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Welcome to Steel-Con!

Whether you’re a seasoned steel supply chain veteran or a newcomer, we have brought together the finest speakers, experts, and doers to provide you with a fresh perspective on our most pressing trade challenges.

More than ever, today’s trading environment is full of uncertainty and traps for the unwary. Our sole aim is to help you better assess and manage risk, evaluate opportunities, avoid pitfalls, and replace confusion with clarity while enjoying the Houstonian’s renowned hospitality.

Because we value engagement as well as enlightenment, we hope you will stop by the reception that kicks off our conference at 5 PM on Wednesday, April 24 at the Houstonian for an evening of conviviality with old friends and new.

On behalf of our AIIS Board, and particularly our Chairman John Foster, I want to express my deep thanks to all our members, sponsors, colleagues, and friends for making this event possible.

With my warm regards,

Richard Chriss, Esq.
AIIS President
American Institute for International Steel
WEDNESDAY, APRIL 24

8:30 AM – 1:15 PM  Golf Tournament (Wildcat Golf Club)

1:30 PM - 3:30 PM  AIIS Board Meeting (Wildcat Golf Club)

5:00 PM – 7:00 PM  AIIS Evening Reception, (The Houstonian Hotel)

THURSDAY, APRIL 25

07:30 AM    Continental Breakfast

08:00 AM       Welcome: John D. Foster - President, Kurt Orban Partners LLC

08:15 AM      Keynote Address: Willam C. Lane - Executive Director of Trade For America

09:00 AM – 10:20 AM  First Panel: TRADE POLICY IN TURBULENT TIMES
Panelists will present a comprehensive overview of current trade and customs law, policy, and regulatory developments.
Speakers:

Donald B. Cameron, Esq., Partner, Morris, Manning & Martin, LLP; AIIS attorney-of-record in the AIIS legal challenge to Section 232. “The Legal Challenge to Section 232: Developments at the U.S. Court of International Trade and Beyond.”


Paul Nathanson, Senior Principal, Bracewell, LLP, and director of strategic communications for the Coalition of American Metal Manufacturers and Users. “Update on Congressional Efforts to Reform Section 232.”

Nithya Nagarajan, Esq., Partner, Husch Blackwell “Living with Section 232: How to Navigate the New Exclusion Process.”

10:20 AM - 10:40 AM  Networking Coffee Break

10:45 AM – 12:15 PM  Second Panel: DEVELOPMENTS IN CUSTOMS LAW AND REGULATION YOU ABSOLUTELY NEED TO KNOW ABOUT
One of the country’s leading Customs Law practitioners will guide you through the important new developments that will impact your business.
Speaker:

Matthew Cummins, Esq. The Law Office of Lawrence W. Hanson, P.C.

Commentators:

Richard Brazzale, Lake Shore Associates, LLC

John D. Foster, President, Kurt Orban Partners LLC

12:15 PM       Close of Conference
SAVE THE DATE FOR OUR:

69th Annual Dinner

MONDAY, December 2, 2019

THE YALE CLUB OF NEW YORK CITY
50 VANDERBILT AVE, NEW YORK, NY

This event provides a unique opportunity to meet and greet in one of the best locations in the world.

AIIS members and guests always look forward to this annual event to see old friends, make new acquaintances, and to conduct business. We look forward to seeing a large number of old and new friends.

ANNUAL DINNER
Reception: 5:30 – 7:00 p.m.
Dinner: 7:00 – 9:30 p.m.
Cocktails: 9:45 - 11:00 p.m.
SPEAKER BIOGRAPHIES

KEYNOTE SPEAKER

A 40-year Caterpillar Veteran, Bill is the Executive Director of Trade For America, a coalition supporting the modernization of NAFTA and KORUS. He is also Chairman Emeritus of the U.S. Global Leadership Coalition which supports U.S. funding for diplomacy and development.

While at Caterpillar, Bill was responsible for the company’s advocacy in support of competitiveness, trade liberalization and economic growth. From supporting free trade agreements to opposing unilateral sanctions and protectionist schemes, Bill has been center stage during many of the most contentious trade debates of the past three decades. He was also a company spokesman during the Cat-UAW labor dispute.

From 2004 through 2015, Bill was named one of Washington’s top corporate lobbyists by The Hill newspaper. In 2016, he was awarded the Washington International Trade Association's Lighthouse Award. Bill is a Penn State Alumni Fellow and chairs the Penn State Global Advisory Council. He is also a Wall Street Journal contributor.

WILLIAM C. LANE
FREE TRADE & GLOBAL DEVELOPMENT ADVOCATE
Donald B. Cameron, Jr. is a partner in the firm’s International Trade practice. He has over three decades of experience representing multinational businesses, foreign governments, foreign trade associations and U.S. importers in litigation under U.S. antidumping, countervailing duty, and safeguards law. He also advises clients from around the globe in international trade disputes and market access issues, and has particular experience defending clients in industry sectors that are politically sensitive. Mr. Cameron has represented foreign producers and importers in sectors such as footwear, lumber, textiles, electronic products, and steel products. He practices regularly before the U.S. Department of Commerce, the U.S. International Trade Commission, the Office of the U.S. Trade Representative, the U.S. Court of International Trade and the U.S. Court of Appeals for the Federal Circuit.

Mr. Cameron has extensive experience representing private-sector interests and governments in dispute settlement proceedings before the World Trade Organization (WTO) and its predecessor, the General Agreement on Tariffs and Trade (GATT) in Geneva, and has argued on behalf of clients before the WTO Panels and WTO Appellate Body. He has also defended clients in North American Free Trade Agreement (NAFTA) Chapter 19 proceedings and has argued before NAFTA Panels. Mr. Cameron also advised the Government of Korea in the successful WTO challenges to the U.S. safeguard actions on line pipe and certain steel products (AB-2001-9 and AB-2003-3).

As counsel for foreign manufacturers, Mr. Cameron has also advised and assisted foreign governments in a variety of bilateral and multilateral trade negotiations, most prominent being the steel Voluntary Restraint Arrangements negotiations, bilateral subsidies negotiations and the OECD shipbuilding negotiations.

Mr. Cummins pursued his law degree at the University of Houston Law Center, interned for the Honorable Judge Mike Engelhart of the 151st District Court of Harris County and clerked for a Houston maritime law and mass tort firm.

While completing his legal studies, Mr. Cummins clerked for Mr. Lawrence Hanson and then, in November 2014, accepted an associate attorney position with the firm. Mr. Cummins has garnered legal experience in international trade, with a law practice focusing on compliance with import and export regulations.
Lewis, a well-known Washington, D.C. attorney specializing in international trade, Customs and related matters. He advises clients on international trade opportunities and challenges dealing with law and government policy. He specializes in trade remedy actions, including antidumping, countervailing duty, safeguards, national security (section 232) and import-related intellectual property matters (section 337). In this arena, he has experience with trade agreements and negotiations (e.g., NAFTA, WTO), import-related public policy issues involving economic development and competitiveness in the global economy. He focuses particularly on importers and end-users in navigating trade remedy cases that involve basic raw materials (steel, aluminum, energy). He has spoken frequently on trade remedy cases and their likely impact on the industries filing them and on those downstream customers affected by them.

Lewis has a wealth of experience in a wide variety of international trade matters, having represented clients in trade matters for nearly four decades. He also handles Customs-related matters dealing with classification, valuation, country of origin, and penalties.

An acknowledged leader in free zones worldwide and foreign-trade zones in the United States, Lewis is a past Chairman of the National Association of Foreign Trade Zones and participated in the creation of the World Free Zones Organization.

Lewis is the owner of The Law Office of Lewis E. Leibowitz. He is a graduate of the University of Maryland at College Park and the School of Law in Baltimore and has practiced law in Washington for more than forty years.
Nithya’s experience working in federal government agencies provides critical perspective as she advises clients on U.S. trade and trade remedies. Her previous roles at the Department of Commerce, the Department of Justice and the U.S. Court of International Trade give Nithya an insider’s perspective as she counsels clients on administrative and regulatory acts before Commerce, the International Trade Commission and U.S. Customs and Border Protection (CBP). Nithya also defends appeals in the U.S. Court of International Trade, the U.S. Court of Appeals for the Federal Circuit, NAFTA panels and the World Trade Organization.

Nithya’s focus is trade-remedy strategy and antidumping and countervailing duty proceedings. She has deep experience with all levels of trade remedy proceedings, having led and participated in numerous such proceedings conducted by the U.S. Department of Commerce, the Ministry of Commerce in the People’s Republic of China, the DGFT in India and the European Commission. She has conducted trade consultations and negotiations with foreign governments including India, Japan, the Netherlands, Russia and Ukraine, and negotiated several bilateral trade agreements (suspension agreement or undertakings) on behalf of the Department of Commerce in the settlement of antidumping duty investigations.

Nithya advises clients to choose preventive medicine instead of a bandage by calling her to avert problems when they start new investments or become mandatory respondents in trade remedy proceedings. As a licensed U.S. Customs broker, she handles classification and entry analysis, prior disclosures and protests.

With more than 25 years of experience in strategic, crisis and corporate communications, Paul Nathanson’s focus is on reputation management, message development and implementation, public policy analysis, media relations and strategic counseling services for a range of U.S. and international clients. He assists clients in formulating arguments in persuasive ways and ensures that clients’ views are heard and understood by their target audiences, including Members of Congress, policymakers, the news media and the public. Over the years, he has managed comprehensive crisis communications planning and response programs for a range of clients in the fields of consumer products, energy and natural resources, manufacturing, finance and health industries. Paul has also provided crisis communications and media training to a range of corporate CEOs and other senior executives, trade association leaders and non-profit heads.

Prior to joining Bracewell’s Policy Resolution Group, Paul spent 15 years as a partner at a public relations agency, where he headed the firm’s Washington, D.C. office and managed strategic communications programs for corporations, trade associations, foreign governments and international donor agencies both in the U.S. and in the former Soviet Union. In addition, he has managed donor-funded privatization and economic reform programs overseas, and market entry and reputation management programs for domestic and international private sector clients.

Paul began his career in the non-profit sector, where he served for seven years as a vice president for a non-governmental organization, directing democracy-building programs around the world, including election monitoring, technical assistance to legislatures and international conference management in Central America, Asia, the former Soviet Union, and Central and Eastern Europe.
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<td>ILA Local 1497</td>
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<td>Marcio Barbosa</td>
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<td>Merfish Pipe &amp; Supply</td>
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NAME

Felix Holder
Yuichiro Akamatsu
Jonathan Shushtari
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Ricardo Arias
John Moseley
Matthew “Matty” Appice
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Port Contractors Management, LLC
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PORT HOUSTON
Port Manatee
Port of Corpus Christi
Port of Lake Charles
Port of New Orleans
Port of Portland
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The Law Office of Lewis E. Leibowitz
TMK IPSCO
Toyota Tsusho America, Inc
Trade For America
Watco Companies
Watco Companies
ABOUT AIIS

For over sixty years, the AIIS mission has been to promote free trade and economic growth in steel. We have supported trade-liberalizing agreements such as NAFTA, GATT, and WTO, with a special focus on the elimination of steel tariffs and especially making the U.S. trade laws more commercially rational. AIIS played a major role in obtaining an early termination of the Section 201 duties at the mid-point review in December 2003. AIIS also supports the elimination of Buy American preferences and trade distorting subsidies for steel producers. AIIS works cooperatively with the U.S. Customs Service (now Customs & Border Protection) to make the day-to-day process of importing steel through U.S. ports less burdensome for honest importers.

AIIS is the only steel-related trade association that supports real free trade in steel and we are committed to promoting the interests of steel importers, exporters, distributors, producers, consumers, and related businesses such as port authorities, customs brokers, transportation companies, logistics firms, and maritime organizations. Through advocacy, public affairs, research, and analysis, AIIS gives a voice to its members on steel trade issues in the political and policy-making debates in national and international arenas.

BENEFITS

AIIS represents the interests of its members in Washington, D.C. by:

- Providing lobbying and public relations support for steel trade issues that impact AIIS members.
- Serving as a liaison between AIIS members, Congress, and the public to promote ongoing dialogue.
- Providing a voice for free trade through a high profile and active media outreach program.

AIIS provides members with exclusive information and analysis on policy issues and trade cases, and import and export data essential to their businesses. Information for AIIS members includes:

- The latest information on the trade cases affecting their business. In addition, AIIS calculates for members the effective dates when newly filed cases will impact the industry.
- Current dumping and countervailing duty rates in effect.
- Customs as well as other technical importing issues affecting their businesses.
- Import and export data, accessible on the Members’ Only portion of www.aiis.org, for all major steel products, as well as U.S. domestic steel shipment data.

Members are invited to AIIS events throughout the year that are unparalleled opportunities for networking and information gathering.

- AIIS’s signature event, the AIIS Annual Dinner, is held at the Yale Club of New York City in November. The event, held every year since 1950, attracts hundreds of steel industry leaders from around the world. AIIS members receive special discounted rates.
- AIIS invites senior U.S. Customs officials and policymakers to bi-annual seminars to provide members with the latest information on Customs rules and regulations.
- AIIS hold other bi-annual conferences which focus on important issues of importance to steel importers, steel consumers, and related businesses at the ports.
# MEMBERSHIP CLASSIFICATION

<table>
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<th>PLATINUM</th>
<th>GOLD</th>
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<tr>
<td>$5,000.00</td>
<td>$3,000.00</td>
<td>$1,800.00</td>
<td>Free</td>
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<td>Two Tickets to annual dinner in NYC, Company logo displayed on website, Company logo displayed at AIIS events</td>
<td>3 registered individuals (1 primary, 2 additional). Only primary contact will have his/her contact information displayed to all members. All registered individuals will receive invitations to Institute events and basic industry information from AIIS</td>
<td>One registered individual, individual will receive invitations to AIIS events and basic industry information from AIIS</td>
<td>One individual registered: must hold a long-standing past relationship and influence within AIIS (Emeritus status), or their influence holds mutual benefits (not monetary) for their own company and to the goals, reputation, and promotion of AIIS</td>
</tr>
<tr>
<td>5 registered individuals (1 primary, 4 additional). All Individuals, primary and additional, will have contact information displayed to all members. All registered individuals will receive invitations to Institute events and basic industry information from AIIS</td>
<td>Gold members have voting rights, board membership eligibility, officer eligibility, and committee eligibility</td>
<td>Beside basic industry information, gold members will receive information on status of trade cases if gold members hold Board of Directors position</td>
<td>Will receive basic information and invitations to AIIS events</td>
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<tr>
<td>Beside basic AIIS information, platinum members will receive information on status of trade cases</td>
<td>Beside basic industry information, gold members will receive information on status of trade cases if gold members hold Board of Directors position</td>
<td>For more information about membership, or to submit a membership application form, visit the AIIS website at <a href="http://www.aiis.org">www.aiis.org</a>, or contact AIIS Assistant Director Alexandra Jopp at <a href="mailto:jopp@aiis.org">jopp@aiis.org</a>.</td>
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MEMBERSHIP FORM

Application

If you are interested in becoming a member of AIIS, fill out the membership form below and return it with your check made payable to AIIS. Mail to: The American Institute for International Steel, 1101 King Street, Suite 360, Alexandria, VA 22314. If you have any questions about membership, please call the AIIS office at 703.245.8075 or email jopp@aiis.org.

Company Name: ________________________________

Street Address: ________________________________

City: ___________________________ State: ________ Zip: ________

Mailing Address (if different than above):

City: ___________________________ State: ________ Zip: ________

Phone: __________ Fax: __________ Email: __________

Parent Company (if applicable): ________________________________

Country or State of Incorporation: ________________________________

Ownership of Company: __________________ % Domestic: ________ % Foreign: ________

Referred by: ________________________________
(Enclose letter of sponsorship from a current member and a brief biographical sketch of your company)

Contact to be listed in roster and to receive mailings

Name: ________________________________

Title: ________________________________

Imported/exported steel products purchased and sold by your company:

________________________________________________________

Total steel sales consist of approximately ________ % of imported/exported products.

Applicant is importer/exporter of record for approximately ________ % of applicant’s total steel tonnage.

Please check all items applicable to applicant’s business:

☐ Importer/Exporter

☐ Trading Company

☐ Service Center/Distributor

☐ Mill

☐ Non-Sales Mill Representative

☐ Customs Broker/Freight Forwarder

☐ Insurance Broker/Underwriter

☐ Marine Surveyor

☐ Transportation  ☐ Company  ☐ Agent

☐ Shipping  ☐ Trucking  ☐ Rail

☐ Stevedoring Company

☐ Port

☐ Warehousing Company

☐ User/Manufacturer

☐ Bank

☐ Law Firm

☐ Other ________________________________

☐ Metals Broker