

Bilateral Relations

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EMBASSY OF ARGENTINA, WASHINGTON, D.C.

ARGENTINA IN FOCUS

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Embassadors Jorge Argüello (Left) and Marc Stanley (Right).

WE RECEIVED A VISIT FROM AMBASSADOR MARC STANLEY

The US-appointed ambassador to Argentina, Marc Stanley, was unanimously confirmed by the US Senate on December 18, 2021. President Joe Biden had announced his nomination on August 6.

Ambassador Stanley is a Dallas-based lawyer with a long history as a political activist and Jewish community leader. He entered public service at a young age and worked

for four years in the United States Congress. He is a member of the most important bar associations in Texas, where he obtained various awards for his work and, as a philanthropist, he has also been a member of, and chaired, charitable organizations.

He has also participated in ample political activity. He chaired “Lawyers for Biden” during the last presidential



Once again, I share with you the latest edition of our Embassy Newsletter. This edition includes an article about the meeting with Marc Stanley after his confirmation as Ambassador in Buenos Aires.

In this edition we also include an article about the growth in the United States of Tenaris, the main supplier of pipes and related services for the world energy industry.

Finally, an article that highlights specific areas with respect to the bilateral connection, and joint actions undertaken during this period between Argentina and the United States.

Jorge Argüello
Ambassador to the United States

THE AMBASSADORS TALKED ABOUT THE NEXT MEETING BETWEEN FOREIGN MINISTER SANTIAGO CAFIERO AND SECRETARY OF STATE ANTONY BLINKEN, WHICH WILL TAKE PLACE IN TWO WEEKS IN THIS CITY.

campaign. In addition to his career in politics, Stanley served six years as Chairman of the National Jewish Democratic Council, and was appointed by then-President Barack Obama as a Council Member of the United States Holocaust Museum.

Following confirmation of his nomination as Ambassador to Buenos Aires, and after being sworn in before a Dallas District Judge on December 21, Ambassador Stanley visited the Argentine Embassy in Washington D.C. and had lunch with Ambassador Jorge Argüello.

During that lunch, they reviewed the extensive agenda that fosters bilateral ties. Ambassador Stanley knows and appreciates Argentina, which will serve as an asset for his future work. On the other hand, aware of the size, diversity and federal character of the country, he has expressed interest in visiting every corner, in order to further strengthen the relationship.

Finally, they also talked about the next meeting between Foreign Minister Santiago Cafiero and Secretary of State Antony Blinken, which will take place in two weeks in this city. Ambassador Stanley's appointment represents a new opportunity to continue working for the well-being of the people of both our countries. ■

TENARIS: AN ONGOING COMMITMENT TO ARGENTINA AND THE UNITED STATES

Since the 1980's, Tenaris, the leading global supplier of pipes and related services for the world's energy industry, has built an industrial footprint in the United States. In doing so, Tenaris has transformed its industrial operations in the country, with rapid growth that has resulted in the building of the most important industrial base for the company.

Even before the world looked to boost regional supply chains, the U.S. strategy for Tenaris had been underway with domestic supply in mind. The United States represents the largest (and most competitive) market for tubular products and building the promise of new technologies and innovative services here was imperative for success.

Tenaris's growth in the States began in 2006 with the

acquisition of Maverick (a \$3.2B investment), followed by Hydril (a \$2.2B investment) in 2007. The two acquisitions brought manufacturing capability and market-leading connections technology to Tenaris in the U.S. Then, in 2013, the company announced its intention to build a \$1.8B seamless pipe mill in Bay City, Texas, the first greenfield investment for the company in more than 60 years.

Creating pipe and connections in the US was one matter, but to lead the market, a service focus was required. In 2016, the company launched Rig Direct®, a service model that partners with customers throughout a drilling project, from well planning through supply chain integration. Rig Direct® was a transformation not only within Tenaris, but in the supply chain for the industry at large, moving from

Photo Credit: Tenaris.



AS THE NEXT DECADE
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a distributor model to one that did away with the need for any intermediary between pipe producer and customer. Alongside the model, further investment in service centers, allowing for regional deployment of products and quick servicing near rig sites was introduced. The company's \$40M Midland service center came first to serve the Permian Basin region in West Texas, followed by investments in Oklahoma and West Virginia.

The latest major investment for the company came at the beginning of 2020, with the acquisition of IPSCO Tubulars for \$1.1B, bringing the missing piece to Tenaris's U.S. manufacturing puzzle: domestically produced steel, now made at a steel shop in Koppel, Pennsylvania. This, along with several, mostly northeastern manufacturing and service facilities, expanded a network for Tenaris in the country that now covers every major shale operating region; over \$10 billion invested across 12 years, and now the largest OCTG producer in the States.

After the acquisition of IPSCO, 2020 took a now widely-known turn inward as the COVID-19 pandemic ravaged the globe. With millions stuck in their homes, oil and gas saw sharp declines in demand, and adjustments were necessary across the industry. With the quick introduction of vaccines however, an industrial ramp-up the likes of which have never been seen in Tenaris are underway. In 2021, the company added 1,000 employees in the U.S.

across all facilities, and an additional 1,000 are expected in 2022 to help meet rapidly expanding demand.

Alongside the growth in employees, the Tenaris technology offer is also expanding. Adding to the success of the Rig Direct® model, the Rig Direct® Portal was launched in 2021, bringing the company's customers closer than ever to information about their orders. For the pipes themselves, Tenaris introduced RunReady™ in the US, making pipes not only ready for the rig, but for immediate running in the well, saving time and money. The company has also introduced Pipe Tracer™, a mobile app that provides technical information about the pipes for a particular rig.

Amidst it all, massive growth in the U.S. for Tenaris has not come without an accompanying global challenge; that of the climate crisis and a need to limit impact on the natural world. In 2021, the company pledged to achieve a 30% reduction in its CO2 emissions by 2030, obtained by using a higher proportion of recycled steel scrap and investing in the use of renewable energy for manufacturing requirements. The commitment is the first step in a large undertaking in both investigation and investment for the company worldwide that looks to lower the carbon footprint of industrial manufacturing. Even prior to the commitment, however, Tenaris CO2 emissions were below that of the industry average.

As the next decade advances, and a tighter focus on the U.S. for Tenaris comes into view, decarbonization linked with growth will drive the company's next steps. The US already boasts the cleanest pipe manufacturing facility in the world in TenarisBayCity, an EPA certified low emissions emitter, but further investments in cleaner processes and energy for the US are already being considered. What comes next will tell the story of a new generation for Tenaris, one led by bright new minds, building a cleaner, more efficient industry than ever before. ■



President Joseph Biden (Left), Chancellor, Santiago Cafiero (Ctr.) and President Alberto Fernández (Right) at the G20 Summit in Rome, Italy.

MILESTONES THAT MARKED A YEAR OF COOPERATION AND JOINT ACTIONS

The year 2021 ends as it began, with peak daily numbers of COVID-19 cases. The astonishing nature of the pandemic, and its multiple effects on the most diverse areas, enables us to highlight specific areas pertaining to the Argentine Embassy in Washington DC with respect to the bilateral connection, and the also extraordinary volume and high-level of the contacts and actions jointly undertaken during this period between Argentina and the United States.

Indeed, including but not limited to, here are some of the outstanding visits and meetings during the past year:

- The then-commander of the Southern Command, Admiral Craig Faller visited Buenos Aires and Ushuaia in early April.
- That same month, Juan González, Special Assistant to the President of the United States and National Security Council for the Western Hemisphere, and Julie Chung, then-Acting Assistant Secretary in the State Department's Bureau of Western Hemisphere Affairs, visited Argentina.
- President Alberto Fernández participated in the Leaders' Summit on Climate, invited by President Joseph Biden, along with 39 other Heads of State and Government.
- The President of the Chamber of Deputies of Argentina, Sergio Massa, accompanied by Deputy Laura Russo, Chairman of the Argentine -U.S. Parliamentary Friendship Group, paid a working visit to Washington, D.C. between June 14 and 16.

REGARDING THE HEALTH
SECTOR, ARGENTINA IS
CONSIDERED A TRUSTED
PARTNER IN GLOBAL SECURITY
AND PREPAREDNESS FOR
PANDEMICS (PREVENTION AND
CONTROL OF INFECTIONS AND
REPORTING INFORMATION).

- The U.S. National Security Advisor, Jacob J. Sullivan, paid a visit to Buenos Aires at the beginning of August, meeting on Friday, August 6, with President Alberto Fernández who received him at his residence in Olivos, to strengthen bilateral relations to discuss priority issues for both countries.
- In September, within the framework of the commemoration of the bicentennial of the General Archive of Argentina, this institution signed a Memorandum of Understanding with the United States Holocaust Museum, to facilitate the exchange of historical material.
- In October, Argentina co-organized a regional climate summit, in which Special Envoy John Kerry participated.
- In November, the Secretary for Strategic Affairs, Gustavo Béliz, met in Washington DC with the National Security Advisor Jake Sullivan, and the Deputy Secretary of State, Wendy Sherman.
- Also in November, the meeting of the Argentina-U.S. Bilateral Working Group on Defense was held in Washington DC, led by the Secretary for International Defense Affairs, Francisco Cafiero, and the Deputy

Assistant Secretary of Defense for Western Hemisphere Affairs, Dan Erikson.

- In December, President Fernández participated in the Summit for Democracy convened by President Biden.
- Secretary of State Antony Blinken held several conversations, one in person in Matera, Italy and the other by telephone with the then-Argentine Foreign Minister, Felipe Solá.
- -The Minister of Economy Martín Guzmán made several visits in which he had the opportunity to meet with senior officials of the United States Government, including the Secretary of the Treasury, Janet Yellen, in Venice, Italy.
- And throughout the year, Ambassador Argüello held meetings with representatives of the White House, the Departments of State, Commerce, Defense and Energy, and US G20 Sherpa, among others, as well as Senators and Representatives. Likewise, he made trips to the Argentine Consulates in New York, Houston, Chicago and Atlanta, where he met with local authorities, including Governors, Mayors and prominent members of civil society.

In areas that we know are priorities for the United States, linked to global public goods, Argentina has a constructive role to play in searching for a coordinated way to effective solutions regarding the challenges of the global agenda: for example, in health, Argentina is considered a trusted partner in global security and pandemic preparedness (infection prevention and control, as well as reporting); in human rights, the country is a leader in the most diverse matters (gender, sexual diversity, discrimination and racism, among others), in addition to currently presiding over the UN Human Rights Council; regarding climate change, Argentina assumed an ambitious and committed agenda and participated actively in all forums; as to nuclear non-proliferation, Argentina is a standard regarding nuclear capabilities for peaceful purposes. Additionally, its democratic political stability in a troubled world, together

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with the capacity for dialogue with different governments,
position our country as a relevant actor in diverse forums.

The new year began simultaneously with the transition
between Administrations in the United States. Despite
the difficulties that the context imposed around the
world, the political will of both countries to build a mature,
cooperative and diversified relationship, based on
honesty, trust, common values and e converging interests,
quickly became evident. In 2022, we will work in the same
direction, beginning with a meeting between Foreign
Minister Santiago Cafiero and Secretary Antony Blinken, as
both agreed to meet in Washington, DC, on January 18. ■