

**Webinar, “Trade Trends, Policy Actions and Resources for Metals and Critical Minerals”
January 16, 2020**

Coordinator: Good afternoon and thank you all for standing by. I'd like to inform all participants that your lines will be on a listen-only mode until the question-and-answer session of the call. At that time if you would like to ask a question, please press Star 1, ensure that your phone is unmuted and state your name clearly when prompted. Today's call is also being recorded. If there are any objections you may disconnect at this time. I will now turn the call over to Ms. (Wendy Peebles). Ma'am, you may begin.

(Wendy Peebles): Thank you, operator. Good afternoon everyone. My name is (Wendy Peebles), Lead Outreach Coordinator Census Bureau Economic Management division. With me today our experts from the US Census Bureau and our sister agency International Trade Administration who will be discussing valuable information on the metals and critical minerals industry, along with its resources, helpful tools to include the Schedule B search engine and the global market finder for attracting global markets.

The Census team is happy to collaborate with International Trade Administration to bring you this webinar. I'd like to start by thanking everyone for joining today's webinar. We have an informative webinar plan, and I'd like to go over a few items before we start. As the operator mentioned, the webinar is being recorded and for confidentiality reasons, we ask that during the question and answer period that will occur at the end of today's webinar, that you only provide your first name and do not disclose your company's name or any other sensitive information.

The presenters will address as many questions as possible during the webinar. The contact information will be provided for further follow up if your

questions are not addressed today. A few days following the webinar, the transcript, recording, and presentation will be posted to the Web site. I'd like to introduce the presenters for today. Again, I'm (Wendy Peebles), I'm your host.

The presenters from Census we have Ashley Albritton, Statistician, International Trade Indicator Micro Analysis Branch, and Henock Kebede, Section Chief, International Trade Indicator Macro Analysis Branch, and from the International Trade Administration, we have Gary Stanley, Director, Office of Materials Industries, International Trade Administration, Salim Bhabhrawala, Senior International Trade Specialist, Office of Materials Industries.

So today's agenda, we will have an introduction to the online databases and data analysis tools. You'll be provided with some examples of tools and the actions, products and services by ITA offers to promote export and facilitate trade. And once again, at the end, we will have our Q&A.

So at this time, I'm going to turn it over to Miss (Ashley).

(Ashley Albritton): Thank you, (Wendy). Once again, I'm (Ashley) with the micro analysis branch here of the economic indicators division and here's my contact information, ashley.f.albritton@census.gov or you can call my direct line at 301-763-1158 or you can call our schedule B hotline at 1-800-549-0595 select option two, or you can send us an email to our schedule B mailbox which we check frequently at eid.scheduleb@census.gov.

Today, I'll be helping you all navigate our schedule B Web site in order to get your schedule B number which is also known as your export code. We will begin by going to our schedule B Web site which is

www.census.gov/scheduleb and you see that it takes you to our foreign trade homepage.

From there, you can see that there are a few different links that we can select. Right here we have the search where we can search via keyword, we have the Browse button, where we can search- we can search the Schedule B book by chapter, we have the download where you can download the schedule B book, and then we have the Obsolete Codes link, where you can see the links that are no longer in use and the codes that are currently being used in place of those.

And also if you scroll down, you'll see that we have the previous year's schedule B books, as well as the previous years' obsolete codes. Okay, so what we're going to do is we're actually going to start with our search link. We're going to click on that in order to classify a couple of commodities today.

Now next to describe your product box you see that there's a little "i" right here - this actually gives you a couple of different options as to how you can search our schedule-B search engine. If you hover your mouse over that "i" you can see that you can search by giving a brief description.

If you have the beginning of the schedule B number, you can start from there or if you have the CAS number you can use that as well. Also, if you scroll down to the bottom of the page, you see the contact information again, as well as the feedback link, if you'd like to leave feedback, and there's also a help link if you need additional assistance.

So we will begin by typing in rare earths which will be our first commodity that we will look at. So if we type that in, and then we hit classify and if you

scroll down, you'll see that rare earths falls under Chapter 28, which is for inorganic chemicals; organic or inorganic compounds of precious metals, of rare earth metals, of radioactive elements or of isotopes. Okay?

Now the chapter and heading it falls under will be 2805 and you can see a brief description in the middle. Under that you see your full 10-digit code, which will be 2805 dot 30 dot 0000. And you see the full description right here in the middle, as well as you see the unit of measure for that Schedule B number, which will be in kilograms.

Now, all of these classifications won't be as simple as that one. So we're actually going to try another one that's little more difficult. We're going to use titanium and once we type titanium and hit classify if you scroll down, you'll see this area where it says "Assumed Characteristics" you actually want to click on that to make sure that it's guiding you in the right direction to make sure that it's, that everything that you have applied to your commodity is selected correctly.

So for us, everything is correct. So we're going to leave that alone. We're going to scroll down to where says tell us more about it and we're going to select what state our titanium is in and there will be an "Unwrought". So as we scroll down, we see that it falls under Chapter 81 and the subheading will be chapter 8108, titanium and articles thereof including waste and scrap. This for unwrought titanium and powders. Okay?

So we have three options here, you have the Sponge, Ingots, as well as Other. Now it's not a sponge, so we're going to eliminate that and it's not ingots at all. So we will actually use this last 10-digit code which will be 8108 dot 20 dot 0090 which is for Other which is kind of considered our basket category. And as you can also see that that unit of measure is in kilograms as well.

Also, once again, if you scroll down at any point on this schedule B search engine you see the contact information if you need any other help any other additional assistance. All right?

Now, we do have global reach blog posts, as well as export training webinars that are on our Web site that can give you additional help as far as finding your schedule B number, exporting with import classification numbers, classifying your product as well as the Spanish version of our export classification webinar. Alright, so I'm going to pass this on to Henock.

(Henock Kebede): Thank you, Ashley. Again, my name is Henock Kebede. I work in the international trade indicator macro analysis branch and essentially, we are responsible for disseminating International Trade Statistics and our monthly indicator which is called the FT 900.

My contact information is on the screen now, I'll pause a little bit so that you guys have a chance to take a look at it. Before I move on to my presentation. So we are the official source for – sorry about that -- the official source for U.S. export and import goods and responsible also for issuing regulations governing the reporting of all export shipments from the United States.

And what I'm going to do in this presentation is give you a flavor of two tools that we use and our users use to access international trade data. One of them is USA Trade Online and the other one is an export our Global Market Finder, an export tool that gives exporters or people interested in investigating export markets for their products.

So what I'm going to do is a jump in to those sites and go through a couple of examples using the HS code that (Ashley) just used. So the first one is USA trade online and how do I get there is you type usatrade.census.gov that will

get you to the site. And basically what you have is the toolbar at the top that is common to the census.gov Web site but we have a box here that if you are a new user that would allow you to sign up for USA trade online it's a subscription based and then a couple of buttons that will be more useful for your particular account. One of the things that we are going to go to is we are eliminating the need to sign up and creating an account in the very near future, that way you don't have to create an account. However, if you want to save a report, then you would be required to sign up for an account.

But if you're just coming in and downloading, creating a report and downloading, you wouldn't need that in the near future. So let me go to the data itself. And the way the data is organized is through imports and exports but for different classification systems. So we have our district level data, which is the most detailed level data that we have at the 10-digit at the top and then we have port level data which is at the six digit level and then we have two state data sets for HS and NAICS. And then we have an aggregation for NAICS district level data.

So for the purpose of our webinar today, I'm going to go to the most detailed one for exports and use the commodity code to run a couple of reports. So typically, people come to us asking how to do I run a time series data for my product or for my commodity, and what can I analyze my data with in terms of country or district. So I'll go through that and do a quick report. So you guys have a good flavor of the extent of the capability that we have here.

So the first thing that shows up on the screen on the right is a commodity page, this is where you search your commodity. On the left is the variables that you can lay out your report in. We have measures commodity country this is another variable that we use for domestic and foreign exports, district and (time).

So, the commodity that we're going to use is titanium. A couple of options that you can do here is you if you know the code itself, you can directly go to the chapter and then drill down. The other way is just like the Schedule B we have a search box and type titanium. And then you have to go through a slew of options to select which is your code. So our code is 8108200090. So I'll search through here and I find it here. Okay.

So the other option is really drilling down here is chapter 81 and the reason that one can prefer this one over the other is this will help you go through the different subfamilies and four digit and six or 10-digit and then to see the different options that you have in for titanium. So it's 80, it would be 81 and 8108 – 810820 and then you find this one.

Okay now that we have selected commodity, the next thing that we're going to select is the objective measure for the objective variables, where we need to analyze our data, and so it's typically value, and then and quantity. And then after that, we can go into time, and select five-year data.

I will start with the current year 2018, 2017, 2016 and 2015. So at this point, I'm ready to view my report and when I click report, right off the bat, I'll see that we don't have any values for 2015 and 2016. So the time series really doesn't give me a whole lot in this view. So what I would do is, how about if I try to see the trends for monthly data and the way we go about that is we go to time again, and I deselect the annual options.

And then we have another tab here is called time series and if we click on the monthly choice there, you have a monthly aggregation or for the time series and we select whatever periods that we wanted to start with. So the most

recent one is November, so if we leave it there, every time that you update this report, it comes to the most recent month.

So next month, it will be December, so you don't have to manually change it. The period since we saw only three years of data is available, will go to 36 months and we'll go monthly. I will update this time series and now get a report and the layout of the report is where you have the time series in columns, and then it extends horizontally.

So I would probably want to change that to have a better view of my data and the way you do that is you go to this icon, and if you hover over it, it will say, rearrange report. In this case, what I would like to do is have time and rows, and the measures in columns because I only have one commodity, I really don't want to see it in the table. Since I already know and then let's see what kind of view that I get.

So it's a much better view. I can sort the data but like this is a data that I would either download to create graphs in Excel to see create a time series analysis for that.

Okay, what if I would like to add country? How would I do that? Because we have 36 rows here. If we have country, then I would look at annual data. But let me go ahead and select country first and I'll select all countries under world total. And then I'll change the time, I'll deselect monthly and I'll go back to the Members and select five years, in this case it's three years since we already know that 2015 and 2016 don't have any data.

And then click report and that will give me something again like that needs to be reorganized. So the way I would do that, again is I will have countries and this time in rows so I can sort it by time. Okay, so switch places for country

and let's see what that gives us. So we have a table that has a lot of empty values or empty cells, and we can suppress those so that we have a better view for analyzing our data.

And again, we go to this features tool and then suppress those values. And the way I would go about it is suppress the rows where the conditions are empty or zero and this will give me a much succinct data table, which gives me the option to sort it now. I could sort it high to low using currency or numbers by value and for titanium, United Kingdom, Germany, Japan, Italy and Canada, our top five, if I sort it by quantity it gives me resources a little bit and United Kingdom Canada is number two now was number five earlier.

So this gives you a quick flavor of how you could do time series data. In USA trade online, you can save this data within USA trade online or you can download it and the download option also gives you an email feature that you can email to anyone. And you could download it.

The rule of thumb is we use comma delimited ASCII format or CSV for downloading and multidimensional so that you have all the dimensions covered in your report. If you click OK, you will have an Excel or a CSV report that pops up and here you can manipulate your data as you would wish. All right.

The other tool that I want to cover is called global market Finder and the way we get to global market finder is let me go to census.gov and you can search the global market finder in the search box. Didn't have to capitalize that, but I did anyway. So global market finder is atop on the list, and you can click on that to access that.

Alternatively, you can also use Google, global market finder census if you type that it would be the first one on the list. We have a search box of Schedule B, just like Schedule B and USA trade online. For this particular code will use the same titanium commodity code. Two ways of doing it. Typing titanium in here, or alternatively typing the code and then jumping into the code itself.

So I'll type titanium and then scroll down to see 8108 right here. When I click that the first thing that pops up is a map and then the map pictorially shows the top five in red dots. So we have Chile, United Kingdom, France, Germany and Japan as the top five potential markets for titanium and using 2018 data. And, why we would use global market finder is to get a snapshot of, Hey, I have a product, a commodity that I'm interested in terms of investigating potential markets outside of the U. S., where can I find out quickly? -

If we use UTO, USA trade online, you can do that. But and then we can get extensive data going all the way back to '92 for some data sets, but this one gives you a quick snapshot, a quick starting point for your analysis. The other tool in global market finder is okay now that I know these are the markets, how do I evaluate in terms of the unit value for that particular market.

So what you would get is a scatter plot and the 45-degree line indicates that anything above that line is the data points that are preferable in terms of unit value. Anything below would not be preferable. So if we look at, we looked at the top five being China, I mean, Japan, Chile, UK, France and Germany. Let's see if where they stack up so we have Japan and the unit price is \$56.76, Germany at \$47.84, France \$48.34. Chile is a little higher \$69.77 albeit it's lower volume and when we go here, which is a higher volume, higher quantity, slightly lower price because of the higher volume you have United Kingdom at \$34.57 cents.

So again, a good starting point for analyzing, hey for my product, these would be viable export markets. We also have a couple of tabs in there for time series the trends between 2017 and 2018 and then also methods of transportation. So most of the exports for 2018 went by air and vessel and other includes like freight rail car and other methods of transportation.

And then the data that we have is we have right now five-year data going back to 2014. So, with that, I'll get back to the presentation and pass it on to ITA.

(Salim Bhabhrawala): Wonderful. Okay, well, my name is (Salim Bhabhrawala).

(Gary Stanley): Good afternoon. My name is (Gary Stanley).

(Salim Bhabhrawala): And we are both from the Office of Materials industry and we're going to give you an overview and discussion of the executive order on critical minerals. We'll also delve into some of the functions of our office as well and give you a little introduction of who we are and where we sit within the Department of Commerce.

So, on behalf of Gary and myself we want to say thank you so much for the hospitality here at Census here in the Federal Government. We are all about trying to find synergies with our particular departments and while our missions and operations are most certainly different, I think that we can all agree that we are committed 100% to serving our stakeholders, which is the American people and their businesses.

And we want to thank Census for the invitation to be here with you today because I think it's really a true opportunity to teach folks that are on this webinar, how to bridge the gap between policy and data. So we look forward

to all the partnerships that we hope to create on the - with the people that are on this webinar, but not only that, but with our colleagues here at Census.

So that being said, as all of you know, there's you know, not much going on I guess in trade policy these days, right, folks? I mean, nothing really germane to the discussion of the tools that have been shown to you by Census or what we're going to talk about just the section 232 on steel, the section 232 on aluminum, the section 301 tariffs on China, four lists of them, Section 301 retaliatory tariffs from China, a newly announced phase one trade deal with China,, USMCA being signed - what about three hours ago and voted in today on the Senate floor?

China's ban on imported solid waste and scrap, active trade negotiations with several countries including Japan, the European Union, the United Kingdom, and of course what we're here to talk about today and we'll deep dive into the federal strategy to ensure a secure and reliable supplies of critical minerals, affectionately known in our building as executive order 13817.

So basically times are very boring in Washington DC, I guess as it relates to trade. Now, as a disclaimer, while Gary and I might not...uh, might have played roles in a lot of the aforementioned topics, we're not the proper government officials and representatives to speak with authority on the vast majority of them.

And we would refer you to our colleagues at the United States Trade representative's office on the majority of these issues, but we can speak with some expertise and authority on a select few of them, in particular, our resources for U.S. based companies, our advisory committees that are fully operated under our purview and the executive order on critical minerals, and how that may impact the folks on this webinar.

Before we get into all that, we do need to do some shameless promotion work so that is the longest winded introduction for this slide that you see in front of you, which tells you where we sit within the Department of Commerce's International Trade, in the Office of Materials Industry.

We have three groups and Gary and I work for our industry and analysis group, which brings together industry, trade and economic experts to advance the competitiveness of U.S. industries, who is the development and execution of international trade and investment policies, and the promotion of specific trade and export strategies.

We basically utilize expertise and relationships with manufacturing and service industries to increase US exports and to work to address trade policies that might hurt US companies in foreign markets, but also try to expand policies that create competitive advantages for US companies in foreign markets as well.

So before talking specifically about our group and our work, want to give a plug to our hard-working colleagues in the other two groups that you see listed below the arrow. So advancing the slide here, what you see in front of you is a map and we have a global markets team, which combines ITAs country and regional expertise, overseas and domestic field staff, and specific trade promotion programs to provide U.S. firms with the full suite of country specific export promotion services and market access advocacy, all the while promoting the US as an investment destination for countries abroad and their companies as well.

We're not in the business of reading slides word for word, but what you can see is that we have headquarters in Washington, DC, but we also have 106

U.S. Export Assistance Centers, everywhere from Alaska to Wisconsin. If you're looking for Wyoming that office is actually based in Denver, and we are willing to work with you in a variety of ways from resources such as what we call our district export councils, to doing specific market research and also hosting seminars on export opportunities.

And so we would highly recommend that all of you on this call, create a relationship with your domestic field office because you never know how they might be able to assist you. So moving out of the United States, and looking more globally, we have a huge footprint across the world. We have 119 overseas posts in 77 different international markets. We often hire locally, which means that we can provide you with resources such as language ability, and also just knowledge of foreign businesses and marketplaces.

Our global markets team is capable of arranging business leads, B2B meetings, and they can even conduct trade missions with our political leadership, if there's enough interest generated within a specific industry group. And finally, we also have our enforcement and compliance group -so going back that's the... excuse me, the bottom group right there and they're the group which we don't have a slide for today.

But I do want to promote them as well, because they are the group that handles all the enforcement of our U.S. trade laws and ensures compliance with our trade agreements. Many of you are likely familiar with the terms anti- dumping and countervailing duty laws and this enforcement and compliance group is the one that administers and analyzes and enforces those types of cases.

As an overview, you can learn all about all of our entire operations within the International Trade Administration by going to www.trade.gov. Again, that's

www.trade.gov. That is the Web site where we all live at the International Trade Administration.

So on to our work and what we do, this slide really summarizes our core mission, regardless of what product or industry sector we represent. We're here to make your business more competitive using the tools, knowledge and relationships we have. The Office of Materials Industry undertakes a broad range of trade policy, trade promotion and trade facilitation activities geared to increasing the competitiveness of U.S. building products and we also deal with chemical and medical industries.

We undertake industry analysis participate in trade policy development and trade negotiations. We conduct extensive trade promotion programs abroad and evaluate the impact of domestic and international regulatory policies on U.S. building products, chemicals, metals, wood products, and a variety of other materials that might stand under our purview. We stand to address international market access challenges encountered by U.S. exporters, but our key asset, I repeat, our key asset is our strong working relationship with industry, industry trade associations, individual companies, small and large in the sectors that we represent.

So exactly what are those sectors? Here's just a quick snapshot of everything under our building products per view and includes an annual U.S. export portfolio of more than \$80 billion. Oh are we not on that slide? I apologize if.... We're not moving forward on the slide for some reason. Just one second while we gear through a technical issue here. For some reason we got stuck.

Okay, well, I want to just apologize to everyone on the webinar for the technical difficulty, but we believe that we have it sorted now and hopefully

what you see in front of you is a slide showing of various amount of sectors of the \$81.4 billion that we represent in terms of our offices purview.

We believe that the portfolios on the chart in front of you would be most interest to the folks on the call is the metal sector and that is highlighted on that slide with a blue arrow. We, in addition to what you see on the screen, we also cover a host of supply chain issues. For example, and we won't get into the details on this, but a part of my personal portfolio at commerce is also covering batteries. So products such as lithium, cobalt and graphite are also included in the ticker that you see there.

And incidentally, I went this morning to look at our concurrence on the HS numbers on all this, of course these numbers are from Census so we do thank our partners there for doing such a great job of gathering data, but these critical metals that I just mentioned are (inaudible), but they're really very - they don't represent very much in terms of value, because we barely export them.

And as Gary will detail, we are nearly 100% net reliant on those materials, but we'll get into that in a few minutes here. Hopefully this next slide will advance here and you should see just one more slide on my part and that is, before passing the baton to (Gary) here, just a quick plug for what we call industry trade advisory committee.

In the interest of time, I will let this slide be the descriptor, but can tell you that there is really no other country in the world that has such a unique public private partnership of cleared advisors directly giving their input on trade policy to the first line negotiators of trade agreements than us.

So I would encourage companies on the webinar and on the call to reach out to us if they want to find a way how to be in the room where it happens, within these advisory committees. You can go to the Commerce webpage or the USTR web page to find out more about the international trade or the industry trade advisory committees. And at this point in time, I've sort of given everyone a 30,000-foot view of what we do in the office of materials industry.

And it's my distinguished honor to introduce my office director, Mr. Gary Stanley, to discuss the specifics of our executive order.

(Gary Stanley): Salim, thank you very much. It is truly a privilege and an honor not only to come out to Census and meet my colleagues here at the Census Bureau, but to also have an opportunity to engage with you this afternoon on a topic that is of uttermost concern and interest not only just to the U.S. government, but from the feedback that we've gotten from the private sector many folks out in the industry and manufacturing world.

We begin with this slide that you will see as an indicator of the scope of this activity. You'll note that there are a number of U.S. government agencies and White House organizations represented on this screen. The purpose for this particular Slide is to give you an indication of the size and scope of this particular activity and the level of interest and involvement.

So you have everyone from the Agriculture Department, EPA, obviously the Department of Commerce, you see is represented there, the Executive Office of the President, U.S. trade representative's office, Energy, Interior, Defense Department, it is a massive U.S. government effort to respond to executive order 13817, which is an executive order announced by President Trump on December 26, 2017.

You can see the indication there of the exact time and date and the name of this particular executive order, which it had at the time, a tremendous level of engagement by the White House as well as the, a number of federal agencies. And in essence, this is what executive order 13817 says, The President said, we are import dependent for numerous critical and strategic, critical minerals, and essentially we need within the U.S. government to develop a strategy to address this dependence on imports for many of these strategic and critical minerals.

And executive order 13817 required the development of two reports. The first was to be developed by the Department of Interior, specifically publishing a list of critical minerals and we'll go get into that in just a moment. But following the completion and publication of that critical mineral lists, the Secretary of Commerce was responsible for preparing a report that addressed the five areas that are identified on that screen.

Most of great interest to our particular agency, the Department of Commerce was number three, looking for options for investment and trade along with our allies and partners within these critical minerals. Following the completion of the announcement of the executive order, our friends at the Department of Interior's U.S. Geological Survey, initiated an activity in February of 2018 and completed that activity in May of '18, as you can see here, which was basically publishing a list of critical minerals, that would essentially be the primary focus, but not the exclusive focus of the work on the executive order.

The final list was published, May 18, 2018 and again all of this information is out there in the public domain. So we have screenshot some of the Federal Register notices for your information, but a simple search through Firefox through Google through Internet Explorer should be able to get you to each

one of these particular items and they're there for your information, as well as for your background on exactly the scope of what we're talking about.

So and again in May of 2018, a final list of 35 critical minerals was published by the Department of Interior. This gives you a snapshot. This is one of my favorite slides in the whole presentation. This gives you an idea of essentially what are we talking about? I mean, these are obviously very complex distribution avenues, supply chains, sources, processing, but this just gives you a nice snapshot of the scope of what we're talking about here.

And exactly how broad the impact is, for each of these critical minerals and exactly where do they go in, I mean, exactly where do these things fit in? And as you see there, (inaudible) anything from the energy and industrial aspect to advanced technologies to the manufacturing of steel. As Salim mentioned earlier, storage batteries, especially those that are used for long term storage as well as for the electric vehicle sector - all of these are critical to not only domestic manufacturing and industry but also to national security.

Following an extensive inner engagement with The White House, as well as with a number of federal agencies, Secretary Ross in 2019, specifically on June the fourth published the federal strategy in response to the executive order, and again, all of these documents are online. They are certainly there not only for your information, but if you research them and have questions, you can certainly reach back to (Salim) and myself and we'd be happy to address and answer your questions to the best of our abilities.

Obviously, we're in the early stages of this activity. The strategy itself was only released in June of last year and so we're still in the process of reaching out to the private sector and gathering information and particularly if this is of

an interest to you, we would definitely very much look forward to hearing from you.

But this particular executive order strategy now has set in an all public domain, the work that is being done at the federal level. And this is essentially what the executive order strategy says, it identified, six primary what we called, calls to action. Now, the operative word here is action. Now, I've been with the federal government nearly 37 years and truthfully, you get involved in a lot of activities, that simply becomes information gathering, right? There's a lot of analytical work, there's a lot of discussion, there's a lot of exchanges of information, but then you kind of wonder well, what happened?

Well, one of the things that we had the ability to kind of choreograph in this process because Secretary Ross was the one who was releasing the strategy, we had the ability to kind of choreograph or direct how we wanted the executive order strategy to unfold and we wanted it to be proactive. We wanted there to be actions associated with this. Gathering information is important, but too often times these kinds of activities simply become the gathering of information and you're never sure where it goes.

Well in something like this that had both a national security as well as economic security impact, we wanted this to be very proactive and forward looking. So you can see the six major calls to action that are part of this executive order strategy. The first one really the Department of Energy is the focus although a number of executive branch agencies in the White House are involved in this, looking at transformational research development and technologies across the critical mineral supply chain.

Our defense department colleagues very much interested in strengthening the defense industrial base, ourselves, the Department of Commerce in ITA as well as state department and USTR - very proactive as far as enhancing international trading cooperation.

(Inaudible) was very interesting the level of international interest that I think surprised even (Salim) and I that literally within 24 hours of June 4th, launch and public release, we were already getting contacted by Australia, by Canada, by France, even Japan, wanting to know how do we cooperate in this area? I think that took us all by surprise. We were expecting that this would be a, somewhat of a drawn-out process and trying to determine folk's interest, it was just the opposite.

Improving and understanding of domestic critical mineral resources - that's our friends in the Interior Department because their scope, particularly the Bureau of Land Management, as well as the U.S. Geological Survey, they're responsible for actually identifying what do we have within the country? Exactly what do we have as far as domestic resources are concerned?

And then again, under Bureau of Land Management, looking at access, it's one thing to know that it's in the ground, but the question comes, is it commercially viable, do we even have access to this? Where is it? Is it a mile deep or is it 10 miles deep? Are the commercially viable, are the quality of the resources even of good potential for investment and manufacturing?

And then lastly, our friends at the Department of Labor, very interested because that's one of the things that we've seen is the need for qualified labor. If you find the resource and you want to harvest it, you want to extract it from the ground. Do you have an educated and capable workforce that can actually make access available to these?

This is just simply a Polaroid to kind of give you an indication of just how complex this report is. The report, the executive order strategy goes into great detail on all six of those calls to action. You can get an idea of the kinds of objectives, the recommendations and what we are anticipating as the outcome over a two to five-year period. But again, it is a very, very complex, very detailed report.

This is just very quickly for your information. Just to give you an idea of the scope of what we're talking about, you can see how the calls to action are laid out. You can see the goals and then you can start summarizing exactly how detailed the goals are. (Inaudible) similar to that with our friends at the Defense Department, how they're looking at this, again, from a national security standpoint. Here's the one specifically that (Salim) in my office are involved in that's looking at international trade, and how developing partners get an idea of who the foreign suppliers are and the idea here is to build those strategic relationships with our allies and partners. This also gives you a scope of the size of just how broad this is. This is a global activity.

Looking specifically at domestic critical mineral resources, you'll see that little picture to the left there, this gives you an idea of the kind of surveying capabilities that exist now and with that, which we're trying to greatly enhance. And then as we close out there, here's the permitting. You get an idea from there of just how much material there is and where it is located predominantly.

And then of course, again, looking at it from an educational training and labor force development standpoint.

(Salim Bhabhrawala): Okay, well, we gave you a very vast amount of information there. So what we thought we would do is in the interest of time here, we have a few minutes left, we would take questions.

(Wendy Peebles): Yes, operator, can you queue up the individuals to see if there are any questions for our experts here today?

Coordinator: Thank you. Again, if you would like to ask a question, please press Star 1 on your phone, ensure that your phone is unmuted and please state your first name clearly when prompted. Again, Star 1 to ask your question. One moment. Our first question comes from (Don). Sir your line is open.

(Don): Thank you so much and thank you for the very informative presentation. My question is simply is will any of these various government agencies be looking for resources to identify where these critical mineral assets are located globally and where new mining assets are being opened?

(Gary Stanley): Now, that is an excellent question. Thank you so much for asking. The answer is absolutely. One of the things that we are just in the early stages, but are now being very proactive and doing and that's part of the reason why we're doing these kind of presentations and programs is to basically let people know out in the private sector whether, and it could be in the area of the academic world could be universities and so forth, basically making us aware of information that they may be aware of that perhaps the US government may not of at the time availed itself of.

But the whole idea here is to create partnerships. This is not intended to be done in an isolated perspective, but to hear from and to work directly with private sector and those that are at different ends of the supply chains, and

specifically if they know about resources that could be available to assist this effort.

(Don): Thank you very much.

Coordinator: Thank you. Our next question comes from (Ben), your line is open.

(Ben): Hi, I have a question. I read a report recently that the Defense Department was building a kind of rare minerals, um, I guess, processing plant or mining plant or something to that effect. I was wondering I guess is the government like what role does the Defense Department play in in our overall attempts to create a, I guess, domestic supply chain or domestic stock of (inaudible) rare (inaudible)?

(Gary Stanley): Thank you so much for the question. Well, I given the time constraints I will try to give the briefest answer but also to give you the substance of it. The Defense Department is very much involved in the execution of the strategy. I can tell you that we are looking at a number of domestic as well as international options again, our friends in Australia and Canada.

We are in the process of looking at areas of cooperation, joint ventures - we're looking at a whole host of possibilities. What we're trying to do at the moment is to simply not let the process get out ahead of us, but we are, you know, we are, you know we've had some discussions, there has been, you may have heard about a company in Australia called Lynas that has been in conversation with a company in Texas called Blue Line Processing to establish the first ever rare earths separation facility in the United States

And so, obviously rare earths is getting a tremendous amount of attention because of rare earths end use applications but also the fact that we have

become so dependent on essentially one foreign supplier. And whether you're in the world of economic security or national security, diversity of supply, and finding good long-term reliable sources of supply is absolutely critical to your supply chain as well as to your competitiveness.

So, DOD is very much involved in this and no doubt you will see other announcements coming out in the weeks and months ahead.

(Ben): Thank you.

Coordinator: Thank you. Our next question comes from (Neil), your line is open.

(Neil): Hi, thank you for the nice presentation. Is there any concern about EPA regulations in regard to the chemical processes with a lot of these metals?
Thanks.

(Gary Stanley): Absolutely. One of the things that we had the great privilege of doing and when you saw that first slide, actually, starting on my portion of the briefing, you saw the seal of the EPA up there, because EPA was actively involved in the area of processing of drafting this study with the executive agency as well as the White House and we are absolutely committed to doing this in an environmentally safe and responsible manner.

There is language in the executive order strategy that specifically identifies that and we have a very effective dialogue with our friends at EPA. And obviously anything that would be done in this country would be done in a whole of government approach. So that there is no one area that that receives a preference or an exclusive control of the activity. This really is being done as a whole of government approach.

(Salim Bhabhrawala): And I think just to add to Gary's comment, and taking it one step further, if you look at the report in detail, it also discusses recycling and closed loop efforts for a lot of these minerals and materials. For example, you know, I think in the next five to seven years, you will see the first commercially quantitative amount of lithium ion EV batteries, you know, come out of use from the roads.

And so, the strategy also discusses what to do with that and how to recycle and re harvest those materials to put them back into use in in the most environmentally friendly way.

(Ben): Do you guys have an exact location for the report online?

(Gary Stanley): We do. Yeah. If you go back, yes, if you scan back up, it's in the slides deck, and (inaudible) you'll see it in there, but I can assure you if you just do a basic internet search, and just type federal strategy or just type EO 13817, I'm quite confident that the report will come up there and you can download it fully and be absolutely unedited, unchanged, unaltered version, the exact version that was sent over by Secretary Ross to the White House is fully there, in its entirety.

(Ben): I'm sorry, can you repeat that number again, I listened on the phone, so...

(Gary Stanley): Of course it's executive order 13817.

(Ben): Thank you. Yes, sir.

Coordinator: Thank you. Our next question comes from (Anish). Your line is open.

(Anish): Hi, thank you for actually that presentation, um...I was actually really ecstatic because these are a few things that I've been actually looking myself to assess and I think a gentleman actually mentioned that about the recycling initiatives. I know that would be actually huge partnerships right now, with a lot of countries throughout all across, you know, various continents with recycling initiatives and strategies, whether it be from, you know, computer software to appliances to any kind of the vehicular modules, all as things kind of transitioned into like a smart you know, into a Smart Cities and a smart world technology.

My question would be actually for deregulation purposes, in terms of recycling measures that are being currently applied throughout many different industries. What are some of the you know, some of the challenges that could be, you know, looked at, like, let's say, for instance, I wanted to start an organization or a company, that was the initiative and the mission and the values were around recycling everything from any kind of technological moduling, or any kind of these elements that are, you know, essentially becoming rare precious items now.

So there will be a certain amount that remains rare in, in alive wild form in the environment, and the rest is applicable to, you know, our resources that are used for, you know, the benefits of humankind. So what exactly are there any partnerships or any initiatives that you, you all may have any sort of insight into that I would be able to access as a resource?

(Salim Bhabhrawala): So let me take a shot at answering this and Gary, whatever I miss, you can perhaps fill in. But you know, the biggest challenge (Anish), I think, is cost and obviously what we know right now is it's not economically viable to harvest some of these materials from recycled material from second life of products, whether it's electronics or an EV battery.

But I think that, you know, as this strategy develops, and as it gets more attention and more legislative policy comes into fruition, what you'll see is some government intervention also on some of these recycling policies and, you know, just sort of an ideology developing that, that these products are not waste, but their an actual national treasure or an asset.

(Gary Stanley): That's excellent (Salim). That was exactly where my line of thinking was going. Because really, when you look at the secondary materials, I don't even really like to use the word waste because that has a certain connotation that this is trash, or this is garbage or this is throwaway. We look at it as a there's a primary - it's a renewal stream, and then there's a secondary one.

For us in our office of materials industries, we look at a whole host of secondary materials areas and we see that as a vital in many ways untapped source of raw materials. But to (Salim's) point, there is a challenge with a lot of the areas, one of the technical capabilities and yet, that is a process that Department of Energy, even our (inaudible), Commerce's NIST National Institute of Standards and Technologies and a number of federal agencies are actively involved in.

But if there is a challenge to get to a point where it becomes technically feasible to separate these materials properly, then after that, again to (Salim's) point is, are they economically viable? I mean, if there is a virgin material stream that is inherently significantly more affordable than the secondary one is many companies out there, obviously they're looking at the bottom line and they're looking at, essentially, how do they stay competitive in a global marketplace.

But there is so much level of interest of this and there, that's where the private sector and even academics, universities, technical institutes, can help the process along by bringing their level of expertise to bear to the market...

(Salim Bhabhrawala): Sure, and I think that, you know, a public private partnership needs to be, you know, in place to try to create some sort of economic incentive to keep these materials. If you use Census' tools to look at how much scrap and waste we export, it is ridiculous to think about that. And so we need to really change those trends

(Salim Bhabhrawala): Two more questions. Okay.

(Wendy Peebles): So operator, I think we have time for about two more questions. Any there any more questions in the queue?

Coordinator: Yes, we do. Our next question comes from was (Usmark). Your line is open.

(Usmark): Hi, thank you so much. This was really great information. I wanted to know, I have a source for one of the critical mineral, but I just, I don't have audience here in US. So could you please advise me what department can guide me regarding the rules and regulation of this one of the critical minerals?

(Gary Stanley): Sure. You've come to the right place you can, my and Salim's contact information is in the in the presentation. You can drop us an email, and we will respond to you as quickly as we possibly can. If we don't have the answer, I am the, I'm the quintessential expert in finding the person and letting you know because this is such a complicated and diverse area and so forth.

So by all means, you can reach out to us directly and we will definitely put you in contact with the right thing. But I will tell you that there are literally

dozens of contacts that are coming in about this particular topic. So it may be somewhat of a, you know, a time to actually get the information, but we would be more than happy to engage with you.

(Salim Bhabhrawala): Sure, and I think during our technical difficulties, actually, our contact slide was deleted accidentally. So I'm just going to point everybody's attention to the slide that we brought up. Our email addresses can be transposed out of this information. So Gary's would be Gary.stanley@trade.gov. And mine would be salim.bhabhrawala@trade.gov.

And we're an open resource, and again, as Gary reiterated, if we can't point you in the right direction, we will try to find somebody that can.

(Usmark): Thank you so much.

(Salim Bhabhrawala): Okay, final question.

Coordinator: Our final question comes from (Bert). Your line is open.

(Bert): Hi. Has there been any congressional reaction to Commerce's report on executive order 13817 yet?

(Salim Bhabhrawala): Well, I don't know if you watch the news, there's just other things going on right now, but...

(Bert): yea

(Gary Stanley): We have not heard anything directly to the department, I'm sure there probably is but the situation regarding an executive order, it's not like a policy. It doesn't require legislative engagement. I'm sure that probably in the future,

the White House as well as number of executive branch agencies when they go up to The Hill and start discussing appropriations, that there might be a question or two, but candidly, we have not heard any.

(Bert): Okay, thank you.

(Salim Bhabhrawala): Okay.

(Wendy Peebles): Okay Great. Once again, thank you all for your participation in today's webinar. Special thanks to all of our presenters from the International Trade Administration and the Census Bureau. Wealth of knowledge was shared today by our presenters. Very informative and just like to remind you that the presentation, transcript, and the recording will be provided in about a week and you can go to the Census Web site at www.census.gov/foreign-trade. Again, that's www.census.gov/foreign-trade.

And please go there to visit our outreach material. We will be having additional webinars throughout the year. So this completes our webinar for today. Thank you for joining.

(Salim Bhabhrawala): And thank you to our folks as Census for all their hard work. It's been a pleasure working with all of you.

Coordinator: Thank you. This does conclude our conference for today. Thank you for calling in and have a good weekend.