

Freedom of Information Act
Investigative Report

The Shadow War:
New Disclosures Reveal How Big
Tech Uses Revolving-Door Access to
Hijack U.S. Trade Policy

Demand Progress
September 2024

Table of Contents

How Big Tech works the system	3
Not just lobbying, but back-door diplomacy, too	4
Putting American priorities at risk	4
New evidence of Big Tech collusion to kill regulation	5
SMOKING GUN: Amazon colludes with USTR staff on Brazilian tech regulation	5
SMOKING GUN: USTR staff asks Amazon to weigh in on Japan's cloud policy	6
SMOKING GUN: Google gets meeting with USTR to try to spike Canada's Online News Act	8
When Big Tech wins, Americans lose	10
Appendix 1: Freedom of Information Act Request	11
Appendix 2: USTR's Freedom of Information Act Response	13

The Shadow War: New Disclosures Reveal How Big Tech Uses Revolving-Door Access to Hijack U.S. Trade Policy

How Big Tech works the system

The Office of the US Trade Representative (USTR) develops and coordinates U.S. international trade, commodity, and direct investment policy. As part of its role, it advocates for trade policies around the world that advance U.S. goals — policies that may, among other things, constrain how American companies can do business internationally. Their work is diplomatically sensitive and geopolitically important, and negotiations are conducted with care at high levels of government.

But dozens of former USTR employees have moved from government service through the revolving door into Big Tech companies. And new evidence obtained as a result of *Freedom of Information Act* disclosures shows the extent to which the Big Tech companies, particularly Google and Amazon, have been engaged in a shadow war with USTR. These corporate giants that dominate the lives of Americans are leaning on their revolving-door relationships with regulatory agencies in order to forestall regulation and shape it in their favor.

Their goal is to retain their power and expand their profits — by manipulating prices, bundling products in ways that generate more revenue, and engineering trade policies and regulations around the world that give them a market advantage and help them crowd out competitors. And they're also working to preempt regulation entirely through international agreements, or gain carve-outs for themselves to allow them to continue behavior that is illegal in other countries under laws that already exist.

“Their goal is to use trade deals to establish an international preemption for competition policy through binding international rules that would limit or even forbid governments from legislating or enforcing domestic policies related to Big Tech that threaten consumer rights and the economy.”

— [Sen. Elizabeth Warren](#) (D-MA)

Not just lobbying, but back-door diplomacy, too

Big Tech companies are deeply embedded in the global economy, and they have a strong interest in keeping the whole world as close to regulation-free as possible — or, even better, to tilt regulation in their favor. Over the past few years, Big Tech has increasingly worked to insinuate itself into the good graces of USTR leadership and staff — leveraging their pool of employees who came into their service through the revolving door — in order to help craft trade policy for their own benefit. For example, evidence has emerged that Amazon and Google lobbyists who had formerly worked at the USTR held multiple meetings last year with Sarah Bianchi, the deputy U.S. Trade Representative — at the USTR’s invitation — to [get non-public information about confidential negotiations](#).

But the tech giants have also gone beyond lobbying (already a grave problem) and directly inserted themselves into sensitive diplomatic settings, including [during last year’s international drafting of the Indo-Pacific Economic Framework](#) — where they did in fact help [stall](#) crucial regulatory provisions of IPEF.

“I have never seen such a record of mutual back-scratching between government staff and revolving door lobbyists as in this set of emails.”

— [Craig Holman](#) of Public Citizen, on Big Tech emails released in April

Putting American priorities at risk

Big Tech’s meddling in international affairs has been highly disturbing to observers like Sen. Elizabeth Warren (D-MA), who said she has “concerns that the industry is trying to use IPEF as an end run around facing meaningful regulation here or in other countries.”

Indeed, by using USTR staff relationships to bypass normal informational channels and lobby person-to-person for favorable policy, the Big Tech companies have been directly undermining signature Biden administration initiatives intended to foster healthy competition and protect the free market, both abroad and here at home. They are, in essence, in an undeclared war against U.S. Trade Representative Katherine Tai, who is (as she should be) committed to the President’s vision. They’re using all the relationships they can leverage — with USTR staff, with industry-friendly Commerce Secretary Gina Raimondo, with influential think tanks and opinion-leaders — to

prosecute that war. And the friendly relationship goes both ways: USTR staff are soliciting Big Tech's opinions about trade proposals before they are presented, too.

This is particularly problematic given the diplomatic sensitivity of trade negotiations. Seven senators and members of Congress [formally complained to Ambassador Tai and Secretary Raimondo](#) last spring about Big Tech's ongoing injection of its interests into legislative and regulatory debates in other countries. Tech companies were found to be interfering in Canadian legislation, South Korean legislation, and European Union legislation, potentially putting U.S. interests at risk and arguing at cross-purposes to the Biden administration's formal positions.

New evidence of Big Tech collusion to kill regulation

SMOKING GUN 1: Amazon colludes with USTR staff on Brazilian tech regulation

Exclusive emails released under the *Freedom of Information Act* show that USTR staff have a friendly relationship with Amazon's policy team, and that consultation goes both ways. In May 2023, **Andrea Boron**, USTR's [Senior Director for Services and Digital Trade](#), reached out to **Kate Kalutkiewicz**, then Amazon's [Head of U.S. Trade Policy](#), to discuss pending Brazilian proposals to regulate digital platforms — including Amazon. The exchange came in advance of a formal meeting between the USTR and Brazil's telecommunications agency ANATEL.

From: Boron, Andrea W. EOP/USTR <Andrea.W.Boron@ustr.eop.gov>
Sent: Wednesday, May 3, 2023 4:41 PM
To: Tanner, Robb S. EOP/USTR <Robert.Tanner@ustr.eop.gov>; Childress, Patrick T. EOP/USTR <Patrick.T.Childress@ustr.eop.gov>; Kalutkiewicz, Kate EXEMPTION 6 <[amazon.com](mailto:kate.kalutkiewicz@amazon.com)>
Subject: [EXTERNAL] Brazil follow up

CAUTION: This email originated from outside of the organization. Do not click links or open attachments unless you can confirm the sender and know the content is safe.

Hi Kate,
Hope this finds you well.
During our call last month, I believe you mentioned that you were tracking EXEMPTION 4
EXEMPTION 4 Our Embassy will meet with ANATEL Friday – would be helpful if you have anything to share.
I've got a lot of flexibility tomorrow after 11:30 and happy to connect over the phone if that's easier.
Thanks, Andrea

Andrea W. Boron
EXEMPTION 6 (Cell)

The correspondence released under FOIA makes clear that the relationship between Boron and Kalutkiewicz is friendly, and that's no surprise: [Kalutkiewicz spent more than 13 years](#) in senior executive branch trade positions, starting as USTR's Director for Brazil and ending as the White House National Economic Council's Senior Director for Trade Policy in the Trump administration. (She's one of the more than 150 [Amazon](#) and [Google](#) lobbyists who arrived in Big Tech via the [government service revolving door](#).)

SMOKING GUN 2: USTR staff asks Amazon to weigh in on Japan's cloud policy

Per exclusive FOIA emails, **Deputy Assistant U.S. Trade Representative for Japan [Danielle Fumigalli](#)** reached out last summer to a person who appears to be [Mary Thornton](#), the **Head of Trade and Export Controls Policy at Amazon Web Services**, specifically asking for comment on a Japanese cloud policy proposal.

Question on Japan cloud procurement issue

From: "Fumagalli, Danielle C. EOP/USTR" <danielle.c.fumagalli@ustr.eop.gov>
To: [REDACTED] amazon.com
Cc: "Tanner, Robb S. EOP/USTR" <robert_tanner@ustr.eop.gov>, "Psillos, Kathryn W. EOP/USTR" <kathryn.w.psillos@ustr.eop.gov>
Date: Wed, 23 Aug 2023 15:14:48 -0400

Hi Mary, I believe we worked together briefly at USTR and have run into each other since then at Chamber and ITAC briefings but haven't emailed before. I cover Japan digital issues at USTR. I think you're the right person at Amazon to ask about this issue but please forward me along if not!

I'm reaching out because we've seen reports in the Japanese press that Japan's Digital Agency intends to lower their standards for government cloud procurements specifically to allow Japanese companies aiming to enter the market to compete, and also change their rules to allow "partnerships" between companies to meet the standards. Currently only four U.S. companies (Amazon, Microsoft, Google, and Oracle) have been able to meet Japan's requirements. Given Japan's big digitization push, we think this has the potential to affect a large amount of procurement dollars.

Japan's Digital Agency has agreed to have a call with us sometime next week to discuss their plans. It would be helpful if before that discussion we could get a take from Amazon on how problematic this change would be for you, or any other info you'd like to share. I've also reached out to Google, Microsoft, and Oracle with the same question. I'm sharing the link to the original article below in Japanese in case you'd like to share it with one of your local reps.

[政府クラウドの「国産」後押し、選定要件を緩和へ...現在は米IT大手のみ：読売新聞 \(yomiuri.co.jp\)](https://www.yomiuri.co.jp/economy/20230823-001/)

Thanks,
Danielle

Danielle Fumagalli
Deputy Assistant U.S. Trade Representative for Japan
Office of the United States Trade Representative
202-395-9568

The Japanese were proposing to change their standards for government cloud services procurement to allow smaller Japanese companies to compete on a fairer playing field with companies like Amazon. Fumigalli asked Thornton for "a take from Amazon on how problematic this change would be," looking for ammunition she could use in an upcoming negotiation with the Japanese trade team to shoot down the proposal.

Like Kate Kalutkiewicz, Thornton had also benefited from [revolving-door opportunities](#): after a 15-year career in government trade positions, she bounced out into the corporate sector, first to Texas Instruments, then to Amazon. (She's now at the Semiconductor Industry Association.)

SMOKING GUN 3: Google gets meeting with USTR to try to spike Canada's Online News Act

Exclusive FOIA emails show that [Nicholas Bramble](#), Google's Head of Trade Policy & Economic Opportunity, directly contacted three USTR staffers to request a meeting to lodge Google's objections to Canada's [Online News Act](#), which proposed to require online publishers to pay news organizations for content. [Semhar Tekeste](#), Manager, Government Affairs & Public Policy at Google Canada, was also to join.

From: Nicholas Bramble [EXEMPTION 6 google.com](#)>
Sent: Tuesday, May 30, 2023 10:22 AM
To: Oliver, Randall T. EOP/USTR <Randall.T.Oliver@ustr.eop.gov>; Boron, Andrea W. EOP/USTR <Andrea.W.Boron@ustr.eop.gov>; Tanner, Robb S. EOP/USTR <Robert.Tanner@ustr.eop.gov>
Subject: [EXTERNAL] Canada call?

Hi Randall, Andrea, and Robb - Would you have some time for a call on upcoming developments in Canada early this week?

Thanks very much,

Nick

The USTR staffers were **Andrea Boron**, [Senior Director for Services and Digital Trade](#); **Robb Tanner**, [Deputy Assistant Trade Representative for Information and Communications Services & Digital Trade](#); and **Randall Oliver**, [Director for Canada](#). And they gave Bramble and Tekeste the meeting — just four business days later — which they used as an opportunity to flood the USTR with propaganda from Google's side to enlist their help in killing the Canadian bill or watering it down.

[EXTERNAL] Re: Canada

From: Nicholas Bramble [EXEMPTION 6@google.com](#)
To: "Boron, Andrea W. EOP/USTR" <andrea.w.boron@ustr.eop.gov>
Cc: "Oliver, Randall T. EOP/USTR" <randall.t.oliver@ustr.eop.gov>, "Tanner, Robb S. EOP/USTR" <robert_tanner@ustr.eop.gov>
Date: Wed, 21 Jun 2023 09:16:03 -0400
Attachments: FT Canada piece.pdf (1.3 MB)

Fyi, also passing along a well-grounded piece in the Financial Times on these issues.
Thanks,
Nick

On Mon, Jun 5, 2023, 3:11 PM Nicholas Bramble [EXEMPTION 6@google.com](#) wrote:
Thanks very much, Andrea and team. Our public comments are included in full in the following post:

<https://blog.google/intl/en-ca/company-news/outreach-initiatives/our-senate-testimony-on-bill-c-18/>

In addition, here is a list of key concerns and proposed amendments that we provided to the Committee:

https://sencanada.ca/Content/Sen/Committee/441/TRCM/briefs/2023-05-03_TRCM_C-18_Brief_Google_e.pdf

Please let me know if you have any questions.
Best,
Nick

On Mon, Jun 5, 2023 at 1:01 PM Boron, Andrea W. EOP/USTR <Andrea.W.Boron@ustr.eop.gov> wrote:

Nick,

Thanks to you and Semhar for your time earlier this morning.

Quick question – are you able share Google's public comments or link to the public record please?

Thank you!

Andrea

Shortly after that, the Online News Act passed, but that didn't stop Big Tech; they continued pressing in the IPEF negotiations for an overly broad international trade provision that could allow them to brand the Canadian law "illegal trade discrimination" and simply evade it. In a letter last April, [senators and members of Congress sounded the alarm](#), noting that the attempted end run, if it succeeded, could effectively void numerous antitrust laws in the U.S., too: "Inclusion of such provisions could undermine efforts by U.S. policymakers to pass new legislation and antitrust enforcers to crack down on anti-competitive conduct, including price fixing and self-dealing, by the largest tech companies. Tech companies could also weaponize these digital trade rules to undermine similar efforts by our trading partners."

When Big Tech wins, Americans lose

The Office of the U.S. Trade Representative is one of the fundamental channels through which our government makes our priorities known to other countries, provides global leadership, and sets the course for the world economy. It is unconscionable for a handful of giant Big Tech companies to pervert the course of our nation's international trade and economic policy for their own gain, and it is particularly galling that these monopolistic bullies are able to call on their employees' revolving-door relationships with their USTR friends to subvert the intent of the President and the laws passed by Congress.

The revolving door between Big Tech and government is a serious problem – as is the shamelessness of companies that consider themselves the arbiters of policy, above even the President of the United States. We cannot allow giant corporations to hijack the government, bypass the Senate-confirmed United States Trade Representative, and replace the policy priorities that serve all of us with new ones that serve no one but them and their shareholders. Rogue USTR staffers must be reined in; private citizens should be kept out of diplomacy; and the ties between regulatory staff and the corporations they regulate should be brought into sunlight.

Appendix 1: FOIA Request

Earlier this year, researchers submitted a records request to the Office of the United States Trade Representative in accordance with the *Freedom of Information Act* (5 U.S.C. § 552). The request was for all incoming and outgoing email correspondence between the individuals listed below and the USTR from May 9, 2023, through April 16, 2024.

Most of the individuals on the list were formerly USTR staff or held other relevant federal positions, as indicated below; others were included because their names were discovered in previous FOIA disclosures.

- [Arrow Augerot](#) (Amazon); former USTR Deputy Assistant for Congressional Affairs
- [Karan Bhatia](#) (Google); former Deputy U.S. Trade Representative
- [Nicholas Bramble](#) (Google)
- [John Branscome](#) – (Facebook); former Chief Counsel, Technology Subcommittee, Senate Commerce Committee
- [Christa Brzozowski](#) (Amazon); former DHS Deputy Assistant Secretary, Foreign Investment & Trade Policy; now DHS Assistant Secretary, Trade & Economic Security
- [Laura Chirot](#) (Amazon); former USTR Director for Services & International Trade
- [Amber Cottle](#) (Apple); former Deputy Assistant U.S. Trade Representative, then Chief Counsel, International Trade, Senate Finance Committee
- [Julia Friedman](#) (Facebook); former USTR Director for Innovation & Intellectual Property
- [Ari Giovenco](#) (Amazon); former USTR Senior Director
- [Mercedes Jones](#) (Amazon)
- [Nathan Johnson](#) (Amazon)
- [Kate Kalutkiewicz](#) (Amazon); former USTR Director for European Affairs
- [Behnaz Kibria](#) (Google); former USTR Deputy Chief of Staff
- [Probir Mehta](#) (Facebook); former Assistant U.S. Trade Representative for Innovation & Intellectual Property
- [Cathy Novelli](#) (Apple); former Assistant U.S. Trade Representative for Europe & the Mediterranean
- [Lina Ornelas](#) (Google)
- [Danielle Osler](#) (Google); former USTR Assistant General Counsel
- [Jennifer Prescott](#) (Amazon); former Assistant U.S. Trade Representative
- [Michael Punke](#) (Amazon); former Deputy U.S. Trade Representative and U.S. Ambassador to the WTO
- [Brian Rice](#) (Facebook)
- [David Roth](#) (Amazon); former USTR Senior Policy Advisor

- [Reuben Smith-Vaughan](#) (Amazon)
- [Ramon Tabtiang](#) (Google)
- Andrea Thomas (Amazon)
- [Mary Thornton](#) (Amazon); *former USTR Director for International Goods Market Access; then Trade Attaché to the WTO*
- [David Weller](#) (Google); *former Deputy Assistant U.S. Trade Representative for China*

Appendix 2: Responsive Documents

The full USTR response to the *Freedom of Information Act* request is in the following pages.

[EXTERNAL] RE: Brazil follow up

From: "Kalutkiewicz, Kate" [REDACTED] amazon.com>
To: "Boron, Andrea W. EOP/USTR" <andrea.w.boron@ustr.eop.gov>
Date: Thu, 11 May 2023 11:31:56 -0400

Business confidential

Hi Andrea: Any readout you can share?

Thanks!!

Kate

From: Boron, Andrea W. EOP/USTR <Andrea.W.Boron@ustr.eop.gov>
Sent: Thursday, May 4, 2023 5:19 PM
To: Kalutkiewicz, Kate [REDACTED] amazon.com>
Subject: RE: [EXTERNAL] Brazil follow up

CAUTION: This email originated from outside of the organization. Do not click links or open attachments unless you can confirm the sender and know the content is safe.

Sure thing – pls give me a call at [REDACTED]

From: Kalutkiewicz, Kate [REDACTED] amazon.com>
Sent: Thursday, May 4, 2023 4:42 PM
To: Boron, Andrea W. EOP/USTR <Andrea.W.Boron@ustr.eop.gov>
Subject: [EXTERNAL] Re: Brazil follow up

Andrea: is 5:30 ok?

On May 4, 2023, at 3:36 PM, Boron, Andrea W. EOP/USTR <Andrea.W.Boron@ustr.eop.gov> wrote:

CAUTION: This email originated from outside of the organization. Do not click links or open attachments unless you can confirm the sender and know the content is safe.

Sure thing – I'm done with calls after 4:30.

Andrea W. Boron
[REDACTED] (Cell)

From: Kalutkiewicz, Kate [REDACTED] amazon.com>
Sent: Thursday, May 4, 2023 2:16 PM
To: Boron, Andrea W. EOP/USTR <Andrea.W.Boron@ustr.eop.gov>; Tanner, Robb S. EOP/USTR <Robert.Tanner@ustr.eop.gov>; Childress, Patrick T. EOP/USTR <Patrick.T.Childress@ustr.eop.gov>
Subject: [EXTERNAL] RE: Brazil follow up

Thanks so much! Can I call you this afternoon?

From: Boron, Andrea W. EOP/USTR <Andrea.W.Boron@ustr.eop.gov>
Sent: Wednesday, May 3, 2023 4:41 PM
To: Tanner, Robb S. EOP/USTR <Robert_Tanner@ustr.eop.gov>; Childress, Patrick T. EOP/USTR <Patrick.T.Childress@ustr.eop.gov>; Kalutkiewicz, Kate **EXEMPTION 6** amazon.com>
Subject: [EXTERNAL] Brazil follow up

CAUTION: This email originated from outside of the organization. Do not click links or open attachments unless you can confirm the sender and know the content is safe.

Hi Kate,
Hope this finds you well.
During our call last month, I believe you mentioned that you were tracking **EXEMPTION 4**
EXEMPTION 6 Our Embassy will meet with ANATEL Friday – would be helpful if you have anything to share.
I've got a lot of flexibility tomorrow after 11:30 and happy to connect over the phone if that's easier.
Thanks, Andrea

Andrea W. Boron
EXEMPTION 6 (Cell)

RE: Chat?

From: "Nissen, Todd M. EOP/USTR" <todd_nissen@ustr.eop.gov>
To: "Kalutkiewicz, Kate" [EXEMPTION 6] amazon.com>
Date: Tue, 16 May 2023 14:39:14 -0400

Sure. Will call then, unless I hear otherwise.

From: Kalutkiewicz, Kate [EXEMPTION 6] amazon.com>
Sent: Tuesday, May 16, 2023 2:35 PM
To: Nissen, Todd M. EOP/USTR <Todd_Nissen@ustr.eop.gov>
Subject: [EXTERNAL] RE: Chat?

A million apologies. Can we do 2:00 tomorrow?

From: Nissen, Todd M. EOP/USTR <Todd_Nissen@ustr.eop.gov>
Sent: Tuesday, May 16, 2023 2:08 PM
To: Kalutkiewicz, Kate [EXEMPTION 6] amazon.com>
Subject: RE: [EXTERNAL] Chat?

CAUTION: This email originated from outside of the organization. Do not click links or open attachments unless you can confirm the sender and know the content is safe.

Will do.

From: Kalutkiewicz, Kate [EXEMPTION 6] amazon.com>
Sent: Tuesday, May 16, 2023 2:03 PM
To: Nissen, Todd M. EOP/USTR <Todd_Nissen@ustr.eop.gov>
Subject: [EXTERNAL] RE: Chat?

Perfect! Want to call me [EXEMPTION 6]?

From: Nissen, Todd M. EOP/USTR <Todd_Nissen@ustr.eop.gov>
Sent: Tuesday, May 16, 2023 2:01 PM
To: Kalutkiewicz, Kate [EXEMPTION 6] amazon.com>
Subject: RE: [EXTERNAL] Chat?

CAUTION: This email originated from outside of the organization. Do not click links or open attachments unless you can confirm the sender and know the content is safe.

Yes.

From: Kalutkiewicz, Kate [EXEMPTION 6] amazon.com>
Sent: Tuesday, May 16, 2023 1:59 PM
To: Nissen, Todd M. EOP/USTR <Todd_Nissen@ustr.eop.gov>
Subject: [EXTERNAL] RE: Chat?

3:00 work for you today?

From: Nissen, Todd M. EOP/USTR <Todd_Nissen@ustr.eop.gov>
Sent: Tuesday, May 16, 2023 12:18 PM
To: Kalutkiewicz, Kate EXEMPTION 6 [amazon.com](mailto:kate.kalutkiewicz@amazon.com)>
Subject: RE: [EXTERNAL] Chat?

CAUTION: This email originated from outside of the organization. Do not click links or open attachments unless you can confirm the sender and know the content is safe.

Hi Kate.

I could do this afternoon or tomorrow afternoon after 2:00 if either of those work for you.

From: Kalutkiewicz, Kate EXEMPTION 6 [amazon.com](mailto:kate.kalutkiewicz@amazon.com)>
Sent: Tuesday, May 16, 2023 10:11 AM
To: Nissen, Todd M. EOP/USTR <Todd_Nissen@ustr.eop.gov>
Subject: [EXTERNAL] Chat?

Business confidential

Good morning, Todd! Was hoping to chat latest on Australia content...any chance you're free for a few minutes this week?

Thanks,
Kate

[EXTERNAL] Looping you with USTR at USEU

From: "Kalutkiewicz, Kate" [REDACTED]@amazon.com>
To: Clay Doherty [REDACTED]@gmfus.org>, "Hurtado, Rufino EOP/USTR"
<rufino.hurtado@ustr.eop.gov>, [REDACTED]@state.gov
Date: Tue, 16 May 2023 11:16:30 -0400

Hi Clay!

Looping you here with Rufino Hurtado, Senior US Trade Rep to the EU (recently arrived!) and Julie Beraud, the expert on all things trade in Brussels.

It's a long shot that Rufino could attend the lunch on Wednesday, but would be really great if he could. Do you know who GMF is working with at the US Mission on badges for the Forum? Mind sending him and Julie the details?

Thanks,
Kate

[EXTERNAL] RE: follow up

From: "Kalutkiewicz, Kate" EXEMPTION 6 amazon.com>
To: "Nissen, Todd M. EOP/USTR" <todd_nissen@ustr.eop.gov>
Date: Wed, 17 May 2023 15:37:05 -0400
Attachments: Telecom Infrastructure points.docx (26.94 kB)

Business confidential

Whoops!

From: Nissen, Todd M. EOP/USTR <Todd_Nissen@ustr.eop.gov>
Sent: Wednesday, May 17, 2023 2:58 PM
To: Kalutkiewicz, Kate EXEMPTION 6 amazon.com>
Subject: RE: [EXTERNAL] follow up

CAUTION: This email originated from outside of the organization. Do not click links or open attachments unless you can confirm the sender and know the content is safe.

I believe you forgot the attachment.

From: Kalutkiewicz, Kate EXEMPTION 6 amazon.com>
Sent: Wednesday, May 17, 2023 2:55 PM
To: Nissen, Todd M. EOP/USTR <Todd_Nissen@ustr.eop.gov>
Subject: [EXTERNAL] follow up

Business confidential

I've attached the short overview of our response to the EU consultation on telecom infrastructure fees, which I think gets at the key arguments as to why this would be terrible for the consumers, and also not recognize the substantial investments we have made in the market.

This is the readout I referenced EXEMPTION 4

[REDACTED]

EXEMPTION 4

[REDACTED]

EXEMPTION 4

[REDACTED]

[REDACTED]

Re: meeting next week

From: "Beraud, Julie (USEU)" [REDACTED]state.gov>
To: "Hurtado, Rufino EOP/USTR" <rufino.hurtado@ustr.eop.gov>, "Kalutkiewicz, Kate" [REDACTED]amazon.com>
Date: Thu, 18 May 2023 05:41:11 -0400

Hi Kate,
Nothing to add :) just make sure no one has laptops.
See you Tuesday super happy to see you again!
Julie

Sent from [Outlook for iOS](#)
From: Hurtado, Rufino EOP/USTR <Rufino.Hurtado@ustr.eop.gov>
Sent: Wednesday, May 17, 2023 2:09:39 PM
To: Kalutkiewicz, Kate [REDACTED]amazon.com>
Cc: Beraud, Julie (USEU) [REDACTED]state.gov>
Subject: RE: meeting next week

I actually hosted my first outside visitors here just the other day... :)

Will just need full names of your group for the visitor access request, and of course official IDs/passports when you arrive. Also, best if no one brings a laptop (phones are fine).

I think that's it.

Rufino Hurtado
Office of the U.S. Trade Representative
[REDACTED]

From: Kalutkiewicz, Kate [REDACTED]amazon.com>
Sent: Wednesday, May 17, 2023 3:03 PM
To: Hurtado, Rufino EOP/USTR <Rufino.Hurtado@ustr.eop.gov>
Cc: [REDACTED]state.gov
Subject: [EXTERNAL] RE: meeting next week

Tuesday at 9 works perfectly for us!
Julie – remind me what you need for access to the Mission... 😊

From: Hurtado, Rufino EOP/USTR <Rufino.Hurtado@ustr.eop.gov>
Sent: Wednesday, May 17, 2023 8:40 AM
To: Kalutkiewicz, Kate [REDACTED][amazon.com](mailto:[REDACTED]amazon.com)>
Cc: [REDACTED][state.gov](mailto:[REDACTED]state.gov)
Subject: RE: [EXTERNAL]meeting next week

CAUTION: This email originated from outside of the organization. Do not click links or open attachments unless you can confirm the sender and know the content is safe.

Hi Kate. Would next Tuesday at 9:00 AM here at the Mission work?

Schedules are pretty tight next week at this point, but this day and time works for most of us (Greg will meet with you separately).

Let me know.

Thanks.

Rufino Hurtado
Office of the U.S. Trade Representative
EXEMPTION 6

From: Kalutkiewicz, Kate **EXEMPTION 6** [amazon.com](mailto:kate.kalutkiewicz@amazon.com)>
Sent: Tuesday, May 16, 2023 4:55 PM
To: Hurtado, Rufino EOP/USTR <Rufino.Hurtado@ustr.eop.gov>
Cc: **EXEMPTION 6** state.gov
Subject: [EXTERNAL] meeting next week

Business confidential

As mentioned, would love to organize a roundtable at USEU with the following officials (if at all possible):

- You and Julie
- Greg Burton (he's attending a GMF lunch next week on digital sovereignty)
- Matthew Fullerton
- Aaron Held (if I'm right, and he's the new Lora Baker for FCS)

I also touched base with Kelly, the DCM, but haven't heard back. If she could drop in, great.

Would be me + Arrow Augerot, our Director for US policy, and probably 1-2 officials from our Brussels office. Could do any time Monday afternoon or most of Tuesday.

Thanks!! Can't wait to see you both.
Kate

RE: morning!

From: "Ellerman, Sarah C. EOP/USTR" <sarah_c_ellerman@ustr.eop.gov>
To: "Kalutkiewicz, Kate" [REDACTED] amazon.com>
Date: Thu, 01 Jun 2023 18:03:55 -0400

Hi Kate,

Congrats on your work move and hope you enjoy the new position! Looking forward to touching base once you are settled into the new role.

Thanks for flagging the other item.

Best Regards,
Sarah

Sarah C. Ellerman
Assistant USTR for Southeast Asia and the Pacific (Acting)
Office of the United States Trade Representative
[REDACTED] work cell phone)



Diversity Equity Inclusion Accessibility (DEIA) Council

From: Kalutkiewicz, Kate [REDACTED] amazon.com>
Sent: Thursday, June 1, 2023 10:21 AM
To: Ellerman, Sarah C. EOP/USTR <Sarah_C_Ellerman@ustr.eop.gov>
Subject: [EXTERNAL] morning!

Morning, Sarah!

Sharing the news (in case you haven't heard) that I'm leaving Amazon and heading over to McLarty Associates. Would love to grab lunch when I'm all settled; first day at June 12!

Separately, wanted to pass along a recommendation for a current USTR-er that I understand has applied for a job on your team, [REDACTED]

[REDACTED] I think would be a great asset to you.

Thanks so much – hope you're well (and making some fun summer plans!)

Kate

RE: Hey there!

From: "Wedding, Timothy J. EOP/USTR" <timothy_j_wedding@ustr.eop.gov>
To: "Kalutkiewicz, Kate" [EXEMPTION 6] amazon.com>
Date: Thu, 01 Jun 2023 17:26:59 -0400

Hi Kate,

Great to hear from you and congrats on the new role! Love to connect once you're in your new spot. Lots of changes on our end as well.

Thanks for your recommendation [EXEMPTION 6] I've heard good things from a few people and we are scheduling her for an interview. Appreciate you reaching out and sharing your views!

Best,
Tim

From: Kalutkiewicz, Kate [EXEMPTION 6] amazon.com>
Sent: Thursday, June 1, 2023 10:18 AM
To: Wedding, Timothy J. EOP/USTR <Timothy_J_Wedding@ustr.eop.gov>
Subject: [EXTERNAL] Hey there!

Morning, Tim!

Sharing the news (in case you haven't heard) that I'm leaving Amazon and heading over to McLarty Associates. Would love to grab lunch when I'm all settled; first day at June 12!

Separately, wanted to pass along a recommendation for a current USTR-er that I understand has applied for a job on your team [EXEMPTION 6]

[REDACTED] I think would be a great asset to you.

Thanks so much – hope you're well (and making some fun summer plans!)
Kate

[EXTERNAL] RE: A Cloud Services Security Tutorial?

From: "Thornton, Mary" [REDACTED] amazon.com>
To: "Whitehill, Brandon G. EOP/USTR" <brandon.g.whitehill@ustr.eop.gov>
Date: Thu, 18 May 2023 09:33:16 -0400

Thanks Brandon – see you there.

From: Whitehill, Brandon G. EOP/USTR <Brandon.G.Whitehill@ustr.eop.gov>
Sent: Thursday, May 18, 2023 9:13 AM
To: Thornton, Mary [REDACTED] amazon.com>
Subject: RE: [EXTERNAL]A Cloud Services Security Tutorial?

CAUTION: This email originated from outside of the organization. Do not click links or open attachments unless you can confirm the sender and know the content is safe.

Hi Mary,

Looking forward to our coffee this morning. As an fyi, I'm wearing a blue suit and pink tie.

Best,
Brandon

From: Thornton, Mary [REDACTED] @amazon.com>
Sent: Thursday, May 11, 2023 9:31 AM
To: Whitehill, Brandon G. EOP/USTR <Brandon.G.Whitehill@ustr.eop.gov>
Subject: [EXTERNAL] RE: A Cloud Services Security Tutorial?

Sounds great – see you then.

From: Whitehill, Brandon G. EOP/USTR <Brandon.G.Whitehill@ustr.eop.gov>
Sent: Thursday, May 11, 2023 8:51 AM
To: Thornton, Mary [REDACTED] @amazon.com>
Subject: RE: [EXTERNAL]A Cloud Services Security Tutorial?

CAUTION: This email originated from outside of the organization. Do not click links or open attachments unless you can confirm the sender and know the content is safe.

Good morning Mary,

Thanks for following up on this. I'd be happy to grab coffee and discuss more in person. Next Thurs at 10am works for me—how does Compass Coffee at 17th & H St. sound?

Best,
Brandon

From: Thornton, Mary <EXEMPTION 6@amazon.com>
Sent: Wednesday, May 10, 2023 4:53 PM
To: Whitehill, Brandon G. EOP/USTR <Brandon.G.Whitehill@ustr.eop.gov>; Tanner, Robb S. EOP/USTR <Robert_Tanner@ustr.eop.gov>
Subject: [EXTERNAL] RE: A Cloud Services Security Tutorial?

Hi Brandon,

I was going through my inbox and came across this message from you from months ago now. I'm so sorry to have dropped the thread. In any case, I wanted to follow up with you – could we connect in person next week to discuss next steps? I could be available next Thursday (5/18) between 10-11:30am. Happy to meet at a coffee joint nearby USTR. Let me know.

Best,
Mary

From: Whitehill, Brandon G. EOP/USTR <Brandon.G.Whitehill@ustr.eop.gov>
Sent: Wednesday, September 28, 2022 6:26 PM
To: Tanner, Robb S. EOP/USTR <Robert_Tanner@ustr.eop.gov>; Thornton, Mary <EXEMPTION 6@amazon.com>
Subject: RE: [EXTERNAL] A Cloud Services Security Tutorial?

CAUTION: This email originated from outside of the organization. Do not click links or open attachments unless you can confirm the sender and know the content is safe.

Thanks, Mary and Robb. Mary—nice to virtually meet you.

I'm traveling to London next week, but happy to find a convenient time to connect then or during the following week to provide more background. Briefly, our office represents USTR on CFIUS and in the context of reviewing foreign acquisitions of or investments in the United States, we encounter many U.S. companies that use AWS for their data storage. We think CFIUS member agencies would benefit from a better understanding of how data storage with AWS works and particularly the security measures that protect that data.

Best,
Brandon



Brandon G. Whitehill
Director for Investment
Office of the U.S. Trade Representative
O: (202) 395-9533 | M: EXEMPTION 6
Brandon.G.Whitehill@ustr.eop.gov

From: Tanner, Robb S. EOP/USTR <Robert_Tanner@ustr.eop.gov>
Sent: Wednesday, September 28, 2022 1:51 PM
To: Thornton, Mary <EXEMPTION 6@amazon.com>
Cc: Whitehill, Brandon G. EOP/USTR <Brandon.G.Whitehill@ustr.eop.gov>
Subject: RE: A Cloud Services Security Tutorial?

Mary,

Thanks – yes next week would be great. I'm looping in my colleague Brandon Whitehill who can also help explain what we are looking for.

From: Thornton, Mary [REDACTED] <[REDACTED]@amazon.com>
Sent: Wednesday, September 28, 2022 1:45 PM
To: Tanner, Robb S. EOP/USTR <Robert_Tanner@ustr.eop.gov>
Subject: [EXTERNAL] Re: A Cloud Services Security Tutorial?

Hey Robb,

We'd be happy to do it. I'm in Geneva this week for WTO Public Forum. Can we connect by phone next week so I can get a bit more background?

Best,
Mary

Sent from my iPhone

On Sep 27, 2022, at 16:29, Tanner, Robb S. EOP/USTR <Robert_Tanner@ustr.eop.gov> wrote:

CAUTION: This email originated from outside of the organization. Do not click links or open attachments unless you can confirm the sender and know the content is safe.

Mary,

Hope all is well! Would AWS be able and willing to make a presentation to USTR (and possibly some of the other agencies on CFIUS) on security practices AWS uses with its cloud services? I am looking for something more on an operational level -- the actual threats and tools available to AWS (and industry wide practices too).

Thanks,
Robb

Robb Tanner
Office of the United States Trade Representative
Director for ICT Services & Digital Trade
Mobile: [REDACTED]
Email: rtanner@ustr.eop.gov

RE: Request for a meeting

From: "Rogers, Michael A. EOP/USTR" <michael.a.rogers@ustr.eop.gov>
To: "Thornton, Mary" [REDACTED] amazon.com>
Cc: "Tanner, Robb S. EOP/USTR" <robert_tanner@ustr.eop.gov>
Date: Thu, 18 May 2023 18:32:34 -0400

Mary,

We will meet on Monday at Noon. I expect attendance from State, USTR and BIS. I will let you know if others plan to join. I will send a link tomorrow.

Mike

From: Thornton, Mary [REDACTED] amazon.com>
Sent: Wednesday, May 17, 2023 4:18 PM
To: Rogers, Michael A. EOP/USTR <Michael.A.Rogers@ustr.eop.gov>
Cc: Tanner, Robb S. EOP/USTR <Robert_Tanner@ustr.eop.gov>
Subject: [EXTERNAL] RE: Request for a meeting

Thanks Mike. In the meantime, I'll block 11am-1pm on Monday.

Best,
Mary

From: Rogers, Michael A. EOP/USTR <Michael.A.Rogers@ustr.eop.gov>
Sent: Wednesday, May 17, 2023 4:16 PM
To: Thornton, Mary [REDACTED] amazon.com>
Cc: Tanner, Robb S. EOP/USTR <Robert_Tanner@ustr.eop.gov>
Subject: RE: [EXTERNAL] Request for a meeting

CAUTION: This email originated from outside of the organization. Do not click links or open attachments unless you can confirm the sender and know the content is safe.

Sometime between 11 am – 1 pm would work for me. Noon would be best. Let me survey the interagency.

From: Thornton, Mary [REDACTED] amazon.com>
Sent: Wednesday, May 17, 2023 2:23 PM
To: Rogers, Michael A. EOP/USTR <Michael.A.Rogers@ustr.eop.gov>
Cc: Tanner, Robb S. EOP/USTR <Robert_Tanner@ustr.eop.gov>
Subject: [EXTERNAL] RE: Request for a meeting

Hi Mike,

Sure, we can make Monday work if that's the best day on your end. Thanks for the suggestion to open the meeting up to interagency colleagues – no objections from us. Could you look in the 11-2pm timeframe on Monday?

Best,
Mary

From: Rogers, Michael A. EOP/USTR <Michael.A.Rogers@ustr.eop.gov>
Sent: Wednesday, May 17, 2023 12:32 PM
To: Thornton, Mary EXEMPTION 6 <[\[REDACTED\]@amazon.com](mailto:[REDACTED]@amazon.com)>
Cc: Tanner, Robb S. EOP/USTR <Robert_Tanner@ustr.eop.gov>
Subject: RE: [EXTERNAL]Request for a meeting

CAUTION: This email originated from outside of the organization. Do not click links or open attachments unless you can confirm the sender and know the content is safe.

Hi Mary,

Adding Robb. I seem to recall that Robb is out of the office on Friday so I think it would be best if we could look for a time next week. Can I open up the meeting to interagency colleagues that are tracking EUCS?

Mike

From: Thornton, Mary EXEMPTION 6 <[\[REDACTED\]@amazon.com](mailto:[REDACTED]@amazon.com)>
Sent: Wednesday, May 17, 2023 10:19 AM
To: Rogers, Michael A. EOP/USTR <Michael.A.Rogers@ustr.eop.gov>
Subject: [EXTERNAL] Request for a meeting

Hi Mike—

I hope you are well. I would like to seek a meeting to discuss new developments regarding the EU's Cloud Cybersecurity Scheme (EUCS). As you may know, ENISA, the European Commission, and Member States will meet on May 26 to discuss a new draft. We'd appreciate an opportunity to meet with you prior to that meeting to share some perspectives. Would this Friday (5/19) work for you?

Thanks in advance for your consideration.

Best,
Mary

Mary Thornton | **Amazon**
Head of AWS Trade and Export Control Policy
EXEMPTION 6 <[\[REDACTED\]@amazon.com](mailto:[REDACTED]@amazon.com)>

RE: Follow-up

From: "Whitehill, Brandon G. EOP/USTR" <brandon.g.whitehill@ustr.eop.gov>
To: "Prescott, Jennifer" [REDACTED] amazon.com>
Cc: "Thornton, Mary" [REDACTED] amazon.com>
Date: Fri, 19 May 2023 12:51:49 -0400

Hi Jennifer and Mary,

Thanks very much for the productive discussion yesterday. I'll take a look at this blog post and touch base with Treasury CFIUS colleagues, and then revert with any further topic steers we have.

Hope you both have a great weekend.

Best,
Brandon

From: Prescott, Jennifer [REDACTED] amazon.com>
Sent: Thursday, May 18, 2023 2:41 PM
To: Whitehill, Brandon G. EOP/USTR <Brandon.G.Whitehill@ustr.eop.gov>
Cc: Thornton, Mary [REDACTED] amazon.com>
Subject: [EXTERNAL] Follow-up

Hi Brandon,

It was a pleasure to meet you today. This is the [blog](#) that I mentioned. Mary and I will circle back with a recommendation for the briefing we discussed and some possible date windows. But please reach out with any further questions or a steer on topics.

Thanks again for taking the time, Jennifer

Jennifer Prescott

Director for AWS Public Policy | International Trade & Tax, and Latin America Policy

E: [REDACTED]@amazon.com [REDACTED]
aws.amazon.com



Work hard. Have fun. Make history.

Question on Japan cloud procurement issue

From: "Fumagalli, Danielle C. EOP/USTR" <danielle.c.fumagalli@ustr.eop.gov>
To: EXEMPTION B amazon.com
Cc: "Tanner, Robb S. EOP/USTR" <robert_tanner@ustr.eop.gov>, "Psillos, Kathryn W. EOP/USTR" <kathryn.w.psillos@ustr.eop.gov>
Date: Wed, 23 Aug 2023 15:14:48 -0400

Hi Mary, I believe we worked together briefly at USTR and have run into each other since then at Chamber and ITAC briefings but haven't emailed before. I cover Japan digital issues at USTR. I think you're the right person at Amazon to ask about this issue but please forward me along if not!

I'm reaching out because we've seen reports in the Japanese press that Japan's Digital Agency intends to lower their standards for government cloud procurements specifically to allow Japanese companies aiming to enter the market to compete, and also change their rules to allow "partnerships" between companies to meet the standards. Currently only four U.S. companies (Amazon, Microsoft, Google, and Oracle) have been able to meet Japan's requirements. Given Japan's big digitization push, we think this has the potential to affect a large amount of procurement dollars.

Japan's Digital Agency has agreed to have a call with us sometime next week to discuss their plans. It would be helpful if before that discussion we could get a take from Amazon on how problematic this change would be for you, or any other info you'd like to share. I've also reached out to Google, Microsoft, and Oracle with the same question. I'm sharing the link to the original article below in Japanese in case you'd like to share it with one of your local reps.

[政府クラウドの「国産」後押し、選定要件を緩和へ...現在は米IT大手のみ：読売新聞 \(yomiuri.co.jp\)](https://www.yomiuri.co.jp/article/20230823-001)

Thanks,
Danielle

Danielle Fumagalli
Deputy Assistant U.S. Trade Representative for Japan
Office of the United States Trade Representative
202-395-9568

RE: Any chance to move the meeting Tuesday morning?

From: "Hurtado, Rufino EOP/USTR" <rufino.hurtado@ustr.eop.gov>
To: "Burton, Gregory S (USEU)" [REDACTED]state.gov>, "Giovenco, Ari" [REDACTED]amazon.com>
Cc: "Beraud, Julie (USEU)" [REDACTED]state.gov>
Date: Wed, 24 May 2023 12:13:22 -0400

Likewise, enjoyed meeting you and Arrow as well, and look forward to remaining in touch.

Thanks also for sharing the materials we discussed.

Safe trip back.

Rufino Hurtado
Office of the U.S. Trade Representative
[REDACTED]

From: Burton, Gregory S (USEU) [REDACTED]state.gov>
Sent: Wednesday, May 24, 2023 4:02 PM
To: Giovenco, Ari [REDACTED]amazon.com>; Hurtado, Rufino EOP/USTR <Rufino.Hurtado@ustr.eop.gov>
Cc: Beraud, Julie (USEU) [REDACTED]state.gov>
Subject: RE: Any chance to move the meeting Tuesday morning?

Thanks very much, Ari. Great to meet you.

Best,

Greg

From: Giovenco, Ari [REDACTED]amazon.com>
Sent: Wednesday, May 24, 2023 10:34 AM
To: Hurtado, Rufino EOP/USTR <Rufino.Hurtado@ustr.eop.gov>
Cc: Beraud, Julie (USEU) [REDACTED]state.gov>; Burton, Gregory S (USEU) [REDACTED]state.gov>
Subject: RE: Any chance to move the meeting Tuesday morning?

Business confidential

Hi Rufino and Greg,

Great meeting you both yesterday. I wanted to sharing a few items here in follow-up: the bipartisan [letter](#) from Senators Wyden and Crapo, the recent CSIS [report](#) on the broader impacts of the EU's agenda on US economic and national security, a WSJ [piece](#) that cites Sec. Raimondo's

interventions, and a multi-trade association [letter](#) to President Biden urging him to defend U.S. companies from protectionism in Europe.

Thanks,
Ari

From: Giovenco, Ari [EXEMPTION 6amazon.com](#)>
Sent: Tuesday, May 23, 2023 9:24 AM
To: Hurtado, Rufino EOP/USTR <Rufino.Hurtado@ustr.eop.gov>
Cc: [EXEMPTION 6@state.gov](#); Johnson, Nathan [EXEMPTION 6@amazon.com](#); Burton, Gregory S (USEU) [EXEMPTION 6state.gov](#)>
Subject: Re: [EXTERNAL] Any chance to move the meeting Tuesday morning?

Terrific. We'll plan to see you both then. Thanks again.

On May 23, 2023, at 9:10 AM, Hurtado, Rufino EOP/USTR <Rufino.Hurtado@ustr.eop.gov> wrote:

CAUTION: This email originated from outside of the organization. Do not click links or open attachments unless you can confirm the sender and know the content is safe.

Thanks Ari. I spoke with Greg just now and am adding him here. We can combine our meetings, if that's fine with you?

If so, getting access to the Mission can be complicated, so easier for us to meet offsite at this point. We can meet at Leopold Café Arts Loi at 1 PM.

Let us know.

Thanks.

Rufino Hurtado
Office of the U.S. Trade Representative
[EXEMPTION 6](#)

From: Giovenco, Ari [EXEMPTION 6amazon.com](#)>
Sent: Tuesday, May 23, 2023 8:51 AM
To: Hurtado, Rufino EOP/USTR <Rufino.Hurtado@ustr.eop.gov>
Cc: [EXEMPTION 6state.gov](#); Johnson, Nathan [EXEMPTION 6amazon.com](#)>
Subject: [EXTERNAL] Re: Any chance to move the meeting Tuesday morning?

We were planning to meet with Greg Burton at the Mission at 2pm, so happy to come there if it's easier. If not, we can look at options for coffee.

On May 23, 2023, at 8:32 AM, Hurtado, Rufino EOP/USTR <Rufino.Hurtado@ustr.eop.gov> wrote:

CAUTION: This email originated from outside of the organization. Do not click links or open attachments unless you can confirm the sender and know the content is safe.

Hi Ari. Yes, today at 1 PM still works for me. Ideally, we can meet somewhere near the U.S. Mission. Let me know if you have a location in mind, otherwise I can suggest a few options to meet for coffee.

Thanks, and see you both at 1 PM.

Rufino Hurtado
Office of the U.S. Trade Representative

EXEMPTION 6

From: Giovenco, Ari EXEMPTION 6@amazon.com>
Sent: Tuesday, May 23, 2023 8:27 AM
To: Hurtado, Rufino EOP/USTR <Rufino.Hurtado@ustr.eop.gov>; EXEMPTION 6@state.gov
Cc: Johnson, Nathan EXEMPTION 6@amazon.com>
Subject: [EXTERNAL] Re: Any chance to move the meeting Tuesday morning?

Hi Rufino,

Wanted to check back if 1pm still works for you today.

Thanks,
Ari

On May 22, 2023, at 4:20 PM, Giovenco, Ari EXEMPTION 6@amazon.com> wrote:

Moving Kate to bcc and adding Nathan who is helping with Arrow's calendar.

Hi Rufino,

Nice to be in touch. 1pm works for us. James Waterworth for our EU office may also join the meeting. Let us know if you need anything else from us to confirm.

Thanks,
Ari

AAri Giovenco | Senior Manager, U.S. Trade Policy | Amazon
EXEMPTION 6 amazon.com | EXEMPTION 6

From: Hurtado, Rufino EOP/USTR <Rufino.Hurtado@ustr.eop.gov>
Sent: Friday, May 19, 2023 11:05 AM
To: Kalutkiewicz, Kate EXEMPTION 6 amazon.com>; EXEMPTION 6 state.gov
Cc: Giovenco, Ari EXEMPTION 6 amazon.com>
Subject: RE: [EXTERNAL]Any chance to move the meeting Tuesday morning?

CAUTION: This email originated from outside of the organization. Do not click links or open attachments unless you can confirm the sender and know the content is safe.

Sorry to hear that, Kate, but we'll catch you next time.

And welcome meeting with Ari and Arrow a bit later on Tuesday. Would 1 PM work?

If so, we can meet for coffee somewhere near the Mission.

Thanks.

Rufino Hurtado
Office of the U.S. Trade Representative
EXEMPTION 6

From: Kalutkiewicz, Kate EXEMPTION 6 amazon.com>
Sent: Friday, May 19, 2023 4:52 PM
To: Hurtado, Rufino EOP/USTR <Rufino.Hurtado@ustr.eop.gov>; EXEMPTION 6 @state.gov
Cc: Giovenco, Ari EXEMPTION 6 amazon.com>
Subject: [EXTERNAL] Any chance to move the meeting Tuesday morning?

Hi guys!

First of all – I am really sorry, but I'm not able to make it to Brussels next week after all.



But! Ari (cc'ed) will be traveling with Arrow, and they'd still really like to come meet with you and the team. They aren't arriving until Tuesday morning, so 9:00 is probably not going to work out. I know your schedule is tough, but is there any chance to push this back a bit on Tuesday? Wednesday also an option if you can grab a quick coffee?

Thanks, really appreciate any flexibility you have.

Kate

[EXTERNAL] around this afternoon?

From: Nicholas Bramble **EXEMPTION 6**google.com>
To: "Siordia, Matthew T. EOP/USTR" <matthew.t.siordia@ustr.eop.gov>
Date: Fri, 26 May 2023 15:04:29 -0400

Happy to catch up briefly if you're around. I'm **EXEMPTION 6**.

[EXTERNAL] Re: Canada

From: Nicholas Bramble [EXEMPTION 6@google.com](#)
To: "Boron, Andrea W. EOP/USTR" <andrea.w.boron@ustr.eop.gov>
Cc: "Oliver, Randall T. EOP/USTR" <randall.t.oliver@ustr.eop.gov>, "Tanner, Robb S. EOP/USTR" <robert_tanner@ustr.eop.gov>
Date: Wed, 21 Jun 2023 09:16:03 -0400
Attachments: FT Canada piece.pdf (1.3 MB)

Fyi, also passing along a well-grounded piece in the Financial Times on these issues.
Thanks,
Nick

On Mon, Jun 5, 2023, 3:11 PM Nicholas Bramble [EXEMPTION 6@google.com](#) wrote:
Thanks very much, Andrea and team. Our public comments are included in full in the following post:

<https://blog.google/intl/en-ca/company-news/outreach-initiatives/our-senate-testimony-on-bill-c-18/>

In addition, here is a list of key concerns and proposed amendments that we provided to the Committee:

[>https://sencanada.ca/Content/Sen/Committee/441/TRCM/briefs/2023-05-03_TRCM_C-18_Brief_Google_e.pdf<](https://sencanada.ca/Content/Sen/Committee/441/TRCM/briefs/2023-05-03_TRCM_C-18_Brief_Google_e.pdf)

Please let me know if you have any questions.
Best,
Nick

On Mon, Jun 5, 2023 at 1:01 PM Boron, Andrea W. EOP/USTR <Andrea.W.Boron@ustr.eop.gov> wrote:

Nick,

Thanks to you and Semhar for your time earlier this morning.

Quick question – are you able share Google's public comments or link to the public record please?

Thank you!

Andrea

Andrea W. Boron

[EXEMPTION 6](#) (Cell)

-----Original Appointment-----

From: Boron, Andrea W. EOP/USTR
Sent: Monday, June 5, 2023 9:42 AM
To: Boron, Andrea W. EOP/USTR; Nicholas Bramble

Cc: Oliver, Randall T. EOP/USTR; Tanner, Robb S. EOP/USTR

Subject: Canada

When: Monday, June 5, 2023 10:30 AM-11:00 AM (UTC-05:00) Eastern Time (US & Canada).

Where:

EXEMPTION 6



Hi there,

Andrea Boron is
inviting you to a
scheduled ZoomGov
meeting.

[Join Zoom Meeting](#)

One tap mobile:

EXEMPTION 6

Meeting URL:

EXEMPTION 6

Meeting ID:

EXEMPTION 6

Passcode:

EXEMPTION 6

Join by Telephone

For higher quality, dial
a number based on
your current location.

Dial:

EXEMPTION 6
[REDACTED]
[REDACTED]
[REDACTED]
[REDACTED]
[REDACTED]

Meeting ID:

EXEMPTION 6

Passcode:

EXEMPTION 6

[International numbers](#)

**Join from an
H.323/SIP room
system**

H.323:

EXEMPTION 6
[REDACTED]

Meeting ID:

EXEMPTION 6

Passcode:

EXEMPTION 6

SIP:

EXEMPTION 6

Passcode:

EXEMPTION 6

From: Nicholas Bramble [EXEMPTION 6@google.com](#)
Sent: Monday, June 5, 2023 9:40 AM
To: Boron, Andrea W. EOP/USTR <Andrea.W.Boron@ustr.eop.gov>
Cc: Oliver, Randall T. EOP/USTR <Randall.T.Oliver@ustr.eop.gov>; Tanner, Robb S. EOP/USTR <Robert.Tanner@ustr.eop.gov>
Subject: Re: [EXTERNAL] Canada call?

Hi Andrea - Yes it would - thank you!

Best,

Nick

On Mon, Jun 5, 2023 at 9:39 AM Boron, Andrea W. EOP/USTR
<Andrea.W.Boron@ustr.eop.gov> wrote:

Hi Nick –

Apologies for the delay here. Would 10:30 this morning work? If so I can share a zoom link ASAP.

Thanks, Andrea

Andrea W. Boron

EXEMPTION 6 (Cell)

From: Nicholas Bramble **EXEMPTION 6** google.com>

Sent: Friday, June 2, 2023 11:47 AM

To: Boron, Andrea W. EOP/USTR <Andrea.W.Boron@ustr.eop.gov>

Cc: Oliver, Randall T. EOP/USTR <Randall.T.Oliver@ustr.eop.gov>; Tanner, Robb S. EOP/USTR <Robert.Tanner@ustr.eop.gov>

Subject: Re: [EXTERNAL] Canada call?

Sure, early next week would be good. Would Monday 10-12 or Tuesday 12:30-2 work, by any chance?

Thanks,

Nick

On Wed, May 31, 2023 at 11:23 AM Boron, Andrea W. EOP/USTR
<Andrea.W.Boron@ustr.eop.gov> wrote:

Hi Nick,

I believe Randall is out this week – Robb and I can connect on anything urgent, but perhaps we can all plan to speak early next week?

Please let me know.

Thanks,

Andrea

Andrea W. Boron

EXEMPTION 6 (Cell)

From: Nicholas Bramble [EXEMPTION 6 google.com](#)>
Sent: Tuesday, May 30, 2023 10:22 AM
To: Oliver, Randall T. EOP/USTR <Randall.T.Oliver@ustr.eop.gov>; Boron, Andrea W. EOP/USTR <Andrea.W.Boron@ustr.eop.gov>; Tanner, Robb S. EOP/USTR <Robert.Tanner@ustr.eop.gov>
Subject: [EXTERNAL] Canada call?

Hi Randall, Andrea, and Robb - Would you have some time for a call on upcoming developments in Canada early this week?

Thanks very much,

Nick

Opinion **Inside Business**

Big Tech vs Canada: another test case for media

Google and Meta facing demands to pay up to support a local news industry

RICHARD WATERS



Meta and Google are preparing the ground for excising news links from their services in Canada © REUTERS

Richard Waters JUNE 15 2023

Short of an unlikely political U-turn or corporate climbdown in the next few days, there will soon be headlines about how Big Tech is clashing with a sovereign nation over demands that it pay up to support a local news industry.

Canada's parliament is moving swiftly towards finalising a law that would force the big internet platforms to pay news publishers for linking to their content, with a conclusion expected by the end of next week. That would make it the first country to follow the lead set by Australia's [News Media Bargaining Code](#) three years ago.

In Australia, last-minute changes to the law averted a threat from Google and Meta to prevent their services there showing links to stories from local news publishers. This time, the chances of a compromise look slimmer.

If the aim in Australia was to create a stronger financial foundation for a struggling news industry, the outcome was messy. It led Google and Meta to strike private deals with media companies. The terms of those deals have never been made public, making it difficult to assess how the money was used or what the overall impact on the Australian news industry has been.

Canada's approach to the issue looks like the nation will avoid those shortcomings, but the outcome could end up being worse for both internet users and news publishers, with Meta and Google preparing the ground for excising news links from their services in the country.

As in Australia, public debate over the issue has been distorted by rhetoric that depicts the tech companies as rapacious bullies. There may be a case for a country to seek ways to support a struggling news industry, and for taxing a group of highly profitable tech companies to provide the cash. But that doesn't mean tech has somehow plundered the local news business.

Canada has justified its planned law on the grounds that it will lead to ["fair"](#) revenue sharing between the tech and media companies, suggesting that the current arrangement is in some way unfair. The big tech platforms have certainly benefited from including links to news in their services. But this hasn't come at the expense of the publishers, who profit from the traffic this generates.

It isn't that Google and Facebook enjoyed a free ride on the backs of the news industry's valuable content, so much as that they were part of a brutally disruptive wave of technology that undermined the sector's economic worth. Whatever the economic reality, however, political pragmatism came out on top in Australia.

Canada's new law, by contrast, would force arbitration on companies, rather than allowing for commercial negotiation. The tech companies complain that it would also expose them to an open-ended liability for "disadvantaging" any news business, something that would make it hard to prioritise the most reliable news over lower-quality content. The law would apply more widely than in Australia, to any organisation with at least two journalists, and even to companies that aren't online.

It may be that the tech companies will eventually decide to stomach these and other provisions, but the signs are not good. Facebook and Instagram last week tested [blocking news links](#) for some users in Canada, following a similar Google test earlier in the year. The tests felt like brinkmanship, leading prime minister Justin Trudeau last week to accuse the companies of "bullying tactics".

As Canada heads for a showdown, the long history of the news industry's clashes with Big Tech show that there are other, less confrontational solutions.

Spain's attempt to force Google to pay publishers led to the closure of Google News there in 2014. But the service was reinstated last year after Europe's Copyright Directive brought changes in the law that created a way for publishers to be paid for short "snippets" of news.

The directive has led to deals with publishers across Europe. Google has also experimented with new formats, sharing revenue with publishers: Its News Showcase, which gives publishers more control over how their content is displayed, has now spread to 22 countries, including Canada.

It has also proposed establishing a fund in Canada that the tech companies could pay into to back initiatives designed to help local publishers — a far cleaner way to use tech profits to subsidise digital transformation in the news industry. But with political opposition to the tech companies hardening, it looks like the time for compromise is over.

richard.waters@ft.com

[Copyright](#) The Financial Times Limited 2023. All rights reserved.

RE: USTR Announces Sarah Ellerman as Assistant U.S. Trade Representative for Southeast Asia and the Pacific

From: "Ellerman, Sarah C. EOP/USTR" <sarah_c_ellerman@ustr.eop.gov>
To: "Augerot, Arrow" [REDACTED]amazon.com>
Date: Fri, 23 Jun 2023 14:49:08 -0400

Thanks. Unfortunately, my schedule is pretty crazy for the next three weeks. Are you around the week of July 24th; perhaps we could get coffee then?

Best Regards,
Sarah

Sarah C. Ellerman
Assistant USTR for Southeast Asia and the Pacific
Office of the United States Trade Representative
[REDACTED] (work cell phone)



Diversity Equity Inclusion Accessibility (DEIA) Council

From: Augerot, Arrow [REDACTED]amazon.com>
Sent: Friday, June 23, 2023 2:18 PM
To: Ellerman, Sarah C. EOP/USTR <Sarah_C_Ellerman@ustr.eop.gov>
Subject: [EXTERNAL] RE: USTR Announces Sarah Ellerman as Assistant U.S. Trade Representative for Southeast Asia and the Pacific

Everything is good with me – it would be fun to get coffee sometime soon and catch up. Let me know if you are around over the next couple weeks.

Arrow

From: Ellerman, Sarah C. EOP/USTR <Sarah_C_Ellerman@ustr.eop.gov>
Sent: Friday, June 23, 2023 12:51 PM
To: Augerot, Arrow [REDACTED]amazon.com>
Subject: RE: [EXTERNAL] USTR Announces Sarah Ellerman as Assistant U.S. Trade Representative for Southeast Asia and the Pacific

CAUTION: This email originated from outside of the organization. Do not click links or open attachments unless you can confirm the sender and know the content is safe.

Thank you, Arrow! I hope all is well!

Sarah C. Ellerman
Assistant USTR for Southeast Asia and the Pacific

Office of the United States Trade Representative

EXEMPTION 6 (work cell phone)



Diversity Equity Inclusion Accessibility (DEIA) Council

From: Augerot, Arrow <EXEMPTION 6@amazon.com>

Sent: Friday, June 23, 2023 12:25 PM

To: Ellerman, Sarah C. EOP/USTR <Sarah_C_Ellerman@ustr.eop.gov>

Subject: [EXTERNAL] FW: USTR Announces Sarah Ellerman as Assistant U.S. Trade Representative for Southeast Asia and the Pacific

Congrats! So happy to see this. Arrow

From: USTR Press Office <ustrpressoffice@ustr.eop.gov>

Sent: Friday, June 23, 2023 8:03 AM

To: Augerot, Arrow <EXEMPTION 6@amazon.com>

Subject: [EXTERNAL] USTR Announces Sarah Ellerman as Assistant U.S. Trade Representative for Southeast Asia and the Pacific

CAUTION: This email originated from outside of the organization. Do not click links or open attachments unless you can confirm the sender and know the content is safe.



[View this email in your browser](#)

FOR IMMEDIATE RELEASE

June 23, 2023

CONTACT: media@ustr.eop.gov

**USTR Announces Sarah Ellerman as Assistant U.S. Trade Representative
for Southeast Asia and the Pacific**

WASHINGTON – The Office of the United States Trade Representative today announced that Sarah Ellerman will serve as the Assistant United States Trade Representative for Southeast Asia and the Pacific. Ellerman has more than two decades of experience in developing and implementing trade policy and has served in several key roles in USTR, including most recently as Assistant USTR for Southeast Asia and the Pacific (Acting).

Ellerman will continue to serve as the Indo-Pacific Economic Framework Pillar I Chief Negotiator.

“The Biden-Harris Administration is committed to deepening our economic engagement throughout Southeast Asia and the Pacific, and Sarah has played an essential role in delivering on that vision,” said **Ambassador Katherine Tai**. “As USTR’s chief negotiator for the Indo-Pacific Economic Framework, she is developing an ambitious framework that will strengthen our ties to a dynamic and critical region. I congratulate Sarah on today’s announcement and am excited for her to continue representing our office throughout Southeast Asia.”

USTR’s Office of Southeast Asia and the Pacific seeks to enhance bilateral trade and investment relations with the countries of Southeast Asia, as well as Australia, New Zealand, and the Pacific Islands.

The office also works to advance relations regionally through initiatives with the

Association of Southeast Asian Nations (ASEAN).

Sarah Ellerman, Assistant United States Trade Representative for Southeast Asia and the Pacific

Sarah Ellerman has over twenty years of experience in developing and implementing trade policy in the areas of manufacturing, services, and investment in markets around the world. Prior to her current position, Sarah served as Deputy Assistant USTR for Southeast Asia and the Pacific. Sarah joined USTR's Office of Services & Investment in 2014, where she led negotiation and implementation of trade agreements relating to financial services, including the U.S. – Mexico – Canada Agreement, U.S. – Japan Digital Trade Agreement, U.S. and China Economic and Trade Agreement, U.S.- UK Covered Agreement, the U.S. – EU Covered Agreement, the Transatlantic Trade and Investment Partnership and the Trans-Pacific Partnership. Ms. Ellerman came to USTR from the U.S. Department of Commerce, where she held a variety of roles in the International Trade Administration working on trade remedy issues, including as Senior Advisor to the Assistant Secretary for Enforcement and Compliance. Ms. Ellerman was selected by the U.S. Department of Commerce to participate in the Brookings Institution's Legis Congressional Fellowship program, where she worked on legislation related to trade and manufacturing matters for a U.S. Senator. Ms. Ellerman previously served as First Secretary in the Commercial Section of the U.S. Embassy in Beijing, China. Sarah is a graduate of Hollins College.

###

U.S. Trade Representative Press Office

Re: [EXTERNAL] Fwd: USTR Announces Sarah Ellerman as Assistant U.S. Trade Representative for Southeast Asia and the Pacific

From: "Ellerman, Sarah C. EOP/USTR" <sarah_c_ellerman@ustr.eop.gov>
To: "Prescott, Jennifer" [REDACTED] amazon.com>
Date: Fri, 23 Jun 2023 09:46:19 -0400

Thank you, Jennifer. I will be on official travel so missing the WITA dinner, unfortunately.

Sent from my iPhone

On Jun 23, 2023, at 8:35 AM, Prescott, Jennifer [REDACTED] amazon.com> wrote:

Congratulations Sarah! Well earned.
Hope to see you in a few weeks at the WITA dinner.
Best, Jennifer

Begin forwarded message:

From: USTR Press Office <ustrpressoffice@ustr.eop.gov>
Date: June 23, 2023 at 8:03:40 AM EDT
To: "Prescott, Jennifer" [REDACTED] amazon.com>
Subject: [EXTERNAL] USTR Announces Sarah Ellerman as Assistant U.S. Trade Representative for Southeast Asia and the Pacific
Reply-To: USTR Press Office <ustrpressoffice@ustr.eop.gov>



[EXTERNAL] Update on Canada's Bill C-18

From: Nicholas Bramble [EXEMPTION 6](#)google.com>
To: "White, Jayme R. EOP/USTR" <jayme.r.white@ustr.eop.gov>
Cc: "Watson, Daniel L. EOP/USTR" <daniel_watson@ustr.eop.gov>, "Schagrin, Kenneth A. EOP/USTR" <kenneth_schagrin@ustr.eop.gov>, David Weller [EXEMPTION 6](#)google.com>, Ria Strasser-Galvis [EXEMPTION 6](#)google.com>
Date: Thu, 29 Jun 2023 22:53:42 -0400

Dear Ambassador White,

I wanted to make you aware of our recent [announcement](#) that when Bill C-18 takes effect, we unfortunately will need to remove links to Canadian news from our Search, News and Discover products in Canada.

We have been clear that we are prepared to do more to support and fund journalism through our programs and partnerships, including during appearances before the [Standing Committee on Canadian Heritage](#) and the [Senate Committee on Transport and Communications](#), and through balanced [recommendations and amendments](#). However, the Canadian government has not been willing to address key areas of concern.

The reality of Bill C-18 is that it creates an extreme level of business uncertainty and uncapped financial liability, while establishing a precedent of forced payment for links that would be damaging to the entire Internet ecosystem. This is unreasonable, and unfortunately, we were left with no choice but to suspend linking to Canadian news publishers when the Bill takes effect. We've provided some additional global context about our decision [here](#).

We did not take this decision lightly. We plan to participate in the regulatory process and will continue to be transparent with the US government, with Canadians, and with publishers as we move forward. We hope that there will be a viable path to continue providing links to Canadian news.

Please let us know if you would like to discuss further.

Thanks very much,
Nick

[EXTERNAL] RE: Catch Up

From: "Smith-Vaughan, Reuben" [REDACTED]amazon.com>
To: "Young, Braeden P. EOP/USTR" <braeden.p.young@ustr.eop.gov>
Date: Mon, 10 Jul 2023 10:01:44 -0400

Perfect, look forward to catching up on Friday.

Best,
Reuben

From: Young, Braeden P. EOP/USTR <Braeden.P.Young@ustr.eop.gov>
Sent: Monday, July 10, 2023 9:58 AM
To: Smith-Vaughan, Reuben [REDACTED]amazon.com>
Subject: RE: [EXTERNAL]Catch Up

CAUTION: This email originated from outside of the organization. Do not click links or open attachments unless you can confirm the sender and know the content is safe.

Would suggest 10am Friday at the Starbucks on 17th and Penn.

From: Smith-Vaughan, Reuben [REDACTED]amazon.com>
Sent: Monday, July 10, 2023 9:53 AM
To: Young, Braeden P. EOP/USTR <Braeden.P.Young@ustr.eop.gov>
Subject: [EXTERNAL] RE: Catch Up

Yes, let me know where works best.

Reuben

From: Young, Braeden P. EOP/USTR <Braeden.P.Young@ustr.eop.gov>
Sent: Monday, July 10, 2023 9:36 AM
To: Smith-Vaughan, Reuben [REDACTED]amazon.com>
Subject: RE: [EXTERNAL]Catch Up

CAUTION: This email originated from outside of the organization. Do not click links or open attachments unless you can confirm the sender and know the content is safe.

Could you do Fri morning?

From: Smith-Vaughan, Reuben [REDACTED]amazon.com>
Sent: Monday, July 10, 2023 9:31 AM
To: Young, Braeden P. EOP/USTR <Braeden.P.Young@ustr.eop.gov>
Subject: [EXTERNAL] Catch Up

Braeden,

Great running into you in Mexico and hope the trip went well. Do you have time for coffee this week?

Best,
Reuben

Reuben Smith-Vaughan | Director, Latin Am **EXEMPTION 6**
[REDACTED] M 202-294-2728

Work hard. Have fun. Make history.

[EXTERNAL] RE: Canceled: coffee

From: "Smith-Vaughan, Reuben" [REDACTED]amazon.com>
To: "Young, Braeden P. EOP/USTR" <braeden.p.young@ustr.eop.gov>
Date: Thu, 13 Jul 2023 10:50:13 -0400

Works for me!

From: Young, Braeden P. EOP/USTR <Braeden.P.Young@ustr.eop.gov>
Sent: Thursday, July 13, 2023 10:49 AM
To: Smith-Vaughan, Reuben [REDACTED]amazon.com>
Subject: RE: [EXTERNAL]Canceled: coffee

CAUTION: This email originated from outside of the organization. Do not click links or open attachments unless you can confirm the sender and know the content is safe.

Could do 5-5:30pm Friday

From: Smith-Vaughan, Reuben [REDACTED]amazon.com>
Sent: Thursday, July 13, 2023 10:47 AM
To: Young, Braeden P. EOP/USTR <Braeden.P.Young@ustr.eop.gov>
Subject: [EXTERNAL] Re: Canceled: coffee

Sorry, was trying to move things. I could do 5 pm? If not, next week?

Reuben

On Jul 13, 2023, at 10:28 AM, Young, Braeden P. EOP/USTR <Braeden.P.Young@ustr.eop.gov> wrote:

CAUTION: This email originated from outside of the organization. Do not click links or open attachments unless you can confirm the sender and know the content is safe.

Free anytime after 2pm

From: Smith-Vaughan, Reuben [REDACTED]amazon.com>
Sent: Thursday, July 13, 2023 10:27 AM
To: Young, Braeden P. EOP/USTR <Braeden.P.Young@ustr.eop.gov>
Subject: [EXTERNAL] RE: Canceled: coffee

No worries! Would 1 pm work?

-----Original Appointment-----

From: Young, Braeden P. EOP/USTR <Braeden.P.Young@ustr.eop.gov>
Sent: Thursday, July 13, 2023 10:22 AM

To: Smith-Vaughan, Reuben

Subject: [EXTERNAL] Canceled: coffee

When: Friday, July 14, 2023 10:00 AM-10:45 AM (UTC-05:00) Eastern Time (US & Canada).

Where: Starbucks - 17th and Penn

Importance: High

CAUTION: This email originated from outside of the organization. Do not click links or open attachments unless you can confirm the sender and know the content is safe.

And just like that I have a conflict. Any availability in the afternoon?

[EXTERNAL] tax update?

From: Nicholas Bramble EXEMPTION 6google.com>
To: "Peisch, Greta M. EOP/USTR" <greta.m.peisch@ustr.eop.gov>
Date: Fri, 21 Jul 2023 11:30:52 -0400

Dear Greta,

Our finance VP Tom Hutchinson will be in DC next week from Monday to Wednesday. In case it would be useful, we would be happy to provide an update on recent global tax developments.

Thanks very much,
Nick

[EXTERNAL] RE: Call

From: "Giovenco, Ari" [REDACTED] amazon.com>
To: "Tanner, Robb S. EOP/USTR" <robert_tanner@ustr.eop.gov>
Date: Thu, 03 Aug 2023 12:33:21 -0400

Hey! Do you have a minute today? Call my cell [REDACTED].

-----Original Message-----

From: Tanner, Robb S. EOP/USTR <Robert_Tanner@ustr.eop.gov>
Sent: Friday, July 14, 2023 5:21 AM
To: Giovenco, Ari [REDACTED] amazon.com>
Subject: RE: [EXTERNAL] Call

CAUTION: This email originated from outside of the organization. Do not click links or open attachments unless you can confirm the sender and know the content is safe.

Ari

I'm in Korea for work. Will be back in DC next week.

Sent from my iPhone

> On Jul 13, 2023, at 7:32 AM, Giovenco, Ari [REDACTED] amazon.com> wrote:
>
> Hey Robb, do you have a minute for a quick call tomorrow morning? Thanks, Ari

[EXTERNAL] RE: Canada

From: "Giovenco, Ari" [REDACTED]@amazon.com>
To: "Boron, Andrea W. EOP/USTR" <andrea.w.boron@ustr.eop.gov>
Date: Fri, 04 Aug 2023 11:04:36 -0400

12:30 works great. Want to call my cell? [REDACTED]

From: Boron, Andrea W. EOP/USTR <Andrea.W.Boron@ustr.eop.gov>
Sent: Friday, August 4, 2023 11:02 AM
To: Giovenco, Ari [REDACTED]@amazon.com>
Subject: RE: [EXTERNAL] Canada

CAUTION: This email originated from outside of the organization. Do not click links or open attachments unless you can confirm the sender and know the content is safe.

Hi Ari,
I've got a window btw 12:30-1:30 or after 2 if that works?
Thanks,
Andrea

On Aug 4, 2023, at 10:58 AM, Giovenco, Ari [REDACTED]@amazon.com> wrote:

Hi Andrea, do you have a minute to connect this morning?

Thanks,
Ari

<image001.png>

Ari Giovenco
Head, U.S. Trade Policy
[REDACTED]@amazon.com | 202-
[REDACTED]

Question on Japan cloud procurement issue

From: "Fumagalli, Danielle C. EOP/USTR" <danielle.c.fumagalli@ustr.eop.gov>
To: Nicholas Bramble EXEMPTION 6@google.com>
Cc: EXEMPTION 6@google.com, "Tanner, Robb S. EOP/USTR" <robert_tanner@ustr.eop.gov>, "Psillos, Kathryn W. EOP/USTR" <kathryn.w.psillos@ustr.eop.gov>
Date: Wed, 23 Aug 2023 14:46:52 -0400

Hi Nick, hope you're doing ok!

I'm reaching out because we've seen reports in the Japanese press that Japan's Digital Agency intends to lower their standards for government cloud procurements specifically to allow Japanese companies aiming to enter the market to compete, and also change their rules to allow "partnerships" between companies to meet the standards. Currently only four U.S. companies (Amazon, Microsoft, Google, and Oracle) have been able to meet Japan's requirements. Given Japan's big digitization push, we think this has the potential to affect a large amount of procurement dollars.

Japan's Digital Agency has agreed to have a call with us sometime next week to discuss their plans. It would be helpful if before that discussion we could get a take from Google on how problematic this change would be for you, or any other info you'd like to share. I think our Tokyo Embassy may have already reached out to one of your Tokyo-based staff with a similar question, but wanted to check if you had anything to add. I've also reached out to Amazon, Microsoft, and Oracle with the same question. I'm sharing the link to the original article below in Japanese in case you'd like to share it with one of your local reps.

[政府クラウドの「国産」後押し、選定要件を緩和へ...現在は米IT大手のみ：読売新聞 \(yomiuri.co.jp\)](https://www.yomiuri.co.jp/article/20230823-001)

Thanks,
Danielle

Danielle Fumagalli
Deputy Assistant U.S. Trade Representative for Japan
Office of the United States Trade Representative
202-395-9568

RE: Call

From: "Fischer, Emily A. EOP/USTR" <emily.a.fischer@ustr.eop.gov>
To: "Giovenco, Ari" [REDACTED]@amazon.com>, "Wang, Katherine" [REDACTED]@amazon.com>
Cc: "Giordano, Nate" [REDACTED]@amazon.com>
Bcc: "Ellerman, Sarah C. EOP/USTR" <sarah_c_ellerman@ustr.eop.gov>
Date: Thu, 24 Aug 2023 10:55:39 -0400

Thanks Sarah. Adding Kat Wang who set up the call to discuss the Philippines and added IDN-so you are all connected and can coordinate on your side. Call is from 3-330pm today and welcome whomever else wants to join.

Emily Fischer (she/her)
Director, Southeast Asia and the Pacific
Office of the United States Trade Representative
[REDACTED]m)

From: Ellerman, Sarah C. EOP/USTR <Sarah_C_Ellerman@ustr.eop.gov>
Sent: Thursday, August 24, 2023 10:50 AM
To: Giovenco, Ari [REDACTED]@amazon.com>
Cc: Giordano, Nate [REDACTED]@amazon.com>; Fischer, Emily A. EOP/USTR <Emily.A.Fischer@ustr.eop.gov>
Subject: RE: Call

Hi Ari—

Copying Emily Fischer here—she leads on Indonesia for our office. I understand you all will be touching base later this afternoon.

Best Regards,
Sarah

Sarah C. Ellerman
Assistant USTR for Southeast Asia and the Pacific
Office of the United States Trade Representative
[REDACTED] (work cell phone)



Diversity Equity Inclusion Accessibility (DEIA) Council

From: Giovenco, Ari [REDACTED]@amazon.com>
Sent: Thursday, August 24, 2023 10:43 AM
To: Ellerman, Sarah C. EOP/USTR <Sarah_C_Ellerman@ustr.eop.gov>
Cc: Giordano, Nate [REDACTED]@amazon.com>
Subject: [EXTERNAL] Call

Hi Sarah,

Do you have a minute to touch base on Indonesia?

Thanks,

Ari



Ari Giovenco
Head, U.S. Trade Policy
EXEMPTION 6
EXEMPTION 6
EXEMPTION 6 | EXEMPTION 6@amazon.com |

[EXTERNAL] Call

From: "Giovenco, Ari" [REDACTED]@amazon.com>
To: "Ellerman, Sarah C. EOP/USTR" <sarah_c_ellerman@ustr.eop.gov>
Cc: "Giordano, Nate" [REDACTED]@amazon.com>
Date: Thu, 24 Aug 2023 10:42:42 -0400

Hi Sarah,

Do you have a minute to touch base on Indonesia?

Thanks,
Ari



Ari Giovenco
Head, U.S. Trade Policy
[REDACTED]@amazon.com |
[REDACTED]

Re: [EXTERNAL] catch up?

From: Nicholas Bramble [EXEMPTION 6@google.com](#)
To: "Wilson, Christopher S. EOP/USTR" <christopher_s_wilson@ustr.eop.gov>
Cc: [EXEMPTION 6@google.com](#), "Fumagalli, Danielle C. EOP/USTR" <danielle.c.fumagalli@ustr.eop.gov>, "Wilbur, Scott A. EOP/USTR" <scott.a.wilbur2@ustr.eop.gov>, David Weller [EXEMPTION 6@google.com](#)>
Date: Wed, 06 Sep 2023 16:27:36 -0400

Great, thanks! Happy if you are able to send an invitation.
Best,
Nick

On Wed, Sep 6, 2023 at 3:35 PM Wilson, Christopher S. EOP/USTR
<Christopher_S_Wilson@ustr.eop.gov> wrote:

Thanks for the additional background. Let's meet (I'm assuming virtually) at 2:00 on Monday. WebEx or Zoom work for us if you'd like to send an invitation. If you'd prefer for us to set it up for you and Priscilla, let me know.

Chris

From: Nicholas Bramble [EXEMPTION 6@google.com](#)
Sent: Wednesday, September 6, 2023 12:58 PM
To: Wilson, Christopher S. EOP/USTR <Christopher_S_Wilson@ustr.eop.gov>
Cc: [EXEMPTION 6@google.com](#); [EXEMPTION 6@google.com](#); Fumagalli, Danielle C. EOP/USTR <Danielle.C.Fumagalli@ustr.eop.gov>; Wilbur, Scott A. EOP/USTR <Scott.A.Wilbur2@ustr.eop.gov>; David Weller [EXEMPTION 6@google.com](#)>
Subject: Re: [EXTERNAL] catch up?

Hi Chris and team - Thanks very much. Early Monday afternoon would work well for us, and we're flexible on timing. We'd be interested in discussing regulatory developments in the digital space in Japan, and cooperation on AI governance in the G7.

Best,
Nick

On Tue, Sep 5, 2023 at 12:15 PM Wilson, Christopher S. EOP/USTR
<Christopher_S_Wilson@ustr.eop.gov> wrote:

Hi Nick, sure, we can look for a time next week – early Monday afternoon? I'm copying Danielle and Scott, one or both of whom might want to join. Also, could you provide a little more context on the issues so that we can, as necessary, draw in others?

Chris

From: Nicholas Bramble [REDACTED] <[REDACTED]@google.com>
Sent: Tuesday, September 5, 2023 12:10 PM
To: Wilson, Christopher S. EOP/USTR <Christopher_S_Wilson@ustr.eop.gov>; [REDACTED] <[REDACTED]@google.com>
Subject: [EXTERNAL] catch up?

Hi Chris - Hope you're doing well. Would you have some time in the next week or two for a call on recent developments in Japan and the G7?

Thanks very much,

Nick

[EXTERNAL] catch up?

From: Nicholas Bramble EXEMPTION 6google.com>
To: "Siordia, Matthew T. EOP/USTR" <matthew.t.siordia@ustr.eop.gov>
Date: Tue, 19 Sep 2023 10:58:43 -0400

Hi Matt - Hope you're doing well. Would you have some time for a call this week?
Thanks very much,
Nick

RE: [EXTERNAL] Re: meeting on Thursday?

From: "Boron, Andrea W. EOP/USTR" <andrea.w.boron@ustr.eop.gov>
To: Nicholas Bramble [EXEMPTION 6@google.com](#)
Date: Wed, 20 Sep 2023 11:12:31 -0400

Perfect – talk in a few. I've got your #, my cell is below.

Andrea W. Boron
[EXEMPTION 6](#) (Cell)

From: Nicholas Bramble [EXEMPTION 6@google.com](#)
Sent: Wednesday, September 20, 2023 11:11 AM
To: Boron, Andrea W. EOP/USTR <Andrea.W.Boron@ustr.eop.gov>
Subject: Re: [EXTERNAL] Re: meeting on Thursday?

Ah great - can talk in 5 mins at 11:15, if you can call then. Thank you!

On Wed, Sep 20, 2023 at 11:05 AM Boron, Andrea W. EOP/USTR <Andrea.W.Boron@ustr.eop.gov> wrote:

Thanks - just settled. Can call now if that still works?

On Sep 20, 2023, at 9:21 AM, Nicholas Bramble [EXEMPTION 6@google.com](#) wrote:

Hi Andrea - Happy to talk this morning if that might work? Feel free to call [EXEMPTION 6](#).
Best,
Nick

On Wed, Sep 20, 2023, 8:44 AM Boron, Andrea W. EOP/USTR
<Andrea.W.Boron@ustr.eop.gov> wrote:

Hi Nick,
Just back to Dulles. Unfortunately, I'll be out of the office tomorrow as my husband is having surgery or I'd make myself available.
Very keen to get an update from you - I could chat Friday or even later this morning.
Thanks,
Andrea

> On Sep 19, 2023, at 5:44 PM, Nicholas Bramble [EXEMPTION 6@google.com](#) wrote:

>
>

> Hi Randall and Andrea - Tom Hutchinson, our VP for finance and tax issues, will be in DC on Thursday. In case it would be useful, we would be happy to meet and provide a quick

update on developments in Canada. Late notice I realize!
> Thanks very much,
> Nick

Re: [EXTERNAL] catch up?

From: Nicholas Bramble [EXEMPTION 6@google.com](#)
To: "Rogers, Michael A. EOP/USTR" <michael.a.rogers@ustr.eop.gov>
Date: Thu, 28 Sep 2023 11:48:27 -0400

Sure, let's do 11, will send invite now.

On Thu, Sep 28, 2023 at 11:45 AM Rogers, Michael A. EOP/USTR
<Michael.A.Rogers@ustr.eop.gov> wrote:

How about 10:30 or 11? Can you send me a calendar invite for whichever time you prefer?

From: Nicholas Bramble [EXEMPTION 6@google.com](#)
Sent: Thursday, September 28, 2023 11:35 AM
To: Rogers, Michael A. EOP/USTR <Michael.A.Rogers@ustr.eop.gov>
Subject: Re: [EXTERNAL] catch up?

Sure, that would be good, thanks! I could do 10:30-1 or later in the afternoon. I'm [EXEMPTION 6](#)

On Thu, Sep 28, 2023 at 11:33 AM Rogers, Michael A. EOP/USTR
<Michael.A.Rogers@ustr.eop.gov> wrote:

If you want to speak with me, I would suggest that we try to speak tomorrow. if there is a lapse in government funding, I will not be able to speak with you.

From: Nicholas Bramble [EXEMPTION 6@google.com](#)
Sent: Thursday, September 28, 2023 11:31 AM
To: Rogers, Michael A. EOP/USTR <Michael.A.Rogers@ustr.eop.gov>
Subject: [EXTERNAL] catch up?

Hi Mike - Hope you're doing well. Would you be free to do a call in the next week or so?

Thanks,

Nick

[EXTERNAL] AI briefing?

From: Nicholas Bramble EXEMPTION 6google.com>
To: "Schagrin, Kenneth A. EOP/USTR" <kenneth_schagrin@ustr.eop.gov>, "Ellerman, Sarah C. EOP/USTR" <sarah_c_ellerman@ustr.eop.gov>, "Tanner, Robb S. EOP/USTR" <robert_tanner@ustr.eop.gov>, "Rogers, Michael A. EOP/USTR" <michael.a.rogers@ustr.eop.gov>
Date: Mon, 16 Oct 2023 14:53:38 -0400

Hi Ken, Sarah, Robb, and Mike - Would it be helpful to do an AI briefing focused on the importance of the White House AI commitments in an international context? Also happy to share what we're seeing in terms of international governance and tech developments in this space, or any other topics that would be useful to discuss.

Thanks very much,
Nick

RE: [EXTERNAL] APEC meeting with Amb. Tai?

From: "Reyes, Anthony T. EOP/USTR" <anthony.t.reyes@ustr.eop.gov>
To: "Holmes, Ethan M. EOP/USTR" <ethan.m.holmes@ustr.eop.gov>, Nicholas Bramble
EXEMPTION 6@google.com>
Cc: EXEMPTION 6 @google.com>
Date: Tue, 17 Oct 2023 09:16:05 -0400

Thanks Ethan!

And hello Josh and Nicholas. As Ethan mentioned, Ambassador Tai's schedule for APEC Leaders Week in San Francisco is in flux given pre-planned pulls on her calendar. However, can you all give me a sense of what APEC-related events Neal will be at that week so we can see where there may be overlap and work from there?

Many thanks,
Anthony

From: Holmes, Ethan M. EOP/USTR <Ethan.M.Holmes@ustr.eop.gov>
Sent: Tuesday, October 17, 2023 8:09 AM
To: Nicholas Bramble EXEMPTION 6@google.com>; Reyes, Anthony T. EOP/USTR
<Anthony.T.Reyes@ustr.eop.gov>
Cc: EXEMPTION 6 @google.com>
Subject: Re: [EXTERNAL] APEC meeting with Amb. Tai?

Oh no , adding him in now.
Sent from my iPhone

On Oct 17, 2023, at 7:56 PM, Nicholas Bramble EXEMPTION 6@google.com> wrote:

Thanks very much, Ethan. Not sure Anthony was added to this thread? Happy to discuss.
Best,
Nick

On Thu, Oct 12, 2023, 7:08 PM Holmes, Ethan M. EOP/USTR <Ethan.M.Holmes@ustr.eop.gov> wrote:

Thanks for reaching out Nick, adding in Anthony who will get back to you if we are able to find some time in Amb. Tai's schedule. I will not things are really influx at the moment do to IPEF negotiations also happening at the same time.

EH
Sent from my iPhone

> On Oct 12, 2023, at 6:13 PM, Nicholas Bramble EXEMPTION 6@google.com> wrote:

>

>

> Hi Ethan,

>

> Hope you're doing well! I'm reaching out on behalf of Neal Mohan, CEO of YouTube. Neal will be at the upcoming APEC Summit in San Francisco, and would appreciate the opportunity to meet Ambassador Tai to discuss the state of the creator economy in the United States and across the Indo-Pacific, partnerships that enable US creativity, and platforms abroad. Neal would also welcome the opportunity to discuss other areas of mutual interest to the Ambassador.

>

> Please don't hesitate to reach out if you have any questions.

>

> Best,

> Nick

>

[EXTERNAL] Call

From: "Giovenco, Ari" [REDACTED]amazon.com>
To: "Boron, Andrea W. EOP/USTR" <andrea.w.boron@ustr.eop.gov>
Date: Tue, 21 Nov 2023 16:35:53 -0500

Hi Andrea,

Do you have a minute for a quick call? I'm [REDACTED]

Thanks,
Ari



Ari Giovenco
Head, U.S. Trade Policy
[REDACTED]amazon.com |
[REDACTED]

RE: [EXTERNAL] Re: Japan digital/transparency concerns?

From: "DeLuna, Jillian A. EOP/USTR" <jillian.a.deluna@ustr.eop.gov>
To: Nicholas Bramble [EXEMPTION 6]@google.com>, [EXEMPTION 6] [EXEMPTION 6]@google.com>
Cc: "Wilbur, Scott A. EOP/USTR" <scott.a.wilbur2@ustr.eop.gov>, "Choi, Maria EOP/USTR" <maria_choi@ustr.eop.gov>
Date: Tue, 05 Dec 2023 11:44:04 -0500

Let's do 830 on Thursday. I'll send an invite.

From: Nicholas Bramble [EXEMPTION 6]@google.com>
Sent: Tuesday, December 5, 2023 11:37 AM
To: DeLuna, Jillian A. EOP/USTR <jillian.A.DeLuna@ustr.eop.gov>; [EXEMPTION 6] [EXEMPTION 6]@google.com>
Cc: Wilbur, Scott A. EOP/USTR <Scott.A.Wilbur2@ustr.eop.gov>; Choi, Maria EOP/USTR <Maria_Choi@ustr.eop.gov>
Subject: Re: [EXTERNAL] Re: Japan digital/transparency concerns?

Hi Jillian - Great, thanks very much. Adding [EXEMPTION 6] on our side. Would 8:30 or 9am on Thursday work, by any chance? Or 9-11am on Friday? We also have some flexibility later on Thursday.

Best,
Nick

On Mon, Dec 4, 2023 at 9:02 AM DeLuna, Jillian A. EOP/USTR <jillian.A.DeLuna@ustr.eop.gov> wrote:

Hi Nick,

Yes, a call this week works. With Danielle now on [EXEMPTION 6], looping in Scott Wilbur for Japan and Maria Choi for Korea.

Could you propose a couple of times that work for you this week?

Thanks,

Jillian

From: Nicholas Bramble [EXEMPTION 6]@google.com>
Sent: Friday, December 1, 2023 5:27 PM
To: Fumagalli, Danielle C. EOP/USTR <Danielle.C.Fumagalli@ustr.eop.gov>
Cc: DeLuna, Jillian A. EOP/USTR <jillian.A.DeLuna@ustr.eop.gov>
Subject: [EXTERNAL] Re: Japan digital/transparency concerns?

Hi Danielle and Jillian - Thank you for reaching out. If not too late, would you be able to do a call next week? I was thinking that it could be helpful to discuss recent developments in Japan and Korea if you might want to loop in a colleague covering Korea as well.

Best,
Nick

On Wed, Nov 15, 2023 at 8:34 AM Fumagalli, Danielle C. EOP/USTR
<Danielle.C.Fumagalli@ustr.eop.gov> wrote:

Hi Brett and Rachel, I got Priscilla's auto response that **EXEMPTION 6**, so forwarding this request to you in case there's any information you want to share. Thanks!

Danielle Fumagalli
Deputy Assistant U.S. Trade Representative for Japan
Office of the United States Trade Representative
[202-395-9568](tel:202-395-9568)

From: Fumagalli, Danielle C. EOP/USTR
Sent: Wednesday, November 15, 2023 8:32 AM
To: **EXEMPTION 6** **EXEMPTION 6** <EXEMPTION 6@google.com>
Cc: Nicholas Bramble **EXEMPTION 6** <EXEMPTION 6@google.com>; DeLuna, Jillian A. EOP/USTR
<Jillian.A.DeLuna@ustr.eop.gov>
Subject: Japan digital/transparency concerns?

Hi Priscilla, we have our next round of Partnership on Trade meetings coming up with Japan on Dec 14-15, and I'm working on putting together our bilateral agenda on trade concerns to raise with Japan. We're planning to raise broader transparency concerns related to public notice and comment periods, advisory groups, etc. so I wanted to check in to see if Google still continues to have specific issues in this area with the DMCH or other GOJ agencies. I understand someone from your Japan team recently raised process concerns with Embassy Tokyo regarding the Oct. 23 JFTC investigation announcement for example. If there's anything you'd like to share with us, happy to receive it over email or set up a call in the next week.

Best,
Danielle

Danielle Fumagalli
Deputy Assistant U.S. Trade Representative for Japan
Office of the United States Trade Representative
[202-395-9568](tel:202-395-9568)

Re: [EXTERNAL] meeting on DST issues?

From: Nicholas Bramble EXEMPTION 6@google.com
To: "Peisch, Greta M. EOP/USTR" <greta.m.peisch@ustr.eop.gov>
Date: Tue, 05 Dec 2023 11:38:49 -0500

Hi Greta - Thanks very much. The timing didn't work out on our side, sorry about that.
Best,
Nick

On Mon, Dec 4, 2023 at 2:50 PM Peisch, Greta M. EOP/USTR <Greta.M.Peisch@ustr.eop.gov> wrote:

Hi Nick – I am happy to meet tomorrow if it is still of interest.

Greta

From: Nicholas Bramble EXEMPTION 6@google.com
Sent: Thursday, November 30, 2023 1:55 PM
To: Peisch, Greta M. EOP/USTR <Greta.M.Peisch@ustr.eop.gov>
Subject: [EXTERNAL] meeting on DST issues?

Hi Greta - I wanted to check if you might have time to meet on Mon/Tues next week with our finance VP Tom Hutchinson. He will also be meeting with Treasury next week.

Thanks very much,

Nick

[EXTERNAL] Coffee

From: "Giovenco, Ari" [REDACTED] amazon.com>
To: "Hurtado, Rufino EOP/USTR" <rufino.hurtado@ustr.eop.gov>
Date: Fri, 08 Dec 2023 10:30:08 -0500

Hi Rufino,

Hope you are well. I'll be in Brussels next week and wanted to see if you are available for a coffee. On Tuesday, I can do early morning 8-9am or 12:30-1:30pm. On Wednesday, I can do the same time in the morning or between 12:30 and 2:30. Let me know if any of those times work.

Thanks,
Ari



Ari Giovenco
Head, U.S. Trade Policy
[REDACTED] amazon.com |
[REDACTED]

[EXTERNAL] RE: Meeting request

From: "Giovenco, Ari" [REDACTED]@amazon.com>
To: "Cruz, Diamonde I. EOP/USTR" <diamonde.i.cruz@ustr.eop.gov>
Cc: [REDACTED]@treasury.gov, "Margett, Alissa" [REDACTED]@amazon.com>
Date: Fri, 08 Dec 2023 15:20:22 -0500

Adding Alissa who will help find a time for a video call next week. Thanks.

From: Cruz, Diamonde I. EOP/USTR <Diamonde.I.Cruz@ustr.eop.gov>
Sent: Thursday, December 7, 2023 9:06 PM
To: Giovenco, Ari [REDACTED]@amazon.com>
Cc: [REDACTED]@treasury.gov
Subject: RE: [EXTERNAL] Meeting request

CAUTION: This email originated from outside of the organization. Do not click links or open attachments unless you can confirm the sender and know the content is safe.

We can schedule it for Friday or Monday, if available.

On Dec 7, 2023, at 2:37 PM, Cruz, Diamonde I. EOP/USTR <Diamonde.I.Cruz@ustr.eop.gov> wrote:

I apologize, I thought this was a virtual meeting. Since it is Thursday, would you like to change the platform to virtual. Would you be open to doing it virtually?

On Dec 6, 2023, at 2:36 PM, Giovenco, Ari [REDACTED]@amazon.com> wrote:

Hi Diamonde, Jason is in town tomorrow. Any chance we can find a time that works?

On Dec 6, 2023, at 2:28 PM, Cruz, Diamonde I. EOP/USTR <Diamonde.I.Cruz@ustr.eop.gov> wrote:

CAUTION: This email originated from outside of the organization. Do not click links or open attachments unless you can confirm the sender and know the content is safe.

Good afternoon Ari,

I hope all is well. I am happy to help schedule this meeting. May I have your availability for next week?

From: Giovenco, Ari EXEMPTION 6amazon.com>
Sent: Monday, December 4, 2023 4:00 PM
To: Peisch, Greta M. EOP/USTR <Greta.M.Peisch@ustr.eop.gov>
Cc: Cruz, Diamonde I. EOP/USTR <Diamonde.I.Cruz@ustr.eop.gov>
Subject: [EXTERNAL] RE: Meeting request

We still think a meeting would be useful and happy to have Treasury join.

From: Peisch, Greta M. EOP/USTR <Greta.M.Peisch@ustr.eop.gov>
Sent: Monday, December 4, 2023 3:50 PM
To: Giovenco, Ari EXEMPTION 6amazon.com>
Cc: Cruz, Diamonde I. EOP/USTR <Diamonde.I.Cruz@ustr.eop.gov>
Subject: RE: [EXTERNAL] Meeting request

CAUTION: This email originated from outside of the organization. Do not click links or open attachments unless you can confirm the sender and know the content is safe.

Hi Ari –

If you still think it would be useful after today's discussion, I'd be happy to. But, I think it would make sense for Treasury to join as well.

Thanks,

Greta

From: Giovenco, Ari EXEMPTION 6amazon.com>
Sent: Monday, December 4, 2023 11:50 AM
To: Peisch, Greta M. EOP/USTR <Greta.M.Peisch@ustr.eop.gov>
Cc: Cruz, Diamonde I. EOP/USTR <Diamonde.I.Cruz@ustr.eop.gov>
Subject: [EXTERNAL] Meeting request

Hi Greta,

Hope you are well. Jason Weinstein, our VP for North American Tax, will be in town on Thursday. Wanted to see if you are available to meet with him. He has availability before 10:30 or in the afternoon from 3:30-5. Let me know if either of those blocks work.

Thanks,
Ari

[EXTERNAL] RE: National Center for APEC - Contacts

From: "Augerot, Arrow" [REDACTED] amazon.com>
To: "Smothers, Courtney E. EOP/USTR" <courtney_smothers@ustr.eop.gov>
Cc: "Watson, Daniel L. EOP/USTR" <daniel_watson@ustr.eop.gov>
Date: Tue, 12 Dec 2023 15:17:38 -0500

Hi there! Yes, I would go right to her. She is great – will be helpful and excited to chat with you, I think. Let me know if you need her contact info.

Let me know if there is anything else I can do to help.

Arrow

From: Smothers, Courtney E. EOP/USTR <Courtney_Smothers@ustr.eop.gov>
Sent: Tuesday, December 12, 2023 3:12 PM
To: Augerot, Arrow [REDACTED] amazon.com>
Cc: Watson, Daniel L. EOP/USTR <Daniel_Watson@USTR.EOP.GOV>
Subject: [EXTERNAL] National Center for APEC - Contacts

CAUTION: This email originated from outside of the organization. Do not click links or open attachments unless you can confirm the sender and know the content is safe.

Hi Arrow –

Thanks for convening last week and sharing some of your past insight on APEC. To continue that conversation with the National Center for APEC, would you recommend going right to Monica Whaley? I think you mentioned her name.

Welcome your thoughts.

Best,

Courtney

Courtney Smothers
Deputy Assistant USTR for Latin America

TIST

From: "Hurtado, Rufino (USEU)" [REDACTED]state.gov>
To: "Giovenco, Ari" [REDACTED]amazon.com>, "Carton, Jennifer L. EOP/USTR"
<jennifer.l.carton@ustr.eop.gov>
Date: Wed, 13 Dec 2023 05:47:03 -0500

Ari, was good seeing you again today and look forward to remaining in touch.

As discussed, connecting you here with my colleague Jen Carton, who is coordinating the TIST stakeholder event for USTR in case you want to connect on the status of those efforts.

Have a good rest of your visit and a safe trip back.

Rufino Hurtado
Office of the U.S. Trade Representative
U.S. Mission to the European Union

[REDACTED]

Re: [EXTERNAL] congrats!

From: David Weller [EXEMPTION 6google.com](#)>
To: "Millan, Juan A. EOP/USTR" <juan_millan@ustr.eop.gov>
Date: Fri, 12 Jan 2024 12:37:40 -0500

Good luck!

On Thu, Jan 11, 2024, 9:53 PM Millan, Juan A. EOP/USTR <Juan_Millan@ustr.eop.gov> wrote:

Thanks – it will be incredibly busy until we get a new political GC in – and then it will just be super busy!

From: David Weller [EXEMPTION 6google.com](#)>
Sent: Thursday, January 11, 2024 3:52 PM
To: Millan, Juan A. EOP/USTR <Juan_Millan@ustr.eop.gov>
Subject: [EXTERNAL] congrats!

Hi Juan- Saw the news on your new role - congrats! And great to see you the other week - look forward to catching up soon. David

[EXTERNAL] Re: WTO 13th Ministerial Conference (MC13) to be held in Abu Dhabi, UAE; from February 26-29, 2024

From: Nicholas Bramble [EXEMPTION 6@google.com](#)
To: "Soberanis, Roberto C. EOP/USTR" <roberto.c.soberanis@ustr.eop.gov>
Date: Mon, 12 Feb 2024 09:34:57 -0500

Hi Roberto - I'm planning to travel to MC13. Happy to join any events that are taking place there.
Best,
Nick

On Mon, Feb 12, 2024 at 7:39 AM ITAC <ITAC@trade.gov> wrote:

Dear ITAC Members:

USTR will be leading the U.S. delegation to the WTO's 13th Ministerial Conference (MC13) that will take place in Abu Dhabi, United Arab Emirates, from February 26 - 29, 2024.

Further information will be forthcoming. However, if any advisors are planning to travel and attend MC13, or have questions, please reach out to Roberto Soberanis, Assistant USTR for Intergovernmental Affairs and Public Engagement (IAPE), at Roberto.C.Soberanis@ustr.eop.gov

Many thanks.

Ingrid V. Mitchem

Director, Industry Trade Advisory Center

U.S. Department of Commerce | International Trade Administration

Washington, DC 20230

EXEMPTION 6

Email: ITAC@trade.gov



RE: New Markets Lab Study on MSMEs and Moratorium

From: "Pagan, Maria L. EOP/USTR" <maria_pagan@ustr.eop.gov>
To: "Prescott, Jennifer" EXEMPTION 6 amazon.com>
Date: Wed, 14 Feb 2024 04:17:39 -0500

Thanks. Hope all is well with you.

M.

From: Prescott, Jennifer EXEMPTION 6 amazon.com>
Sent: Wednesday, February 14, 2024 2:33 AM
To: Pagan, Maria L. EOP/USTR <Maria_Pagan@ustr.eop.gov>
Subject: [EXTERNAL] FW: New Markets Lab Study on MSMEs and Moratorium

Hi Maria – I hope that you are doing well and getting ready for MC13. I wanted to share this report on benefits of the moratorium to MSMEs. Hopefully it's helpful. Thanks, Jennifer

From: Katrin Kuhlmann EXEMPTION 6 @georgetown.edu>
Sent: Monday, February 12, 2024 11:06 PM
To: Joseph Whitlock <josephw@bsa.org>

EXEMPTION 6

[REDACTED]

>; Prescott,

Jennifer [EXEMPTION 6amazon.com](#)>; Wang, Katherine [EXEMPTION 6@amazon.com](#)>

Subject: [EXTERNAL] New Markets Lab Study on MSMEs and Moratorium

CAUTION: This email originated from outside of the organization. Do not click links or open attachments unless you can confirm the sender and know the content is safe.

Greetings, all. I wanted to share the New Markets Lab study that I spoke about on one of the coalition calls on MSMEs and the Moratorium entitled "**The MSME Moratorium: Stories from MSMEs in South Africa and Kenya on the WTO Moratorium on Customs Duties on Electronic Transmissions**" (K. Kuhlmann and T. Francis). An abstract of the paper can be found below, and I have attached the PDF of the study as well.

By engaging stakeholders and conducting empirical research (with nearly 450 MSMEs surveyed), we assessed how the potential expiration of the Moratorium could affect MSMEs in South Africa and Kenya. Expiration of the Moratorium would have severe implications for MSMEs in these countries, as well as globally, potentially subjecting them to a range of new tariffs, regulations, and administrative complexities that they are not equipped to handle, and impacting their future growth and competitiveness.

We strongly encourage you to share this report widely, especially among colleagues who may find this research relevant. As always, your valuable comments and insights are sincerely appreciated.

Best, Katrin

Abstract:

The "MSME Moratorium" study relies on extensive fieldwork carried out in Kenya and South Africa to evaluate the potential effects of the Moratorium's expiration on MSMEs. The findings underscore the importance of inclusive trade policymaking, engaging stakeholders in consultations, and considering the voices of MSMEs in crafting new trade rules that affect digital trade.

Speaking on the Moratorium's potential expiration, Glenn Gillis, CEO of South Africa-based Sea Monster Entertainment stated that "this would make us uncompetitive, adding to the massively increasingly administrative load on [our] already thinly stretched growing business." Echoing that sentiment, Raymond Lebweba of Itthyink Smart Solutions remarked that "larger companies in the same business would likely be able to absorb the costs much more easily [...] which would make [us] less competitive and potentially drive other MSMEs out of business."

A short sample of the study's key findings underscores the urgency and importance of considering MSMEs' interests as the Moratorium is discussed at MC13. Out of the 447 MSMEs interviewed, 57% of them were unaware of the existence of the Moratorium and nearly the same percentage were unaware that the Moratorium could expire in February 2024. In addition, 74% of the MSMEs interviewed indicated that they do not possess the capacity to comply with the customs and administrative requirements that may be imposed following the expiry of the Moratorium. Further, an overwhelming majority (82%) reported that there would be negative impact on the future growth and competitiveness of their business due to potential import tariffs and customs requirements.

The study highlights the need to maintain the Moratorium and conduct further research on the link between MSMEs and the Moratorium, especially in relation to defining the term "electronic transmissions" and the potential impacts of the Moratorium. It also highlights the importance of creating awareness among MSMEs through policy engagement. As a related near-term solution, countries should consider incorporating a permanent Moratorium in regional trade agreements.

Katrin Kuhlmann

President and Founder, New Markets Lab

Visiting Professor and Faculty Co-Director Center on Inclusive Trade and Development,
Georgetown Law

[EXTERNAL] RE: WTO 13th Ministerial Conference (MC13) to be held in Abu Dhabi, UAE; from February 26-29, 2024

From: "Giovenco, Ari" [REDACTED] amazon.com>
To: "Soberanis, Roberto C. EOP/USTR" <roberto.c.soberanis@ustr.eop.gov>
Date: Thu, 22 Feb 2024 14:08:59 -0500

Thank you, Roberto. Looking forward to more details. See you next week.

Ari

From: Soberanis, Roberto C. EOP/USTR <Roberto.C.Soberanis@ustr.eop.gov>
Sent: Thursday, February 22, 2024 1:58 PM
To: Giovenco, Ari [REDACTED] amazon.com>
Subject: RE: [EXTERNAL] WTO 13th Ministerial Conference (MC13) to be held in Abu Dhabi, UAE; from February 26-29, 2024

CAUTION: This email originated from outside of the organization. Do not click links or open attachments unless you can confirm the sender and know the content is safe.

Hi Ari

We are holding time for cleared advisors briefings Monday – Thursday at 6pm. We are working to identify the meeting space, and will update you with a location once confirmed.

I appreciate your understanding while we continue to encounter ever-changing MC13 schedules from the WTO Secretariat.

In the interim, please know that all MC13 documents, draft texts, and draft outcome documents are now available and unrestricted on the following website: [WTO | Documents - Thirteenth WTO Ministerial Conference](#)

Roberto
[REDACTED]

From: Giovenco, Ari [REDACTED] amazon.com>
Sent: Wednesday, February 21, 2024 9:47 AM
To: Soberanis, Roberto C. EOP/USTR <Roberto.C.Soberanis@ustr.eop.gov>
Cc: ITAC <ITAC@trade.gov>
Subject: [EXTERNAL] RE: WTO 13th Ministerial Conference (MC13) to be held in Abu Dhabi, UAE; from February 26-29, 2024

Marking cleared advisor confidential

Hi Roberto,

Following up on the question below. Are there any details on advisor briefings next week?

Thanks,

Ari

From: Giovenco, Ari
Sent: Monday, February 12, 2024 3:20 PM
To: 'Roberto.C.Soberanis@ustr.eop.gov' <Roberto.C.Soberanis@ustr.eop.gov>
Cc: 'ITAC' <ITAC@trade.gov>
Subject: RE: [EXTERNAL] WTO 13th Ministerial Conference (MC13) to be held in Abu Dhabi, UAE; from February 26-29, 2024

Marking cleared advisor confidential

Hi Roberto,

I'm planning on traveling to MC13 later this month. Are you planning a program for cleared advisors? Appreciate any details you can share in advance.

Thanks,
Ari



Ari Giovenco
Head, U.S. Trade Policy
amazon.com | EXEMPTION 6

From: ITAC <ITAC@trade.gov>
Sent: Monday, February 12, 2024 7:40 AM
Subject: [EXTERNAL] WTO 13th Ministerial Conference (MC13) to be held in Abu Dhabi, UAE; from February 26-29, 2024

CAUTION: This email originated from outside of the organization. Do not click links or open attachments unless you can confirm the sender and know the content is safe.

Dear ITAC Members:

USTR will be leading the U.S. delegation to the WTO's 13th Ministerial Conference (MC13) that will take place in Abu Dhabi, United Arab Emirates, from February 26 - 29, 2024.

Further information will be forthcoming. However, if any advisors are planning to travel and attend MC13, or have questions, please reach out to Roberto Soberanis, Assistant USTR for Intergovernmental Affairs and Public Engagement (IAPE), at Roberto.C.Soberanis@ustr.eop.gov

Many thanks.

Ingrid V. Mitchem
Director, Industry Trade Advisory Center
U.S. Department of Commerce | International Trade Administration
Washington, DC 20230

EXEMPTION 6

Email: ITAC@trade.gov



Re: SBDC/Grow with Google trainings

From: "Boron, Andrea W. EOP/USTR" <andrea.w.boron@ustr.eop.gov>
To: Nicholas Bramble **EXEMPTION 6**google.com>
Cc: "Lu, Sophia A. EOP/USTR (Intern)" <sophia.a.lu@ustr.eop.gov>
Date: Tue, 19 Mar 2024 12:17:17 -0400

Hi Nick,

Thank you again for your time on Friday!

As I'm finalizing a draft US intervention, I wanted to follow up quickly to see if you are able to share any additional links, etc. on the small business digital alliances or data on digital skills training/partnerships we discussed.

Appreciate your time and input.

Happy Spring!

Andrea

Andrea W. Boron
EXEMPTION 6 (Cell)

From: Nicholas Bramble **EXEMPTION 6**google.com>
Sent: Friday, March 15, 2024 9:40 AM
To: Boron, Andrea W. EOP/USTR <Andrea.W.Boron@ustr.eop.gov>
Cc: Lu, Sophia A. EOP/USTR (Intern) <Sophia.A.Lu@ustr.eop.gov>
Subject: Re: [EXTERNAL] Re: SBDC/Grow with Google trainings

great, will call you then from **EXEMPTION 6**

On Fri, Mar 15, 2024 at 9:35 AM Boron, Andrea W. EOP/USTR <Andrea.W.Boron@ustr.eop.gov> wrote:

A call at 1:30 works well for me. I'm at **EXEMPTION 6** or happy to call you.

From: Nicholas Bramble **EXEMPTION 6**google.com>
Sent: Friday, March 15, 2024 9:17 AM
To: Boron, Andrea W. EOP/USTR <Andrea.W.Boron@ustr.eop.gov>
Cc: Lu, Sophia A. EOP/USTR (Intern) <Sophia.A.Lu@ustr.eop.gov>
Subject: Re: [EXTERNAL] Re: SBDC/Grow with Google trainings

Sure, how about 1:30? Happy to do a call or VC, up to you.

On Thu, Mar 14, 2024 at 9:59 PM Boron, Andrea W. EOP/USTR <Andrea.W.Boron@ustr.eop.gov> wrote:

Thanks! I'm open between 12:30 – 3 if a window in there works for you?

Andrea W. Boron
EXEMPTION 6 (Cell)

From: Nicholas Bramble [EXEMPTION 6@google.com](#)
Sent: Thursday, March 14, 2024 5:44 PM
To: Boron, Andrea W. EOP/USTR <Andrea.W.Boron@ustr.eop.gov>
Cc: Lu, Sophia A. EOP/USTR (Intern) <Sophia.A.Lu@ustr.eop.gov>
Subject: [EXTERNAL] Re: SBDC/Grow with Google trainings

Hi Andrea - Good question, and happy to talk this over! I'm free tomorrow afternoon if that might work?
Best,
Nick

On Thu, Mar 14, 2024, 10:41 AM Boron, Andrea W. EOP/USTR
<Andrea.W.Boron@ustr.eop.gov> wrote:

Hi Nick,
I hope this finds you well.
I'm preparing for WTO Council on Trade in Services meetings later this month, and pulling together points for an experience sharing session on Covid-19 and trade in services.
We had a very interesting chat w/ SBA on the increasing focus on SMEs and trade in services. Partnerships/training w/ Google were mentioned – perhaps referring to :
>>>[<<<;<;<;](https://americassbdc.org/grow-with-google/)
It would be great to connect with you or someone on your team later this week/early next to see if there are services anecdotes we might highlight in our intervention.
Thanks and best regards,
Andrea

Andrea W. Boron
Director for Services and Digital Trade
Office of the U.S. Trade Representative
Andrea.W.Boron@ustr.eop.gov
+1 [EXEMPTION 6](#) (Cell)

[EXTERNAL] Investments in pacific subsea cables

From: Nicholas Bramble [EXEMPTION 6](#)google.com>
To: "Baltzan, Elizabeth V. EOP/USTR" <elizabeth.v.baltzan@ustr.eop.gov>, "Wilson, Christopher S. EOP/USTR" <christopher_s_wilson@ustr.eop.gov>, "Schagrin, Kenneth A. EOP/USTR" <kenneth_schagrin@ustr.eop.gov>
Cc: David Weller [EXEMPTION 6](#)google.com>, Behnaz Kibria [EXEMPTION 6](#)google.com>
Date: Thu, 11 Apr 2024 14:58:37 -0400

Dear Beth, Chris, & Ken -

Given our discussions on subsea cables, we wanted to share that during Japanese Prime Minister Kishida's state visit to Washington, DC, Google [announced](#) a \$1 billion investment in digital connectivity to Japan. This investment expands our [Pacific Connect initiative](#) and delivers two subsea cables in the region – Proa and Taihei – that will create new fiber-optic routes between the continental U.S. and Japan. We're also funding the construction of an interlink cable connecting Hawaii, Guam, and the Northern Mariana Islands. Together these cables are intended to improve the reliability and resilience of digital connectivity between the US, Japan, and multiple Pacific Island countries and territories.

More info about these announcements on our [blog](#) and in the [US-Japan Joint Leaders Statement](#). Always happy to discuss these and other recent infrastructure investments in more detail.

Thanks very much,
Nick

Re: [EXTERNAL] RE: Meeting request

From: "Schagrin, Kenneth A. EOP/USTR" <kenneth_schagrin@ustr.eop.gov>
To: "Giovenco, Ari" [REDACTED]@amazon.com>
Cc: "Boron, Andrea W. EOP/USTR" <andrea.w.boron@ustr.eop.gov>, "Nissen, Todd M. EOP/USTR" <todd_nissen@ustr.eop.gov>
Date: Tue, 16 Apr 2024 18:22:31 -0400

Trying to figure out others schedule.

On Apr 16, 2024, at 16:29, Giovenco, Ari [REDACTED]@amazon.com> wrote:

Hi Ken, checking back if tomorrow at 2:30 works. Thanks, Ari

From: Giovenco, Ari
Sent: Thursday, April 11, 2024 5:06 PM
To: 'Schagrin, Kenneth A. EOP/USTR' <Kenneth_Schagrin@ustr.eop.gov>
Cc: Boron, Andrea W. EOP/USTR <Andrea.W.Boron@ustr.eop.gov>; Nissen, Todd M. EOP/USTR <Todd_Nissen@ustr.eop.gov>
Subject: RE: [EXTERNAL] Meeting request

How does 2:30 work?

From: Schagrin, Kenneth A. EOP/USTR <Kenneth_Schagrin@ustr.eop.gov>
Sent: Thursday, April 11, 2024 3:35 PM
To: Giovenco, Ari [REDACTED]@amazon.com>
Cc: Boron, Andrea W. EOP/USTR <Andrea.W.Boron@ustr.eop.gov>; Nissen, Todd M. EOP/USTR <Todd_Nissen@ustr.eop.gov>
Subject: RE: [EXTERNAL] Meeting request

CAUTION: This email originated from outside of the organization. Do not click links or open attachments unless you can confirm the sender and know the content is safe.

Hi Ari, pretty open Wednesday after 11. Adding Todd, who may have some interest in Canada developments.

From: Giovenco, Ari [REDACTED]@amazon.com>
Sent: Thursday, April 11, 2024 2:26 PM
To: Schagrin, Kenneth A. EOP/USTR <Kenneth_Schagrin@ustr.eop.gov>
Cc: Boron, Andrea W. EOP/USTR <Andrea.W.Boron@ustr.eop.gov>
Subject: [EXTERNAL] Meeting request

Hi Ken,

Hope you are well. I have a colleague in town from Canada next week and was hoping to find time for a meeting to discuss a few issues. Do you have availability on Tuesday or Wednesday?

Thanks,
Ari

<image001.png>

Ari Giovenco
Head, U.S. Trade Policy
EXEMPTION 6

