

## CURRICULUM VITAE

1. **Family name:** STEELE
2. **First names:** Peter Jeremy Birchwood
3. **Year of birth:** 1942
4. **Nationality:** British
5. **Civil status:** Married
6. **Education:**

Institution [ Date from - Date to ]	Degree(s) or Diploma(s) obtained:
Oxford University ( 1961 - 1964 )	BA (School of Modern History) ; MA

7. **Language skills:** Indicate competence on a scale of 1 to 5 (1 - excellent; 5 - basic)

Language	Reading	Speaking	Writing
English	1	1	1
French	3	5	4

8. **Membership of professional bodies:** International Consulting Economists Association
9. **Other skills:** Familiar with Microsoft Office Professional, WordPerfect 5.1 and Supercalc
10. **Career:**

1964-1967	British Iron & Steel Federation	Assistant Secretary
1967-1968	British Steel Corporation	Assistant Secretary
1968-1982	Economist Intelligence Unit Ltd.	Became Project Director in the Market Research/Commodities Division
1982-	Independent	Trade development consultancy

11. **Experience:** Mr. Steele has been involved in donor-funded international development projects for much of the last thirty years with particular emphasis on trade policy as a means of achieving enhanced economic activity and poverty reduction. He has specialized increasingly in these areas in the last fifteen years and has been involved in projects in many parts of the developing world, but particularly in sub-Saharan Africa. However, although he himself has specialised in the area of trade development he has considerable experience of working with experts in other areas and in the management of multi-disciplinary teams.

Projects in which he has been involved have included: analysis of international markets; formulation of trade policy recommendations; project identification and programme development; management of trade development programmes; evaluation of the practical impact of donor-funded TA and training activities. He has considerable experience of identifying and recruiting multi-disciplinary teams to carry out these activities and of managing and coordinating their activities in the field. As a trade development expert he has experience of formulating trade policy advice in connection with the negotiation of preferential treaty arrangements (PTAs) and the national implementation of such arrangements. He has also worked in the area of capacity-development, assisting governments in building up their own capabilities in the area of trade policy analysis and regulatory implementation.

Mr. Steele has ample experience of formulating programmes of TA activity and training within a logical framework and with reference to project cycle management. However, while his experience has also taught him the importance of these mechanisms for ensuring consistency in the implementation of projects, it is even more important to maintain flexibility in project management in the light of the ability of project beneficiaries' to gain real benefit from the activities undertaken. For instance, beneficiaries must show themselves capable of absorbing TA/training interventions in the form in which it is offered and it is often necessary to modify or abandon particular activities if these prove inappropriate to the objectives of economic development and poverty alleviation. It is necessary in these cases that project managers should be encouraged to seek the adjustment of programmes if this is required to make them more effective.

Mr. Steele's experience has impressed upon him the need to coordinate donor activities to avoid duplication of effort. Mr. Steele has found that there is often a particular danger of overlap when the EC and the US Government have different priorities in what they hope to achieve from particular trade negotiations and, thus, both are eager to run programmes to assist governments participating in those negotiations. Negotiations to admit new countries to the WTO and to influence the future direction of the WTO – as in the Doha Round – were particularly prone to produce such competition and effort and resources were wasted as a consequence. He considers that the beneficiary government should be responsible for coordinating donor-programmes to ensure that resources are allocated in the interests of its country.

Mr. Steele's experience has accustomed him to the financial management of EC-funded projects, and he has a good knowledge of EC cooperation instruments and finance contract procedures. While working in Egypt he was responsible for drafting specific tender documents for a projected service contract under EC procedures for external actions. He has not worked on programmes funded by Budgetary Support although he is aware of the criteria for such programmes.

#### 11. Specific experience in developing economies:

Country	Date from - Date to
Cambodia	1995-98;2002
Egypt	2004-5
Ghana	1994; 2002
Jamaica	1983-86;1989; 1994
Jordan	2008
Kuwait	1985
Laos	2002
Lebanon	2006
Lesotho	1995; 2007
Moldova	2002
Montserrat	1993
Qatar	1985
SADC region (incl. Zambia and Tanzania)	1999-2001
Tanzania	2009-10
Saudi Arabia	1979; 1985
Swaziland and the RSA	2003-4
Syria	1993
Syria	1993
UAE	1978; 1985
Uganda	1990-2
Uzbekistan	1998

## 12. Professional experience:

Date from - Date to	Location	Company	Position	Description
15/07/09-15/02/10(?)	Tanzania	AGORA-2000 Contact: G. Posca; E-mail: <a href="mailto:g.posca@agora2000.i">g.posca@agora2000.i</a>	Rules of Origin expert	This project is intended to develop the capability of the private sector representative interests in EAC countries to influence the formulation of trade policy strategy in the EU/EAC EPA negotiations.
01-02/08	Jordan	HTSPE; Contact: Penny Buckle; E-mail: <a href="mailto:penny.buckle@htspe.com">penny.buckle@htspe.com</a> OR Adam Pierzchala; E-mail: <a href="mailto:adam.pierzchala@htspe.com">adam.pierzchala@htspe.com</a>	Trade facilitation expert	This was Phase I of a project i/d mission in support of a programme of trade facilitation and transport infrastructure measures to be undertaken by the Government of Jordan. It was intended that the programme should be largely funded under BS.
01-04/07	Lesotho	Harewelle International: N. Smart; E-Mail: <a href="mailto:nsmart@harewelle">nsmart@harewelle</a> .	Team Leader	Mr. Steele worked as TL on the preparation of the Industrialisation Master Plan for the Ministry of Trade & Industry, Cooperatives & Marketing, GoL. The project was an activity undertaken as part of the DFID-funded Poverty Reduction Strategy (PRS) programme for which Harewelle International was the prime contractor. In essence it repeated and brought up to date the work carried out in 1995 ( <i>q.v.</i> below) and also made recommendations for the adaption of government machinery to implement the recommended programme.
01-03/06	Lebanon	HTSPE; Contact: Penny Buckle; E-mail: <a href="mailto:penny.buckle@htspe.com">penny.buckle@htspe.com</a> OR Adam Pierzchala; E-mail: <a href="mailto:adam.pierzchala@htspe.com">adam.pierzchala@htspe.com</a>	Rules of Origin Expert	Mr. Steele worked as Rules of Origin expert on this project which was to assess the economic impact on Lebanon of acceding to the Agadir Agreement. EC funded.
10-12/05	Jordan	Crown Agents: Contact: Judith Whittaker; E-mail: <a href="mailto:enquiries@crowagents.co.uk">enquiries@crowagents.co.uk</a>	Team Leader	Mr. Steele was TL of this mission to identify a project for EC funding in the area of trade policy/customs development to be carried out in Iraq. For security reasons this exercise was carried out in Jordan. In developing programmes in the related, but discrete areas covered, Mr. Steele took great care to ensure that the EC would not duplicate work already being carried out for Government of Iraq by USAID.
09/04-07/05	Egypt	Asesores de Comercio Exterior (ACE): Contact: Amparo Minano; E-Mail: <a href="mailto:aminano@acecomex.eu">aminano@acecomex.eu</a>	Trade Expert	Egypt: Local project manager of Lot 3 of EC/Egypt "Trade Enhancement Programme-A (TEP-A)" "Egypt/EU Association Agreement & WTO Agreements Issues". Mr. Steele's primary function was to enhance the capability of the Trade Agreements Sector of the Ministry of Foreign Trade & Industry to carry out its mandate of advising the Government of Egypt on the negotiation and implementation of agreements under the WTO. This involved the development and delivery of a programme covering both technical assistance and training assignments within a logical framework. Considerable effort was required to ensure that the EC-funded programme did not duplicate work being done under an established USAID exercise and that the absorptive capacity of the beneficiary was not over-loaded.

03/03-06/04	Swaziland and South Africa	Asesores de Comercio Exterior: Contact: Amparo Minano; E-Mail: aminano@acecomex.eu	Trade Policy Expert	Local Project Manager on EC-funded exercise to improve capacity of Government of Swaziland in area of trade policy formulation and implementation. The inability of the Ministry of Foreign Affairs & Trade to give sufficient priority to this intervention meant that the original programme had to be substantially modified and overall Mr. Steele was more concerned with advising on trade policy and assisting in trade negotiations than developing the capacity of the sponsoring ministry. He was particularly concerned with maintaining the benefits secured to Swazi garment suppliers under the US AGOA legislation and developed a good working relationship with the US Embassy in Mbabane.
06-07/02	Cambodia and Laos	Asesores de Comercio Exterior: Contact: Amparo Minano; E-Mail: aminano@acecomex.eu	Trade Expert	Project identification mission undertaken for the EU in the area of trade development to enable Cambodia to benefit access to EC and US markets under GSP arrangements.
04-04/02	Moldova	Asesores de Comercio Exterior: Contact: Amparo Minano; E-Mail: aminano@acecomex.eu	Rules of Origin Adviser	Advice to Ministry of the Economy on the administration of Rules of Origin regimes in bilateral and multilateral trade agreements. Under DFID Moldova Trade Policy project.
02-03/02	Ghana	Asesores de Comercio Exterior: Contact: Amparo Minano; E-Mail: aminano@acecomex.eu	Trade Policy Adviser	Advice to Minister of Trade & Industry on reinvigoration of the ECOWAS trade agreement negotiations. Under the DFID Ghana Trade Policy Project.
08/00-10/01	South Africa	Chemonics; Contact: Jim Robertson; E-mail: jwr@intecon.org	Trade Economist	Trade economist attached to USAID-funded SADC Trade Protocol project. Particular responsibility for introducing best practices for enforcement of protocol Rules of regime.
08/99-05/00	Tanzania	TSG; Contact: Jim Robertson; E-mail: jwr@intecon.org	Trade Policy Adviser	Assigned to the Ministry of Industry & Commerce of the Government of Tanzania under the USAID SADC project as Medium Term Trade Policy and Negotiation Adviser. Mr. Steele participated in TNF 12 held in Gabarone, Botswana, in July, 1999. In this period he continued to explore ways in which the non-SACU SADC members might persuade the SACU group to modify their demands in respect of more rigorous Rules of Origin for intra-SADC trade in return for more generous tariff-reduction offers.
05/99-06/99	Zambia	TSG; Contact: Jim Robertson; E-mail: jwr@intecon.org	Trade Expert	Short-term adviser to Zambian Ministry of Commerce, Trade & Industry with particular reference to the 11 <sup>th</sup> round of the SADC trade negotiations – TNF 11 – held in Lusaka in May-June, 1999. Mr. Steele's assignment was funded by the USAID SADC project. His main concern was to formulate a response by Zambia and the other non-SACU members of the SADC group to SACU proposals (ultimately emanating from the RSA) for more restrictive Rules of Origin governing intra-regional trade in certain sensitive items - including textiles & garments.
03-08/98	Uzbekistan	HTSPE; Contact: Penny Buckle; E-mail: penny.buckle@htspe.com OR Adam Pierzchala; E-mail: adam.pierzchala@htspe.com	Team Leader	Team Leader of Tacis WTO Accession project. Mr. Steele recommended that the project should be abandoned in its original form because of a complete failure to coordinate intended activities with those being undertaken under an established USAID project .

09/97-02/98	Cambodia	Cambodia Garment Manufacturers Association: Roger Tan; E-mail: thaipore@camnet.com.kh	Trade Development Adviser	To continue consultancy originally funded under EC project – see below.
I have no contacts now who will remember me from the jobs listed below. PJBS 14/04/10				
08/95-07/97	Cambodia	Crown Agents	Trade Development Adviser	<p>Assigned to Minister of Commerce as trade development adviser. Funded by the European Commission Institutional Support Programme. Was concerned with all aspects of government policy as this impinged on international trade and drafted a foreign trade strategy paper requested by the Minister of his technical assistance adviser group. Mr Steele was also involved in the initial stages of the preparation of the RGoC's Memorandum of Accession to the WTO and with advising on the establishment of a Trade policy and Export Promotion unit after the model of the USAID-funded EPADU in Uganda – see below. However, it soon became apparent that the main area of export development as far as Cambodia was concerned would lie in the garment sector and it was here that he was asked to concentrate his efforts for the greater part of his assignment.</p> <p>Main functions in this latter connection devolved around the development of garment export control procedures to ensure that Cambodia's exports conformed to the requirements of the rules of origin of the international textile trade regime while minimising the regulatory burden imposed on the industry. In this connection, advised on:</p> <ul style="list-style-type: none"> <li>- Preparation of a request for a derogation from the EU's GSP rules of origin in respect of garment exports to member-states to secure for the Cambodian industry GSP duty preference;</li> <li>- The Cambodian government's response to a request from the European Commission for a joint enquiry into the provenance of Certificates of Cambodian Origin presented in EU ports between 1994 and 1996;</li> <li>- Negotiation of a visa arrangement with the USA to certify the Cambodian origin of garment shipments to that market and secure regular exchanges of information on visas issued with a view to reducing the opportunities for transshipment of foreign garments under forged Cambodian documents;</li> <li>- Negotiation of a similar arrangement with the European Commission. (Mr Steele was sent to Brussels to carry out preliminary informal discussions on behalf of the Minister of Commerce).</li> </ul> <p>In addition, was appointed a member of a joint government/industry committee on garment exports to advise on procedures for the control of garment exports and to mediate between the industry and government agencies when problems arose.</p>
03-07/95	Lesotho	Direct to UNIDO	Trade Economist	Undertook a strategic review of the industrial sector of the economy of Lesotho with particular reference to the textile and clothing sub-sectors in the light of developments in the Republic of South Africa. Made recommendations for further technical assistance activity. The funding agency was UNIDO.
03-05/94	Jamaica	DeCTA	Trade Economist	Evaluation of a trade development project carried out by the Developing Countries Trade Agency (DeCTA) and funded by HM Government's Overseas Development Agency on behalf of the Government of Jamaica. The project involved DeCTA working with selected Jamaica furniture and garment manufacturers in an attempt to develop a sustainable trade in these products into UK markets. The evaluation considered the outcome of the project and drew lessons from its planning and execution relevant to similar trade development exercises. Duties included interviewing the parties concerned.

01-02/94	Ghana	Danish engineering consultancy	Trade Economist	Feasibility of a cassava-based starch plant. Responsible for assessing commercial viability. This study was carried out for a Danish client, but was part-funded by DANIDA, the Government of Denmark's economic development agency.
06-09/93	Montserrat	Pannel, Kerr, Forster	Trade Economist	Review of strategic options for the development of the economy of Montserrat. The study was carried out by Pannel Kerr Forster Associates and was funded by the ODA on behalf of the Government of Montserrat. Mr. Steele was concerned with producing the section on trade and investment policy. This involved ensuring that Montserrat's policies conformed to CARICOM guidelines and required a visit to the Secretariat in Georgetown.
02-05/93	Syria	Ramboll, Hanneman	Trade Economist	Feasibility study of a glucose plant. Responsible for forecasting market demand and appraising project viability. This study was funded by the Arab International Technical Assistance Agency.
08/90-03/92	Uganda	Louis Berger International	Trade Promotion Adviser	Assigned as Trade Promotion Adviser to the Director of EPADU under the USAID-funded Agricultural Non-traditional Exports Promotion Programme (ANEPP). Advised on all aspects of the unit's work that covered trade policy analysis on behalf of the Ministry of Finance and Economic Planning and the provision of trade development services for the Ugandan export community. The most important element of this work related to trade policy, and Mr. Steele was largely responsible for the production of a ministerial paper on export strategy, which considered all aspects of government economic policy as it related to exporting. In effect this advocated an economic strategy of growth based upon export-oriented investment. It was accepted by the President's Economic Commission virtually in total at end-1991. Also prepared a number of other ministerial papers, notably on the introduction of export processing zones. In addition, prepared articles and speech texts on export economics, including a paper for the Uganda Economics Association on the balance of payments issue. Mr Steele advised on services and activities carried out by EPADU under the following heads: Trade intelligence; Marketing advice; Promotion of exports and of Uganda as a source of materials and goods for the world market; Exporter training; Trouble shooting. Apart from numerous <i>ad hoc</i> activities this also required advising EPADU staff on the preparation of a series of seminars covering trade in all major export products.
08/89-03/90	Tanzania	Shirley Institute	Trade Policy Expert	Re-structuring of textile industry – policy aspects. World Bank funded.
01-03/89	Jamaica	Direct to Commonwealth Secretariat	Trade Economist	Evaluation of micro-level export trade development programme. Funded by Commonwealth Secretariat.
10-11/88	Thailand	Direct to UNIDO	Trade Economist	Establishment of textile trade intelligence unit. Funded by UNIDO.
03/86-02/87	Jamaica	Direct to EDF	Trade Economist	Export Trade Development consultancy. Funded by EDF.
08/85-01/86	Ethiopia, Gulf States	Agro-Economic Services	Trade Economist	Textile/garment trade development consultancy. Funded by UNIDO.
03/83-03/85	Jamaica	Direct to Commonwealth Secretariat	Trade Economist	Export Trade Development consultancy for national trade development agency (Jamaica National Export Corporation). Funded by Commonwealth Secretariat.

13. **Other relevant information:** Publications:

1979: The Propensity of Advanced Free World Economies to Import Steel: Canada-United States Law Journal.

1987: The Caribbean clothing industry: the US and Far East Connections: The Economist Intelligence Unit Ltd.

1988: The EC/China Textile Trade Agreement of December 1988. Published in "Textile Outlook International", The Economist Intelligence Unit Ltd.

1989: Hong Kong clothing: waiting for China: the Economist Intelligence Unit Ltd.

1990: The balance of payments question and the recovery of the Ugandan economy: the Friedrich Ebert Foundation, Kampala.