



American Association of
Exporters and Importers

STATE OF TRADE POLICY UPDATE

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Presented at the Midwestern Global Trade Association

American Association of Exporters & Importers (AAEI)

- Founded in 1921 as the National Council of American Importers and Traders in New York City, New York, featured keynote speaker President Warren G. Harding.
- The American Association of Exporters and Importers (AAEI) provides member companies with services in advocacy, education, and information to make importing and exporting faster, simpler, and more cost effective.
 - Spanning the Spectrum of Global Trade
 - Forging Partnerships
 - Committed to Advancing Good Trade Policies
- AAEI's Importer and Exporter Benchmarking Roadshow: Minneapolis, Jan. 25, 2024, at Faegre Drinker
- AAEI's 103rd Conference will be held at the Marriott Harbor Beach, Fort Lauderdale, FL. from June 10-12, 2024.



**REGISTRATION
OPEN**

**20
24**

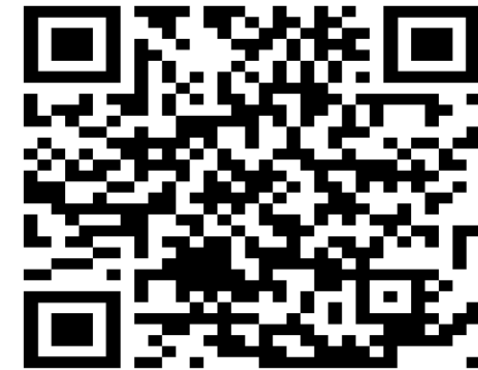
**103RD ANNUAL
CONFERENCE
AND EXPO**

JUN. 10 | 11 | 12

Fort Lauderdale
Marriot Harbor
Beach Resort & Spa

American Association of
Exporters and Importers

The graphic features a stack of colorful shipping containers (blue, red, yellow, green) forming a triangular shape on the right side. The text is primarily in blue and white, with the year '2024' in large, bold, blue numbers.



•For more information go to www.aei.org

Agenda

- Current State of Play Globally: Asia Matters
- The China Choice: Dialogue or Blackout
- Current State of Play in Washington: Drama, Dread, and Departures
- Supply Chain Resiliency
- Trade & Customs Policy: Grappling with Emerging Technologies
- Trade Compliance Targets: Environment & Social Governance
- Where are we headed in 2024?
- What can you do to prepare?
- Q&A

Current State of Play-- Globally: Asia Matters

- China Slowdown
- Rise of Southeast Asian Alternatives
- Effects of Global Inflation and Reduced Exports
- Global Organizations Resurgence



China: Dialogue or Blackout

- Race to Define the New World Order
- Moving toward Strategic Containment vs. Economic Obstruction
- Review of China PNTR & Tariffs
- How will the U.S. Hold China Accountable for IPR, Human Rights, and Technology Transfer Concerns?



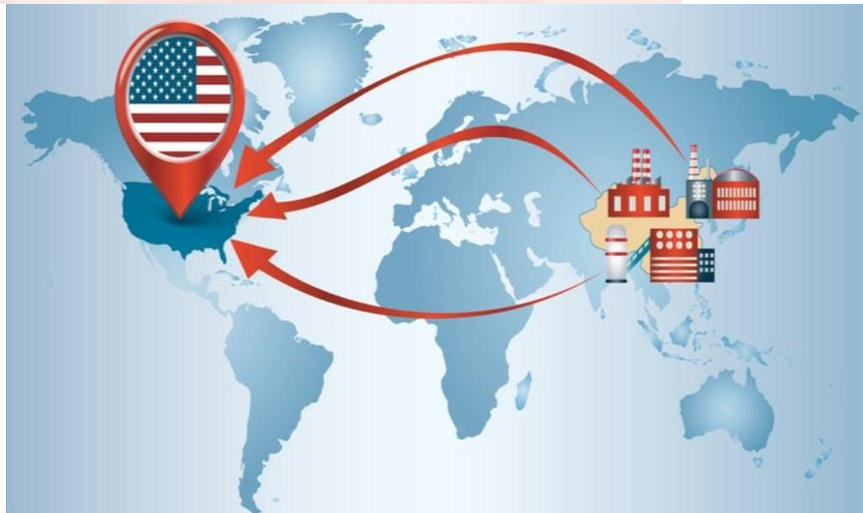


Current State of Play-- Washington: Drama, Dread, and Departures

- From Political Tribalism to Factions
- Mass Retirements in Congress and the Agencies
- Bipartisan Support for Tough on China
- Ukraine Funding Fatigue & Mid-East Crisis Concern
- Measuring a Soft Landing for the Economy
- Bipartisan Border Law Possibility
- 2024 Presidential Election Contenders Emerge

Congress & Trade

- **Article 1, Section 8, Clause 3** gives Congress power to *regulate foreign and interstate trade*.
- “**Commerce Clause**” is the basis for many of Congress’ most important powers.

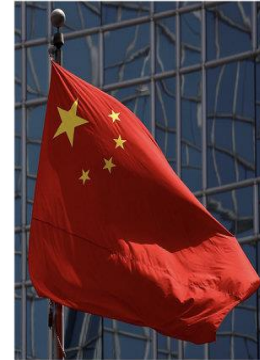


Congressional Trade Agenda

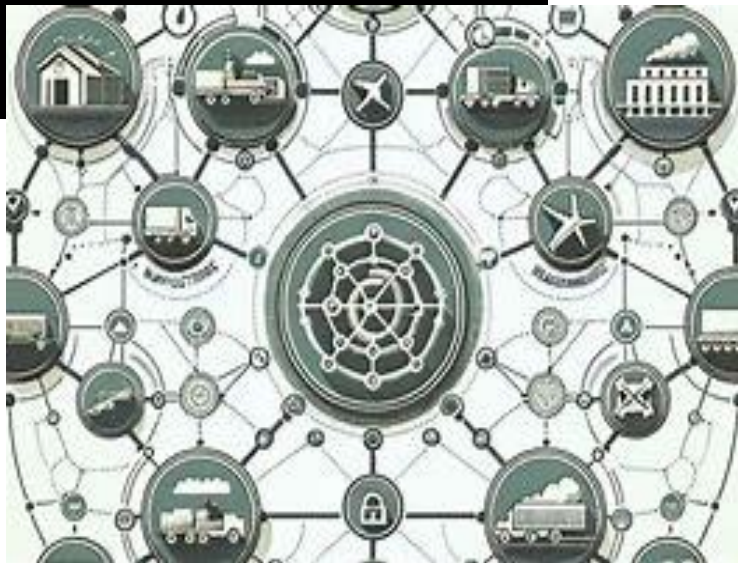
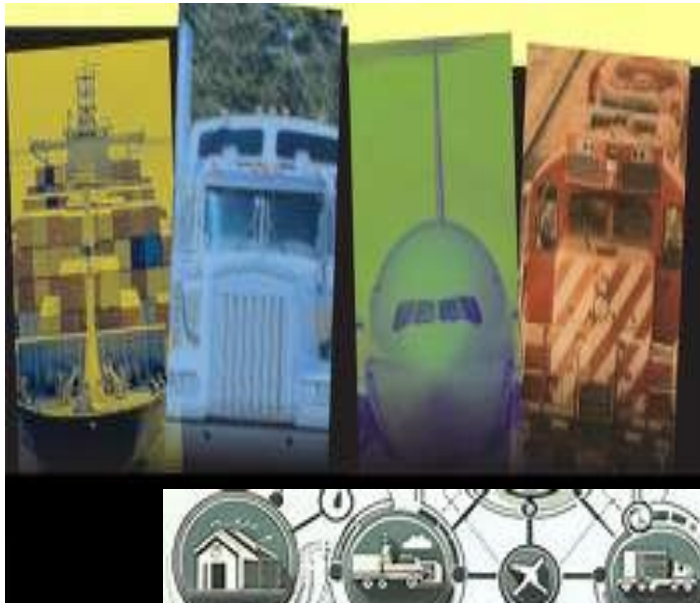
- Congress Seeking to Assert its Authority over Trade
- Fiscal Responsibility
- Addressing Border Security (Immigration)
- China Bills: Tighter Technology and Investment Controls
- Reshoring and “Made in America”
- Farm Bill Reauthorization and Agriculture Trade
- Social Compliance: Force Labor and Carbon Border Adjustments
- Customs Entry Reform: De Minimis Limits

President Biden's Trade Agenda

- Sticking Close to the “Usual Suspects” Allies
- Exporting Bidenomics
- Focus on Indo-Pacific
- Meet China Halfway on Mutual Beneficial Policies, e.g., environment, fentanyl, calming global tensions
- Leverage Export Control Tools to Rein in China's Growth
- Abandoning Long Held Positions: Digital Trade, Export Promotion, and Market Access
- Supply Chain Resiliency



Supply Chain Resiliency: White House Priority



- Focuses on critical minerals and infrastructure
- Seeks to mitigate healthcare equipment and medicine shortage by leveraging the Defense Production Act
- Cross-government supply chain data sharing
- Investment in supply chain infrastructure
- Summit of Global Supply Chain Resiliency

Trade & Customs Policy: Grappling with Present & Emerging Technologies

- E-Commerce/Small Parcels
- Digital Trade: Storage and Taxes
- Role of AI/Machine Learning in Classification and Supply Chain Mapping
- Electric Vehicles
- Dual Use Goods



Trade Compliance Targets: Environment, Social and Governance

- Forced Labor
- Carbon Border Adjustments
- Workers Rights
- Political Sanctions



Where are we headed in 2024?

- Political Factions within Congress will make compromising elusive
- Concerns from the Right and Left regarding the U.S. debt could slow the tenets of Bidenomics
- Customs Modernization proposals will compete with Immigration Reform
- Forced Labor and Environmental Regulations will increase
- Possible 301 tariff relief: exclusions and relief for some consumer goods
- Increasing political sanctions and export controls
- Policy proposals from Capitol Hill will look more like the Presidential candidates' positions....Trump vs. Biden

U.S. Importers and Exporters are:

What can
you do to
prepare?

- **Leveraging technology**, using machine learning to stay informed and to know your customer and supplier.
- **Taking a strategic approach to data for the management of physical things**, leveraging the internet of things.
- **Sustainable supply chains matter**, as governments and NGO's are increasingly applying scrutiny over corporate supply chains.
- **Resiliency: Planning for supply-chain disruptions**, as they seemed to be occurring with greater frequency.
- **On-Demand and Customized solutions are driving supply chains and sourcing locations**, could be the norm for the foreseeable future.
- **Pursuing government support from their country's Capitals**, more domestic industries are finding sympathetic politicians seeking to support nationalism.
- **Seeking organizations and industry partnerships** to address business ills. **Industry must find a way.....**



Questions?

Visit aaei.org for more information.

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