



A SNAPSHOT OF U.S. OBJECTIVES IN TRADE RELATIONS WITH THE EUROPEAN UNION AND OUR NAFTA PARTNERS

-- PANEL INTRODUCTION --

**Global Business Dialogue
“EU Outreach” Diplomatic Panel**

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Thanks to Judge for inviting me to introduce this terrific panel of diplomats from the EU and our North American partners Canada and Mexico.

There was supposed to be a fourth government speaker – a U.S. government speaker – up here to present the U.S. perspective. Unfortunately, that couldn't be arranged, and so you will have to be content with my attempted rendering of what the United States is pursuing within these three crucially important trade relationships.

Since I cannot do this as a government official, I will do it – briefly, I promise! – as an interested observer. Based on a combination of visible behavior and rhetoric, what does the new U.S. government seem to be aiming for?

With Respect to the EU

- We are of course interested in Brexit, and our future trade relationship with the UK.
- We are very interested in how the EU handles its own policy evolution with regard to China and market economy status in antidumping.
- We display some combination of resentment and envy in regard to the European approach to tax policy – both the attractiveness of jurisdictions like Ireland, and the rather heavy utilization of border adjustment across most of Europe.
- We seem perfectly willing to contemplate zapping EU exports when applying “global” trade measures like Section 232 and Section 201 relief.
- We are not showing much inclination to work with the EU in some traditional ways, such as finding a good package of deliverables for the next WTO Ministerial.
- And we are content to leave the T-TIP project in an undead state while continuing to skirmish over aerospace subsidies.

With Respect to the NAFTA and Our NAFTA Partners

- We want to wring out non-North American content as fully as possible from the goods that have NAFTA eligibility.
- We want to claim or reclaim some manufacturing employment that has settled itself in Mexico, and to have a lower bilateral merchandise trade deficit with Mexico.
- We want to extract concessions from Canada on some offensive issues, notably dairy trade.
- We want to overhaul some of the NAFTA's institutional and dispute resolution provisions, notably those appearing in Chapters 19 and 11.
- Given the new mania for "Buy American," we will be unlikely to meet our NAFTA partners' requests for additional access in procurement.
- And we want to continue to treat even the highest profile remedy proceedings, such as Softwood Lumber in the case of Canada and Sugar in the case of Mexico, as pure matters of law enforcement having nothing to do with trade policy and presenting nothing that can be bargained about.

So that's an excellent situation, ripe for commentary by our fearless panelists:

FRANCISCO SANDOVAL SAQUI serves as Economic Advisor in the Trade and NAFTA Office connected to Mexico's Embassy here in Washington, DC. This office is in charge of promoting the Mexico-US trade relationship, working both on bilateral issues and on global issues that are relevant to the NAFTA region. His prior government service was at Economia, Mexico's Ministry of Economy, where he advised the Undersecretary for International Trade Negotiations and conducted statistical and economic analyses. He holds degrees in Economics from the Autonomous University of Nuevo Leon and from Mexico's Autonomous Institute of Technology, where he specialized International Economics and Industrial Organization.

COLIN BIRD is the Minister-Counsellor (Trade and Economic Policy) at the Embassy of Canada. Prior to this posting, he was a divisional director in the Trade Negotiations Branch of DFAIT. Other government service has been in the NAFTA Secretariat and in Canada's Trade Law Bureau, where he worked on minor matters like aerospace and softwood lumber. He has represented Canada in WTO dispute settlement, before panels and the Appellate Body. He is also a member of the Law Society of Upper Canada **{{WHAT IS UPPER CANADA?}}** and the proud holder of a law degree from the University of Ottawa along with a bachelor's degree from Harvard University.

DAMIEN LEVIE is the Head of the Trade and Agriculture Section at the Delegation of the European Union. Before coming to Washington, he worked in the Cabinet of EU Trade Commissioner Karel De Gucht and then headed DG-Trade's USA and Canada team, making important contributions as a lead EU negotiator on T-TIP. He has also worked, within the European Commission, on non-trade issues including merger control, chemical regulation, development policy in Africa, and European economic integration. He appears to have spent most of the 1990s in private law practice with a major international firm that posted him in both Brussels and New York. He is a renaissance man with two law degrees and an economics degree. My favorite item on his resume, though, is his leadership of the Belgian Alumni Club of the University of Chicago.

YouTube video of this event: [EU & NAFTA Diplomats at GBD \(youtube.com\)](https://www.youtube.com/watch?v=...)