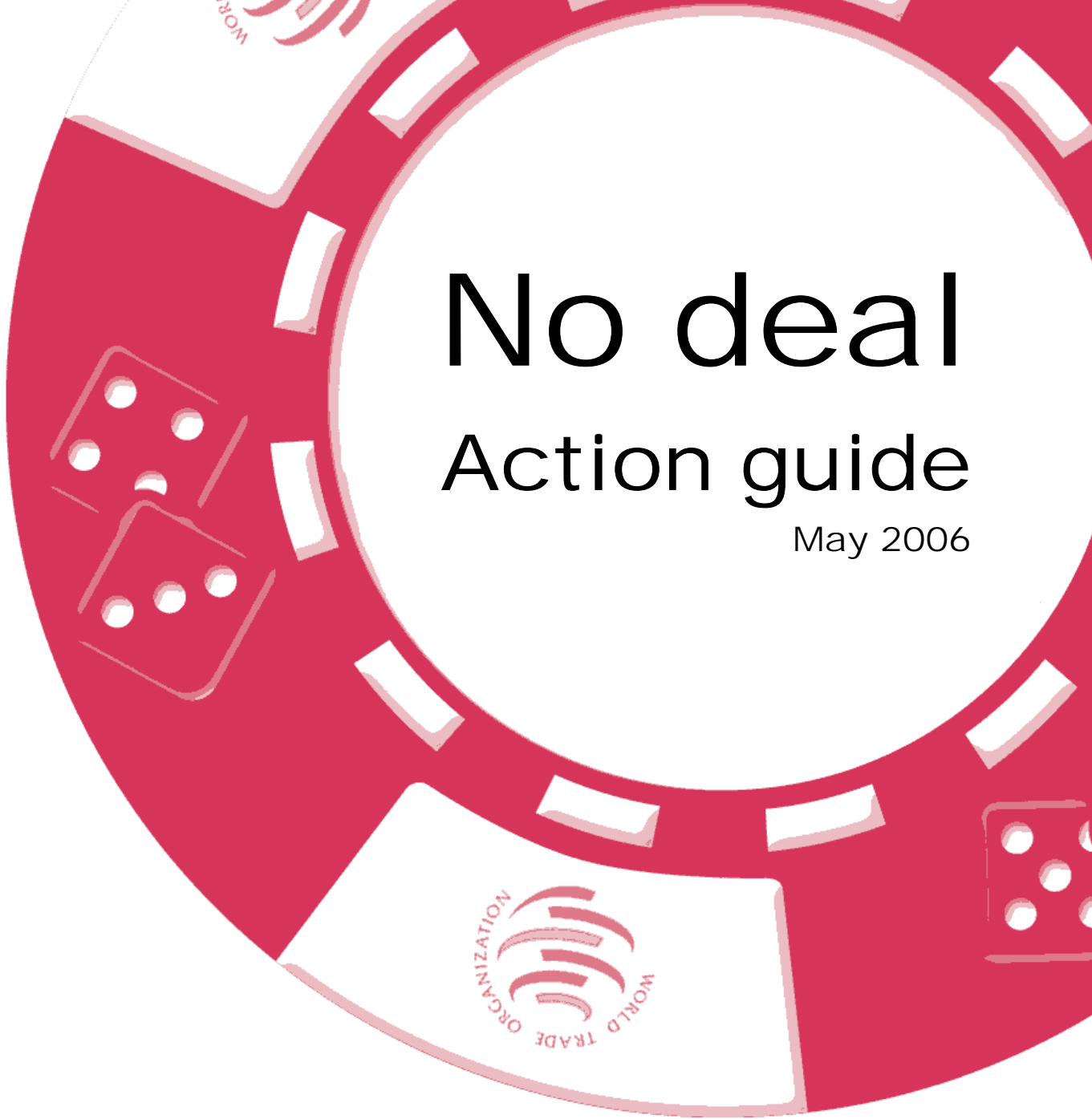


No deal Action guide

May 2006



NO DEAL'S BETTER THAN A BAD DEAL

STOP THE WORLD TRADE ORGANISATION GAMBLING AWAY OUR FUTURE



Friends of
the Earth



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1. The NAMA campaign

What is NAMA?

The Non-Agricultural Market Access (NAMA) talks are being conducted by the World Trade Organisation (WTO) to 'free' up trade in natural resources and manufactured goods. The talks cover a vast array of goods like gems and minerals (gold, diamonds, aluminium etc), electronics, forests and wood products, fish and fish products, footwear, chemicals and viruses, and many more. These talks are similar in scope to the WTO talks on agriculture, or services (under the General Agreement on Trade in Services).

The aim of the talks is to get rid of 'barriers' to trade in non-agricultural goods. Barriers can be tariff or non-tariff. Tariff barriers are taxes imposed by governments on imported or exported products. Non-tariff barriers have no agreed definition, but include subsidies, and environmental and social regulations or standards.

Why is Friends of the Earth campaigning on NAMA?

Friends of the Earth's work on trade aims to raise awareness of how:

- a) the drive to make trade 'free' at the WTO originates from the rich and powerful for their own benefit
- b) WTO policies have a huge negative impact on people and planet
- c) WTO policies disable governments' ability to legislate to protect people and planet

and campaign to bring a halt to all WTO talks, through global campaigning as Friends of the Earth International. Our latest trade campaign against NAMA is part of that work and is an excellent example of the above points.

a) The drive for NAMA originates from the rich and powerful

NAMA is being pushed by industrialised countries and big business. Big business has lobbied hard for the talks as it sees the potential to make vast profits from exploiting the natural resources of poorer countries via a successful WTO agreement. Industrialised countries want an agreement because they believe it will mean cheaper imports for their businesses. They claim this will bring wealth and jobs into their countries.

The US, EU and Canada have put developing countries under considerable pressure to accept a NAMA proposal ever since the 2001 WTO Ministerial meeting in Doha. Although developing countries have repeatedly rejected this proposal in the past, they were forced to accept it back onto the agenda in July 2004 and they will be again at December 2005's WTO Ministerial meeting in Hong Kong.

b) NAMA will have a huge negative impact on people and planet

Friends of the Earth, along with many campaign groups and trade unions internationally, is concerned about the possible negative impacts of the NAMA talks on poverty, local industries, employment, and the environment in countries all over the world.

The result of NAMA will almost certainly be an increase in trade in natural resources. History has shown that increased international trade in a product causes the price to fall in consuming countries which in turn leads to increased extraction in producing countries in order for them to try to continue to make a decent income. This provides little motivation for sustainable use and conservation of raw materials or ecosystems.

For example, removing tariffs from natural resources like forest products could have devastating environmental and social impacts if it leads to the increased clear-cutting of forests which are relied on by many people for their livelihoods.

NAMA will mean the burden of our over-consumption will be forced onto developing countries. It is precisely these countries who can least afford to protect their natural resources with government legislation. This may be because the aid the countries receive is conditional on those natural resources being subject to 'free'

trade, or because they feel they have little choice but to trade their natural resources in order to bring money into the country.

c) NAMA will disable governments' ability to legislate to protect people and planet

The aim of the NAMA talks is to get rid of 'barriers' to trade in non-agricultural goods, which includes the removal of non-tariff barriers such as environmental and social regulations or standards.

Dozens of countries have tabled complaints about other countries' regulations they want scrapped in the NAMA talks. If successful, these talks could dismantle national laws which protect the environment, social well being and health. The proposals could roll back and remove governments' rights to make laws that:

- certify sustainable wood products
- label dolphin friendly tuna
- enforce building codes and safety fire standards
- label the ingredients of some medicines
- label the energy efficiency of products
- encourage recycling.

and hundreds of other regulations, if the WTO declares they are 'barriers' to 'free' trade.

Friends of the Earth believes governments have a duty to protect the environment and the well being of their citizens through environmental and social legislation, and that the WTO should not be able to overturn such laws and standards.

In addition, the WTO should not be able to eliminate the use of economic tools and policy options from future national governments by making their introduction a violation of WTO rules. This "chilling" effect can already be seen and we have to stem its progress.

WTO talks are conducted in rounds. A round is a set of all the different areas of talks (agriculture, goods, services, investment etc). Once WTO members have reached agreement on one set of talks, they will move on to another round. The current round of WTO talks, the Doha Round, is allegedly about using all the areas of the talks to encourage development. NAMA will, on the contrary, both increase poverty, and make it impossible for developing countries to escape poverty, by preventing governments managing their economies eg through diversifying or protecting their own businesses. Industrialised governments have been making a lot of promises about the WTO alleviating poverty but what they are actually doing goes directly against achieving it.

So, Friends of the Earth has chosen to campaign on NAMA because we believe:

- it is a good example of what is wrong with the world trade system
- WTO talks need to be halted until they take proper consideration of planet and people. Failure to make progress towards an acceptable NAMA agreement would be a considerable blow to WTO progress.

What is the aim of our NAMA campaign?

Overall, Friends of the Earth is aiming for a halt to the NAMA talks. We believe they should only be resumed if they are based on genuine social and environmental sustainability.

Specifically, we will be making the following political demands of decision-makers:

- no lowering of environmental and social standards anywhere as a result of the NAMA talks
- threatened natural resources, like forests and fisheries, should be removed from the talks.

2. Contact your MP

Friends of the Earth believes the secrecy with which UK and EU authorities develop trade policy means few MPs are currently aware of the scope of NAMA or the potential dangers. Peter Mandelson, as EU Commissioner of Trade, and the UK Government are not providing opportunities for normal democratic checks and balances so there are few opportunities for MPs to hold them to account for the promises they make. We need to tell MPs what is happening, explain the dangers, and encourage them to put pressure on the Government to act appropriately, both in the UK and as a leader in Europe.

Therefore the first thing you can usefully do with your MP is bring their attention to the issue of global trade talks so that they are obliged to learn more about it. The second thing is to register with them your concern about the huge impact that NAMA could have on the environment and people. The third thing is to convince your MP that they should not support NAMA, and that they should put pressure on the UK Government to stop supporting NAMA.

Emailing

[Email your MP](#) to ask them to sign [Early Day Motion 989 on NAMA](#). An Early Day Motion (EDM) is like a parliamentary petition for MPs and the more MPs that sign up in support of an EDM, the more notice it is likely to gain in parliament.

Writing

Writing to your MP is a useful way of lobbying because it gets your MP's views on paper and gives you time to think about how you might reply. The address to use is: House of Commons, London SW1A 0AA.

If this is your first time of writing to your MP about NAMA and you would like guidance about what to write, please contact the trade team for a template letter. You can then either use the letter as it is, or use it as a basis to compose your own letter.

If you have previously written to your MP about NAMA, check to see whether their response clearly told you their **own** position on the issue. Many MPs will just send you back the Department of Trade & Industry (DTI)'s response to your concerns and not mention whether or not they themselves are supportive of NAMA. However we already know what the DTI thinks and we need to convince MPs to help us change the DTI's position. If your MP has not set out their own opinion on NAMA, send her or him another short letter explaining your concerns and asking them what their thoughts on the issue are. Also ask them to sign EDM 989 on NAMA.

So that we can monitor which MPs are sympathetic, please send copies of any replies you receive from your MP to the trade team.

Visiting

You can visit your MP and seek their views in person. Discussing the world trade system with your MP may seem a daunting challenge as trade is perceived as a complicated subject. Indeed there is a huge and confusing array of bureaucracy, laws, rules and protocols but do not be deterred. In campaigning against the current system of world trade you are standing alongside millions of people the world over, and although the subject can be complex, the issues we are campaigning on are straight-forward things like democracy, justice and power.

We recommend you read the Friends of the Earth briefing called "[Keep poverty history: 'free' trade and NAMA v sustainable development](#)" to get further knowledge of NAMA before you go. The "[What's wrong with world trade](#)" briefing is also a good introduction to trade issues.

Visiting your MP not only demonstrates to them your commitment to the issues but can help you build a relationship with them too. It is also a good opportunity for you to press them for their own opinion on NAMA, as it is harder for them to avoid your question in person, and you can refuse to accept a recitation of the DTI position!

MPs hold surgeries at which they will make themselves available to meet their constituents. The times of these are available either from your local town hall, or from your MP's local office or party headquarters (the telephone number should be listed in Yellow Pages under 'political organisations') or you could look on the party's website.

You may have to book in a time with your MP. It is sometimes more beneficial to arrange a special appointment as your MP will then be less hurried, and may spend up to half an hour with you, allowing you to go into detail.

Telephoning

You can telephone your MP by calling the House of Commons on 020 7219 3000 and asking to be put through to your MP's office or by calling their surgery. It can be difficult to get hold of MPs but if you call them at the House of Commons and they are not available, you can ask to leave a message "on the board" asking them to call you back and stressing that you are a constituent. You may also be able to talk to one of your MP's members of staff and leave a message.

Further information

[Conservatives website](#)

[Labour's website](#)

[Liberal Democrats' website](#)

3. Contact the DTI and DEFRA

The UK Government has produced a UK Sustainable Development Strategy in which it promises to create a "one planet economy" that does not shift our environmental burden on to others. The Strategy says:

"Sustainable consumption and production requires us to achieve more with less. Current developed country patterns of consumption and production could not be replicated world-wide: some calculations suggest that this could require three planets' worth of resources.

For example, the world as a whole could not sustain consumption patterns like those of Western Europe in air and car travel, water use, or diet."

And yet, the objective of all WTO talks is to liberalise trade so that everyone consumes more - which will do nothing to help halt or reduce increasing global consumption patterns.

We think that the Department of Trade & Industry (DTI) and the Department for Environment Food & Rural Affairs (DEFRA) need to be challenged to explain how their:

- support for the NAMA talks is compatible with the UK Government's Sustainable Development Strategy.
- current approach to NAMA answers the promise in the strategy to create a "one planet economy" that does not shift our environmental burden on to others.

- progress is going towards producing “focused sustainable development action plans based on this strategy by December 2005” [quote taken from the strategy document which is applicable to all central Government departments].

Department of Trade & Industry

Alastair Darling is head of the Department of Trade and Industry (DTI). He has no direct voice at the WTO (because the UK is represented by the EU) but is a key player as the UK's head cheerleader for the 'free' trade experiment, including NAMA.

Despite the promises set out in the Government's UK Sustainable Development Strategy, the DTI have not provided any evidence as to how they will be contributing to its fulfilment, nor are we aware of any plans by the DTI or other UK Government department to conduct any analysis on the potential impacts of NAMA.

As the DTI annual report lists two workshops with industry as its action on the UK Sustainable Development Strategy, you could also ask Alastair Darling when we can expect similar discussions with other, wider, stakeholders to take place in order for the DTI to draw up its sustainable development action plan.

You can either [email Alastair Darling about NAMA](#) or write to him at 1 Victoria Street, London SW1H 0ET.

Department for Environment, Food & Rural Affairs

David Miliband is head of the Department for Environment, Food & Rural Affairs (DEFRA). He is tasked with the responsibility of implementing the UK Sustainable Development Strategy. DEFRA has, as yet, failed to indicate any concern over the potential impacts of NAMA on the environment or recognised the contradictions and inherent incompatibility between the NAMA talks and the UK Sustainable Development Strategy.

You can [email David Miliband about NAMA](#) or write to him at Nobel House, 17 Smith Square, London SW1P 3JR.

If you would prefer to contact the departments by post and you would like guidance about what to write, please contact the trade team for a template letter. You can then either use the letter as it is, or use it as a basis to compose your own letter.

Further information

[Department for Environment, Food & Rural Affairs website](#)

[Department of Trade & Industry website](#)

[Securing the future](#) - UK Government sustainable development strategy

[Sustainability and the Environment](#) - Chapter 12 of the DTI departmental report 2005

[The quote re the two workshops with industry as the DTI's action on the UK Sustainable Development Strategy is at the top of page 131]

4. Ask the public to take action

In addition to questioning the DTI and DEFRA about the promises concerning people and the planet made in the UK Sustainable Development Strategy and the Government's support of the NAMA trade talks, pressure needs to be put on Tony Blair to recognise and resolve the huge conflict between the two.

We have produced 'No deal' action cards addressed to Tony Blair to enable people to register their concern over NAMA. We have also produced beer mats to promote the online web action to Alastair Darling. We need your help to promote these.

You can help get the action cards and beer mats out into the public eye by asking:

- friends and family to sign an action card.
- the owners of local cafes, bars and pubs if you can leave beer mats on the tables.
- local organic vegetable box scheme deliverers if they are willing to include the beer mats or action cards in with their boxes.
- local shops, libraries, health food shops, local doctors' surgeries or health centres and other sympathetic outlets if you can leave action cards and a pen with them.
- your Local Authority Environment Forum or Local Agenda 21 Forum if you can insert the action cards in their next newsletter/mailing.
- the organisers of local events if you can take along some action cards and beer mats.

Ordering action cards and beer mats

Please state 3 pieces of information when ordering:

- the quantity
- the campaign ('No deal')
- whether you want action cards or/and beer mats.

You can order the materials by contacting us on:

Post: Friends of the Earth, 56-58 Alma St, Luton LU1 2PH

Email: mailingrequest@foe.co.uk

Tel: 020 7566 1692

Fax: 020 7490 0881

No deal action online

You can help promote the [online action to Alastair Darling](#) by:

- adding the 'No deal' web action link (www.foe.co.uk/no_deal) to your email signature.
- emailing your friends and relatives to ask them to take the web action.
- adding a link to the web action on your own website.

5. Contact the local media

Getting coverage in the local media can be a very effective way of telling a large audience about the reasons to be concerned over an issue and encouraging people to take action about it.

One of the simplest ways to get coverage is by writing a letter to the editor. Local papers are not inundated by letters and so there is a good chance your letter will be published within a couple of weeks – especially if it is relevant to current news.

You could write a letter reacting to a national or local news story about trade. Or if you know your MP is fully supportive of NAMA, you could write a “disgusted” letter, setting out why you think NAMA is bad news for people and planet, and thus why you are unhappy that your MP supports it.

Most MPs are far more concerned about their local media coverage than about their occasional appearances in the national press. MPs work hard maintaining a high profile in their local media and read local papers avidly as they have to be on top of local disputes and events.

So a letter to your local paper referring to the potential impacts of NAMA and including mention of your MP's support for NAMA, could stimulate a debate with your MP which would be helpful in the attempt to shift their position. If your MP has avoided telling you their position, use this in your letter, saying that it is not good enough. Never underestimate just how influential local papers are.

Alternatively, if your MP has expressed their concern to you about NAMA then in your letter you can state your concerns and refer to the fact that your MP shares these worries.

Otherwise, you could make reference to the WTO Ministerial in Hong Kong (13-18 December 2005) or just refer to the “current” trade talks aimed at getting rid of ‘barriers’ to trade in natural resources. Since the NAMA talks cover such a large aspect of world trade (all manufactured goods and natural resources), the talks will be on-going for some time yet.

When writing your letter - check the copy deadline, make it topical, and keep it short eg 100-150 words. In terms of asking people to take action on NAMA, probably the shortest thing to include in a letter is the web address www.foe.co.uk/no_deal which goes to the ["Email Alastair Darling" web page](#).

If you do get into print, we would love to see a copy of the newspaper page so please send it in to the trade team.

6. Join a Friends of the Earth local group

If you have taken the actions advocated in the previous sections and would like to take further action on NAMA, we suggest you join a local Friends of the Earth group.

Friends of the Earth local groups consist of ordinary people who volunteer some of their time to try to improve the environment locally, nationally and internationally.

The different things they may get involved in are:

- campaigning on local and national issues: eg transport, planning or waste
- delivering leaflets
- fundraising
- lobbying councillors and MPs
- running street stalls
- giving school talks

There is a role for everybody in a local group, regardless of the amount of time they have available, their experience, or knowledge of environmental issues. The only thing that all Friends of the Earth local group members have in common is a commitment to the natural environment and a determination to protect and improve it.

By campaigning with other local activists you could take actions which are more easily done with a group of people eg hold a stall on NAMA, organise a public meeting, or do an action, stunt or street theatre.

There are around 200 local groups in the Friends of the Earth network in England, Wales and Northern Ireland, including the Channel Islands and Isle of Man (Friends of the Earth Scotland is a separate organisation). You can [find out the contact details of your nearest group's co-ordinator online](#) or get in touch with us on 020 7490 1555 or localgroups@foe.co.uk.

7. Resource summary

action cards

Available from Friends of the Earth as hard copy only.

articles

[Hands off our natural inheritance](#) - Change Your World

[Not in my NAMA](#) - The Guardian

beermats

[Back of beermat](#)

[Climate](#)

[Dolphins](#)

[Forests](#)

briefing notes

[2005 and sustainable development: why the UK Government is part of the problem](#)

briefings

[Keep poverty history](#)

[What you need to know about NAMA](#)

[What's wrong with world trade](#)

databases

[Database of notifications of non-tariff measures in NAMA negotiations in the WTO](#)

glossary

[Glossary of terms – World Trade Organisation](#)

media briefings

[Market access v sustainable development](#)

[Summary of analysis of notifications of non-tariff measures in NAMA negotiations in the WTO](#)

posters

[A right pair](#)

[No deal's better than a bad deal](#) (designed as a banner but can be used as a poster)

press releases

[Latest trade press releases](#)

reports

[Can't see the woods for the TR€€\\$](#)

web actions

[Ask your MP to sign EDM 989 on NAMA](#)

[No deal's better than a bad deal](#) - Email Alastair Darling about NAMA

[Save our natural environment](#) - Email David Miliband about NAMA

web sites

[NAMAwatch](#)

All written resources are also available by calling Friends of the Earth on 020 7490 1555.

8. Trade team contact details

Please use the following contact information for Trade Campaign Assistant Jane Hutchings if you wish to get in touch about anything related to this action guide:

Post: Trade team, Friends of the Earth, 26-28 Underwood Street, London N1 7JQ

Email: janeh@foe.co.uk

Tel: 020 7566 1692

Fax: 020 7490 0881