee member of the Latin America Trade Coalition, which has over 1,000 companies and associations as members. The LATC broadly represents the business community before Congress and the Administration in support for the U.S.-Colombia and U.S.-Panama Free Trade Agreements. The LATC was formed in 2006 as negotiations of both agreements concluded. Many of NAM's large member companies are members of the LATC. Doug Goudie represents the NAM.

The Miscellaneous Tariff (MTB) Coalition

NAM created the MTB Coalition in March 2010 to push Congress for approval of the long-delayed Miscellaneous Tariff Bill (MTB). The NAM is the Chair of the coalition, which has roughly 50 NAM member companies as members. The Coalition is the primary business advocate before Congress and the Administration for support of the MTB. Moving forward, the Coalition will be working to advocate for reform of the MTB process to ensure it is not ensnared by the Congressional earmark issue in the future. Doug Goudie represents the NAM.

Russia WTO Accession Coalition

The NAM is on the steering committee of this coalition, which is chaired by the U.S. – Russia Business Council. Many major NAM members are in the coalition, which will be the focal point of the possible campaign to obtain Permanent Normal Trade Relations (PNTR) for Russia later this year. The coalition has existed for several years, but recently has become more active as the possibility of completing the WTO working group on Russian Accession has become more realistic. Pat Mears represents the NAM.

Trade & American Competitiveness Coalition (TACC)

NAM is a Co-Chair of the TACC. The TACC is a coalition of U.S. business enterprises that support domestic and international policies and legislation that will enhance U.S. competitiveness to promote growth and prosperity for America's workers, consumers, communities and businesses. Third Way and the DLC are members of the TACC as well.

The TACC produces a weekly Trade Fact that is widely distributed to Congress and the Administration. The TACC is also coordinating general Congressional trade education (with a special focus on new Members) and a series of white papers on the myths of trade. The TACC has over 100 companies and associations as members. Doug Goudie represents the NAM.

Trans-Pacific Partnership Coalition (TPP Coalition)

NAM is a member of the Steering Committee of the TPP Coalition, and also serves as co-chair of the Investment, IPR, SME, Horizontal, Customs, Standards, and Market Access committees. The TPP Coalition has several hundred companies and associations as members and serves as the advocate for an ambitious outcome of the Trans-Pacific Partnership Free Trade Agreement. The Emergency Committee for American Trade (ECAT) is the secretariat for the coalition. Doug Goudie and Steve Jacobs represent the NAM.

U.S.-Korea FTA Business Coalition (KORUS FTA Coalition)

The NAM is a Steering Committee member of KORUS FTA Coalition, which has over 1,000 companies and associations as members, including many of our larger member companies and vertical associations. The KORUS FTA Coalition broadly represents the U.S. business community before Congress and the Administration in support for the U.S.-Korea Free Trade Agreement and will be the focal point for organizing business lobbying for passage of the Korea trade agreement. The NAM also serves as a member of the Legislative, Grassroots, and Communications committees within the coalition, and is the Chair of the manufacturing committee. Doug Goudie represents the NAM.

Zero Tariff Coalition

The NAM created the Zero Tariff Coalition in 2005 to support ambitious sectoral tariff agreements within the WTO Doha Round. The commitment of the advanced developing nations in the WTO to certain sectoral agreements, where tariffs on goods are reduced to zero on a sectoral basis, is necessary for the United States to achieve a strong outcome. Without China, Brazil, India and other countries committing to sectoral agreements, the Doha Round will not be balanced. The Zero Tariff Coalition has approximately 20 NAM member companies and vertical trade associations as members and works with the Administration to ensure manufacturing's views are clear. The Zero Tariff Coalition has participated in NAM member company delegations to Geneva as well. Doug Goudie represents the NAM.