



ELISABETH URFER

Project Manager, Capital Trade Inc.

Telephone: 202.955-6802 Fax: 202.463.1855

EDUCATION

1992 MPIA, Economic Policy, Graduate School of International Relations and Pacific Studies, University of California, San Diego

1987 B.A. History, August, 1987, University of California, Berkeley

EXPERIENCE

Ms. Urfer is a Project Manager with Capital Trade, Incorporated. Ms. Urfer joined Capital Trade in 1998 after working for five years as a Senior Import Compliance Specialist, and a Financial Analyst with the Department of Commerce. Ms. Urfer entered government service as a Presidential Management Fellow and while at the Department was awarded several Certificates of Recognition for outstanding work in antidumping duty investigations and reviews. Ms. Urfer specializes in international trade regulatory analysis, with specific expertise in antidumping investigations, administrative reviews, antidumping margin analysis and monitoring strategies.

International Trade Regulatory Analysis

Ms. Urfer has direct experience in the following areas involving international trade regulatory analysis:

- Pre-petition assessments, including injury analysis
- Prepare and analyze DOC and ITC questionnaire responses
- General questionnaire response preparation
- Research of surrogate information for NME cases
- NME surrogate and factor of production analysis
- Review of DOC disclosure documents
- Representation at verification, and verification report review
- Expert testimony at DOC
- Develop and assess adjustment calculation methodologies
- Develop and analyze sales below cost allegations
- Develop and analyze further manufacturing methodologies
- Hyperinflationary economies
- General preparation of computerized sales listings
- Monitor pricing strategies in order to minimize dumping liabilities
- Analyze potential liabilities in countervailing duties proceedings
- Write briefs, technical analyses, and client memoranda concerning issues related to unfair trade allegations and other trade issues

Case Experience (AD):

- MMF Sweaters from Hong Kong
- Large Power Transformers from France
- Tapered Roller Bearings from Hungary
- Mechanical Transfer Presses from Japan
- Crawfish from China
- Lug Nuts from China
- Paint Brushes from China
- Steel Wire Rod from Korea (changed circumstances)
- Sebacic Acid from China
- Pipe & Tube from Thailand
- Potassium Permanganate from China
- Large Newspaper Printing Presses from Japan and Germany
- Concrete Steel Reinforcing Bar from Ukraine, Latvia, Moldova, China, Belarus and Turkey
- Crude Oil from various countries
- Honey from Argentina and China
- Catfish from Vietnam
- Honey from Argentina and China
- Steel Beams from China and Russia
- Gift Boxes from China
- Tomatoes from Mexico
- Color Televisions from China
- Polyvinyl Alcohol from Taiwan
- Live Swine from Canada
- Polyester Staple Fiber from China
- Citric Acid from China

Bilateral/Multilateral Trade Agreements

- Steel Plate from the PRC
- Steel Wire Rod from Venezuela CVD
- Steel Wire Rod from Venezuela AD

Other Projects

- Developed and presented numerous seminars, training sessions, and workshops to domestic and international business executives, attorneys and staff explaining U.S. antidumping law and policy, including special considerations having to do with non-market economies, antidumping margin calculations and methodologies, and antidumping monitoring strategies.

- Assisted numerous companies with preparation for potential antidumping proceedings prior to the filing by the U.S. industry, particularly in non-market countries where there is more uncertainty. Made recommendations regarding accounting practices, computer software and sourcing major material inputs in order to minimize liabilities should an antidumping proceeding be initiated against the exports of the products of these companies.

Prior to joining Capital Trade, Incorporated, Ms. Urfer held the following positions:

- Senior Import Compliance Specialist, (1997-1998), United States Department of Commerce, Import Administration, Washington, DC. Ms. Urfer was responsible for analyzing pricing practices, manufacturing operations, and the sales and distribution systems of foreign corporations and their U.S. subsidiaries. Conducted on-site audits of foreign corporations; verified the accuracy of price and cost information submitted to the Department of Commerce. Negotiated bilateral trade agreements governing U.S. imports of steel plate from the PRC, and Steel Wire Rod from Venezuela. Prepared briefing papers, policy options, and decision memoranda concerning issues related to unfair trade allegations, and bilateral trade agreements.
- Financial Analyst, (1992-1997), United States Department of Commerce, Import Administration, Washington, DC
- Writer, (1989-1990), San Jose, Costa Rica
- Business Consultant, (1987-1988), Tokyo, Japan

LANGUAGES

Spanish, Portuguese: working knowledge; Chinese, Japanese: rudimentary.

COMPUTER LANGUAGES/SOFTWARE

Data Manipulation/Management: SAS, Excel, Lotus

Communication: ProComm Plus, Netscape, Explorer, Firefox

Word Processing: Ms-Word, WordPerfect

Presentation: Powerpoint