

## Staff and External Consultants

WTI Advisors, in addition to its own staff consultants, works closely with high-quality external trade experts, including in particular faculty, staff and graduates of the World Trade Institute. Our consultants include, for example:

**Prof. Dr. Thomas Cottier**, Managing Director of the WTI, Professor of European and Int'l Economic Law and Director of the Institute of European and Int'l Economic Law at the University of Berne. A former Head of Legal Services of the GATT Division, Swiss Department of Foreign Economic Relations, Deputy Director-General at the Swiss Federal Intellectual Property Office, member of various WTO/GATT dispute settlement panels and Swiss negotiator at the GATT Uruguay Round and on EEA negotiations, he is one of the key authorities on international trade and WTO law.

**Dr. Benno Ferrarini**, Director of Economic Research of the WTI. He studied economics in Italy and at the School of Oriental and African Studies (SOAS), University of London. His main focus is on int'l finance and development economics. Before joining the WTI in 2002, he has worked with research institutes based in London, and published in the field of int'l economics. His teaching interests include microeconomics, econometrics and int'l economics.

**Hadil Hijazi, M.Sc.**, MA, Trade Policy Consultant, WTI Advisors. She has a rich experience as a consultant for various public and private institutions (e.g. UNDP, UNCTAD, PalTrade, Adam Smith International, Brandicate Consultants, Massar Consultants). From 2000 to 2001 Hadil advised the Palestinian Ministry of Economy and Trade on trade policy, trade negotiations with Israel and other trade issues. She holds Masters degrees in Int'l Legal Studies from SOAS, London, and in management from Boston University. Apart from her native Arabic she speaks English, German and some French.

**Simon Lacey, lic.iur., M.I.L.E.**, Director for Training Courses and previously Director of Studies at the WTI and PhD candidate (law). He holds a licence en droit the University of Fribourg in Switzerland. He currently runs the Accession Training Course (ATC) Program at the WTI. He regularly lectures and publishes on int'l trade. He speaks English and German and is studying Chinese, Korean and Russian.

**Jeremy Streatfeild, M.I.L.E.**, Head of Communications at the WTI and PhD candidate (economics). Jeremy served as the Economic Affairs Officer at the Confederation of Food & Drink Industries of the EU, in Brussels. He has also worked at the WTO, the European Commission, the Adam Smith Institute in London, Covington and Burling in Brussels, and Lehman Brothers in New York City.

**Olga Nartova, M.I.L.E.**, legal advisor at "Int'l Business & Legal Consultants" and a PhD candidate (law). Olga holds bachelor degrees in law (Moscow State Academy) and economics (Russian Inst. of Economics and Finance). She has extensive experience in the Middle East, having worked in Egypt, the UAE and Qatar. She has published various articles on Middle Eastern law and also lectures on international trade (Oriental Academy, Institute of Economics, Politics and Law). In addition to her native Russian, Olga speaks English, Arabic and learns German.

**Marina Foltea, lic.iur., M.I.L.E.**, is a Research Fellow at the WTI and PhD candidate (law). She holds a law degree from Moldova State University. At the WTI Marina worked on a project concerning NTBs. Earlier she served as a trade lawyer with the Gov't of Moldova specialising in trade remedies, dispute settlement, SPS, RoO and pre-shipment inspection, and advised on WTO law in the context of EC-funded projects. Apart from her native Romanian, she speaks English, Russian, French and some Italian and German.

## Contact

We welcome your visit, mail or call to our beautifully located Geneva office, right on the "rive droite" lakefront across the street from the Bains des Pâquis.

### WTI Advisors

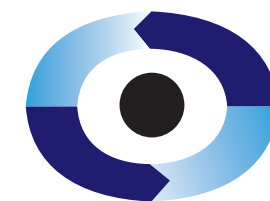
29, quai du Mont-Blanc  
CH - 1201 Genève  
Switzerland

Phone: +41 22 731 95 08  
Fax: +41 22 731 95 18

You can email us at [wtiadvisors@wtiadvisors.com](mailto:wtiadvisors@wtiadvisors.com), or use the individual addresses [firstname.lastname@wtiadvisors.com](mailto:firstname.lastname@wtiadvisors.com). You will find our website at [www.wtiadvisors.com](http://www.wtiadvisors.com).

If you have difficulties finding us, please consult the description on our website.

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W T I  
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**An Affiliate of the World Trade Institute**

# WTI Advisors

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## Profile

WTI Advisors is a highly specialized provider of technical assistance and advice on international trade issues. Operating from offices in **Oxford** and **Geneva**, WTI Advisors is led by experienced trade practitioners and draws on the consulting capacity of the faculty, fellows and PhD students of the **World Trade Institute (WTI)**.

We bring **high-end professional services** to those clients who need them but cannot afford to pay law firm rates. Building on extensive hands-on experience in international trade law and policy, we provide timely, pragmatic and cost-efficient solutions. We offer **advice, training and representation** in the context of trade negotiations, dispute settlement and national trade policy formulation and implementation. Our **clients** include developing country governments, their donors and international governmental organisations, as well as NGOs, trade associations and private businesses.

Our **expertise** spans virtually all areas of international trade law, policy and economics, within and beyond the **World Trade Organisation (WTO)**. We are proficient in matters ranging from the Doha Development Agenda to dispute settlement, from GATS to trade facilitation, from trade remedies to Trade & Competition, from agriculture to NAMA. We have particular expertise in **WTO accessions**, on which we advise several prospective WTO Member governments.

In addition to the foregoing, we cover **European Union** law and policies relating to trade, including the Euro-Med (Barcelona) process and the ACP-EC Economic Partnership Agreement (EPA) negotiations, as well as regional arrangements such as CARICOM and NAFTA, bilateral trade agreements and national trade policy. We have specific **regional experiences** in the Middle East, in ACP countries, South-East Asia, Europe and North America.

WTI Advisors combines high-level **professionalism** and **academic excellence**. We lecture and publish regularly on international trade and related matters. Our close partner in both consulting and academic

research and teaching is the **World Trade Institute** in Berne, one of the finest post-graduate institutes in the area of international trade.

## Practice

WTI Advisors offers **advice** on, **representation** in, and **training** related to matters of international trade policy, law and economics. Our approach is **demand-driven** and highly **flexible**, reflecting the fast-changing world of international trade relations and related technical assistance. We act either through WTI Advisors as an implementing body or as individual experts. We work in **English, French, German** and - to some extent - **Arabic, Spanish** and **Japanese**,

**Current Projects** involving WTI Advisors and/or its principals include:

- Advising the Palestinian Authority's Ministry of National Economy on **trade policy formulation and implementation** in EU-Palestinian trade relations and beyond (donor: EU).
- Providing comprehensive advice to two Arab governments on specific **legislative action** required in the context of WTO accession (donors: EU, UNCTAD)
- Providing comprehensive training and advice to a Middle Eastern country on legal and policy issues related to its **WTO accession** (donor: Swiss government)
- Providing regular in-depth information on **current WTO developments**, including dispute settlement and the Doha Development Agenda (DDA), to a Japanese trade association.
- Advising the government of an African country on **trade in services** under both the WTO and the future Economic Partnership Agreement (EPA) with the EU (donor: EU).

**Past Projects** involving WTI Advisors' principals include:

- Advising and representing two Asian governments in **WTO dispute settlement** proceedings before panels and the Appellate Body.
- Advising an Arab government on key legal and policy issues in complex **bilateral trade negotiations** with a neighbouring country (donor: DFID).
- Advising a European government on key legal and policy aspects of its **free trade agreement** with the European Community.
- Advising representatives of Fuji in the context of the WTO dispute settlement case Japan - Photographic Materials ("**Kodak-Fuji**").
- Conducting comprehensive study and related training for the benefit of Barbados on trade in non-agricultural goods (**NAMA**) (donor: Commonwealth Secretariat/Commonwealth Business Council).
- Conducting various **trainings on WTO accession** in China, Vietnam, Cambodia and Laos (donors: GTZ, ITIS).
- Advising and representing multinational companies in **anti-dumping, countervailing** and **safeguards proceedings** in the EU, Canada, China, the United States and India.
- Advising multinational companies on **GATS 2000** and **DDA negotiations, WTO dispute settlement** and **WTO-related countermeasures**.

## People

WTI Advisors is built on a professional core of experienced **trade practitioners** based in Geneva and Oxford, working with senior and junior consultants recruited primarily from the faculty, fellows and Ph.D. students of the **World Trade Institute**, Berne.

## Directors

WTI Advisors is managed by its principals Hannes Schloemann, Christian Pitschas and Philip Marsden.



**Philip Marsden, D Phil (Oxon)**, is Director of the Competition Law Forum and Senior Research Fellow at the British Institute of International and Comparative Law, London. He was a trade and competition lawyer at Linklaters' London office from 1999 until 2002. He was a case officer at the Canadian Competition Bureau, Ottawa (1994-1996), where among other things he acted as competition representative on the Canadian negotiating team for the *GATS Telecoms Reference Paper* and at competition-related NAFTA and WTO negotiations. From 1991-1994 he worked as an attorney with a law firm in Tokyo, Japan, and from 1989-1991 at a major law firm in Toronto, Canada. Apart from his native English Philip speaks Japanese and some French.



**Dr. Christian Pitschas, LL.M.**, practiced as a lawyer within the anti-trust, competition and trade group of Freshfields Bruckhaus Deringer in both the Brussels and Berlin offices from 1999 until 2005. Before that, he was a lecturer in law at the Free University of Berlin from 1997 - 1999. Christian's specialization includes trade in agriculture, trade remedies (anti-dumping and subsidies), trade facilitation, trade in services, government procurement, WTO dispute settlement and EU law, including customs law. He is the author of numerous publications on WTO and EU foreign trade law and teaches regularly at various academic institutions. Apart from his native German Christian speaks English and French.



**Hannes Schloemann, LL.M.**, was a trade lawyer with Baker & McKenzie's *International Trade & WTO Practice Group* from 1999 until 2005. Earlier professional involvements include work for a Member of Parliament, the German Embassy in New Delhi and another major US law firm in London and Berlin. Hannes' practice includes WTO dispute settlement, goods/NAMA, GATS, anti-dumping, subsidies, sanctions and government procurement, as well as general public international law and climate change. One of his major activity areas and specializations is WTO accession advice and training for governments. Hannes regularly teaches at law and business schools and has authored various publications in the area. Apart from his native German Hannes speaks English, French, Italian, Spanish and some Arabic.