

INDIANA EXPORTER RESOURCE GUIDE
Catalog of International Business Resources
Available to Indiana Companies

Purdue Center for International Business Education
and Research

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Introduction

The Purdue University Center for International Business Education and Research (CIBER) was established in 1993 at the Krannert School of Management and is part of a national network of thirty such Centers located at major research universities nationwide. CIBERs support research in international business and provide services and programs to assist United States businesses to succeed in the global marketplace.

The Purdue CIBER created this guide to help Indiana business people learn about and navigate through the multitude of export resources available to them. The guide is designed to assist potential, new and established Indiana exporters find the resources they need to succeed through international expansion – a growth strategy exploited by many companies today.

In the following pages you will find descriptions of an array of local, state, federal, and Internet resources ready to help you. The information is organized in three sections:

Export Resources by Category – lists international business services available to Indiana exporters sorted first by category and then by narrower subcategories and by service providers.

Export Resources by Provider – contains the same information as the first section but resources are sorted first by provider and then by category and subcategory.

Export Bibliography – a bibliography of available export-related print and web publications compiled by the Purdue University Management and Economics library.

The *Indiana Exporter Resource Guide*, which will be regularly updated and expanded, is also available online on the Purdue CIBER website at:

<http://www.mgmt.purdue.edu/centers/ciber/business>.

The Purdue CIBER website can also serve as your gateway to a variety of further information on export related issues.

For more information about international business related topics, or if the Purdue CIBER can help you in any way, please contact:

Purdue Center for International Business Education and Research (CIBER)
Krannert School of Management
Krannert Building
403 W. State Street
West Lafayette, IN 47907-2056
Tel: 765/494-4467
Fax: 765/494-9658
Email: cibermail@mgmt.purdue.edu
<http://www.mgmt.purdue.edu/centers/ciber>

Your comments and suggestions are an important part of the development of the Purdue CIBER offerings of export-oriented services and education. Our staff stands ready to respond to your business needs and provide you with competent assistance. We look forward to hearing from you.

EXPORT RESOURCES BY CATEGORY

Country & Market Research

Agricultural Market Research

U.S. Department of Agriculture

Market research, crop reports, export statistics, export programs and counseling assistance focusing on exporters of agricultural goods and commodities. Source: Foreign Agriculture

<http://www.fas.usda.gov/>

Customized Market Research

U.S. Department of Commerce

Do you need fast, customized market research that answers your international business questions?

The U.S. Commercial Service knows that concise up-to-date information is the key to making intelligent marketing decisions and we have the resources to obtain the information you need. Our Flexible Market Research program makes use of our vast network of industry associations, government agencies, importers, distributors, end-users, and manufacturers to provide you with information critical to your international success.

http://www.usatrade.gov/Website/Website.nsf/WebBySubj/MarketResearch_FlexibleMarketResearch

General Country Information

U.S. Department of State

Broad Country Information: Economic & political systems, populations, history, travel advisories, etc. are included in the U.S. Department of State's Background Notes.

Background Notes are updated/revised as they are received from regional bureaus and are added to the database of the Department of State. The U.S. Department of State no longer provides information on international organizations in a Background Notes format. This information is released as fact sheets which reside in relevant bureaus. For example, the Organization for American States resides under the Bureau of Western Hemisphere Affairs.

<http://www.state.gov/r/pa/ei/bgn/>

Market Research

U.S. Department of Commerce

Access the extensive U.S. Commercial Service Market Research Library containing more than 100,000 industry and country-specific market reports, web sites, events, and trade directory listings.

- Country Commercial Guides (CCGs) - Prepared annually by US Embassy Staff, CCGs contain

information on the business and economic situation of foreign countries and the political climate as it affects U.S. business and foreign investments.

- Industry Sector Analyses (ISAs) - In-depth analysis of specific industry sectors and sub-sectors within a given market.
- International Market Insight (IMIs) - Brief updates within a foreign country highlighting specific market opportunities, trade events, or changes in market conditions.
- Multilateral Development Bank Reports - International trade opportunities and financing information through the various multilateral development banks throughout the world.

http://www.buyusainfo.net/adsearch.cfm?search_type=int&loadnav=no

Premium Customized Market Research

U.S. Department of Commerce

Platinum Key Service

The Platinum Key Service allows U.S. companies to take advantage of longer term, sustained and customized U.S. Commercial Service assistance on a range of issues. The service is solution-oriented and tailored to the client's needs through a mutually agreed upon scope of work. The service can include a range of issues including, but not limited to, identifying markets, launching products, developing major project opportunities, resolving commercial disputes and providing assistance on regulatory or technical standards matters. Ongoing service is available for six months, one year, or a specified timeframe based on the mutually agreed-upon scope of work. Our overseas specialists will work closely with clients to identify and outline specific needs, provide progress reports and ensure timely delivery of service.

http://www.usatrade.gov/Website/Website.nsf/WebBySubj/ConsultingandAdvocacy_PlatinumKeyService

Trade Agreements

U.S. Department of Commerce

Trade Agreements

The TCC's Trade and Related Agreements Database (TARA) includes active, binding agreements between the United States and its trading partners covering manufactured products and services (see Site Map for disclaimers). It is designed to provide the public with information on agreements currently in force and does not include agriculture agreements. For information on agricultural trade issues, please contact the U.S. Department of Agriculture.

<http://www.tcc.mac.doc.gov/cgi-bin/doi.cgi?226:54:705157926:15>

Trade Compliance Resources

U.S. Department of Commerce

The Trade Compliance Center helps American exporters overcome foreign trade barriers and works to ensure that foreign countries comply with their commitments to the United States.

<http://www.tcc.mac.doc.gov/cgi-bin/doi.cgi?218:54:1:5>

Export Counseling

Agricultural and Commodity Exports

Indiana Department of Commerce

In addition to geographic specialists, ITD also houses a sector specific trade specialist for agricultural goods and machinery.

Through a joint effort with the office of the Commissioner of Agriculture, an Indianapolis-based trade specialist promotes the sale of Indiana's processed foods and agricultural products worldwide. For assistance contact Andres Lelong at alelong@commerce.state.in.us.

http://www.in.gov/doc/businesses/IT_Export.html

U.S. Department of Agriculture

The Foreign Agricultural Service (FAS) network of overseas offices supports U.S. agricultural interests in markets throughout the world through its network of agricultural trade officers stationed abroad and its marketing specialists in Washington, DC.

http://www.fas.usda.gov/scripts/wfasfield/ovc_fm.asp

Central and Eastern Europe

U.S. Department of Commerce

CEEBC is a business facilitation program for U.S. firms interested in expanding into the Central and Eastern European markets. Established in 1990, CEEBC is a one-stop shop and the US Government's clearinghouse for the most recent economic, commercial, and financial information on the 15 countries of Central and Eastern Europe.

<http://www.mac.doc.gov/ceebic/>

Export Controls

U.S. Department of the Treasury

The Office of Foreign Assets Control ("OFAC") of the U.S. Department of the Treasury administers and enforces economic and trade sanctions based on US foreign policy and national security goals against targeted foreign countries, terrorists, international narcotics traffickers, and those engaged in activities related to the proliferation of weapons of mass destruction. OFAC acts under Presidential wartime and national emergency powers, as well as authority granted by specific legislation, to impose controls on transactions and freeze foreign assets under US jurisdiction. Many of the sanctions are based on United Nations and other international mandates, are multilateral in scope, and involve close cooperation with allied nations.

<http://www.treas.gov/offices/enforcement/ofac/>

General Assistance

Indiana Department of Commerce

Indiana Overseas Offices And Geographic Trade Specialists

ITD has established 14 international offices in strategic locations throughout the world. Each office has a corresponding, Indianapolis-based, geographic trade specialist which serves as the

business liaison to that office. Please contact one of the following people for assistance at (317) 233-3762:

Asian Group

Indianapolis-based trade specialists work with corresponding offices in Japan, Korea, Taiwan, China, Australia and a liaison office in Singapore. For assistance with Japan or Korea, please contact Jason Tolliver at jtolliver@commerce.state.in.us. For assistance with China, Taiwan, Australia or Singapore, please contact Chris Matney at cmatney@commerce.state.in.us.

Canada/Eastern Mediterranean/South Africa Group

Indianapolis-based trade specialist works with offices in Canada, the Eastern Mediterranean and South Africa. For assistance, contact Stephen Lamm at slamm@commerce.state.in.us

Europe Group

Indianapolis-based trade specialist works with the office located in Amsterdam, The Netherlands. For assistance in Europe, contact Kristin Jones at kjones@commerce.state.in.us

Latin America Group

Indianapolis-based trade specialist works with offices in Mexico, Brazil, Argentina, and Chile. For assistance with these offices please contact Paula VanDeVanter at pvande@commerce.state.in.us.

http://www.in.gov/doc/businesses/IT_Export.html

Office of the Commissioner of Agriculture (Indiana)

Partnering with the Indiana Department of Commerce, U.S. Department of Agriculture (USDA), Purdue University's School of Agriculture and agribusiness representatives, the Office of the Commissioner of Agriculture (OCA) seeks to maximize export opportunities for Indiana's value-added and bulk agricultural commodities.

OCA's international agriculture trade specialist is Andres Lelong. He can be reached at (317) 233-4459, or by e-mail at alelong@commerce.state.in.us.

<http://www.in.gov/oca/trade/intl.html>

U.S. Department of Commerce

The Commercial Service has a human resource network that spans the globe. Our export and industry specialists are located in more than 80 cities across the United States to assist small and mid-sized US businesses export their products and services, and in more than 80 countries to assist foreign buyers.

Find a local Export Assistance Center near you using the search engine on the website below

http://www.usatrade.gov/Website/website.nsf/WebBySubj/Main_ContactUs

Submit an export question via email or call 1-800-USA-TRADE to speak directly to an export specialist. The TIC offers specialized region and country-specific counselling for Asia, Oceania, Africa, The Middle East, North & South America and Western Europe.

<http://www.trade.gov/td/tic/>

The National Export Directory contains contact information for federal and state trade offices, trade finance offices, trade centers, and foreign trade zones.

<http://tradeinfo.doc.gov/ticwebsite/NEDHomeP.nsf>

U.S. Small Business Administration

U.S. Export Assistance Centers located in major metropolitan areas throughout the United States, are one-stop shops ready to provide your small- or medium-sized business with local export assistance.

Receive personalized assistance by professionals from the U.S. Small Business Administration, the U.S. Department of Commerce, the U.S. Export-Import Bank and other public and private

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organizations.

<http://www.sba.gov/oit/export/useac.html>

Russia and the Newly Independent States

U.S. Department of Commerce

BISNIS is the U.S. government's primary resource center for U.S. companies exploring business opportunities in Russia and other Newly Independent States.

<http://www.bisnis.doc.gov/bisnis/contact.cfm>

Export Documentation

Export Form Guides

U.S. Department of Commerce

Use this guide to evaluate what export forms you need and to complete your export documentation.

<http://infoserv2.ita.doc.gov/ticwebsite/FAQs.nsf/f3c358ed78d971aa85256878007677d9/6ba5641a4e2a9f88852568780078d7c6?OpenDocument>

Export License Applications

U.S. Department of Commerce

Contact the Bureau of Industry and Security Simplified Network Application Process (SNAP) to file export license applications, Commodity Classification Requests and High Performance Computer Notices online.

<http://www.bis.doc.gov/SNAP/default.htm>

Export Software

U.S. Department of Commerce

Find software titles designed to help you export and run your export business

<http://infoserv2.ita.doc.gov/Tradebase/EXPORTSO.NSF/b628a140bcdbffd4852564140068e697?OpenView>

General Assistance

U.S. Customs Service

The website of the U.S. Customs Service provides an overview of importing and exporting issues related to the U.S. Customs Service. You will find links with information on duty rates, HTS, rulings and regulations, small importer, publications and forms.

<http://www.customs.gov/impexpo/impexpo.htm>

Harmonized System Filings

U.S. Census Bureau
Harmonized System Number/Schedule B Assistance

The right source of the Harmonized System Number needed to export any goods or services from the U.S.

<http://www.census.gov/foreign-trade/schedules/b/index.html>

NAFTA Certificate of Origin

U.S. Department of Commerce

File for this essential piece of documentation for any transactions between the U.S. and Canada or Mexico

<http://web.ita.doc.gov/ticwebsite/naftaweb.nsf>

Patent and Trademark Forms

U.S. Patent and Trademark Office (USPTO)
Access downloadable Patent & Trademark Forms

<http://www.uspto.gov/web/forms/index.html>

Shipper's Export Declarations

U.S. Census Bureau

Downloadable SED forms, instructions, and online filing options using AESDirect

<http://www.census.gov/foreign-trade/regulations/forms/index.html>

Export Promotion

First Time Exporters Assistance

SCORE Association

Counseling and Mentoring Services The SCORE Association (Service Corps of Retired Executives) is a non-profit association dedicated to entrepreneur education and the formation, growth and success of small business nationwide. SCORE can be a valuable asset for small businesses looking to begin trading.

The SCORE Association is a national, nonprofit association with 10,500 volunteer members and 389 chapters throughout the United States and its territories. SCORE is a resource partner with the U.S. Small Business Administration.

<http://www.score.org/>

Partner Matching Services

U.S. Department of Commerce

Let the U.S. Commercial Service international network locate the most qualified buyers and partners for your company.

Learn about the variety of services available to help U.S. firms identify and meet with pre-qualified agents, distributors, joint-venture and licensing partners in international markets.

<http://www.usatrade.gov/Website/Website.nsf/WebBySubj/InternationalPartners>AboutInternationalPartners>

Financial Services

Assistance for Minority Owned Businesses

U.S. Department of Commerce

Links to federal agencies and business organizations that provide support to Minority Owned Businesses

http://www.mbda.gov/templates/inside.php?content_id=585&title=&site_id=1

Credit Collection

Indiana Department of Commerce

International Credit Collections

STA Collect also provides credit collection services for non-payment of international purchase agreements. STA Collect will help your company avoid many of the time and financial resources required to pursue payment from international customers unwilling to honor their sales agreement. STA Collect's international network will conduct international collections on your behalf for a portion of the sales agreement amount. Please contact Mr. Chris Matney at ITD for more information (317) 232-8846.

http://www.in.gov/doc/businesses/IT_Export.html

Credit Reports

Indiana Department of Commerce

Often, Indiana exporters are concerned about the credit worthiness of potential foreign buyers. ITD has developed a partnership with Graydon America to provide affordable access to international credit risk reports.

Foreign Buyer Credit Reports

Through Graydon America, STA Collect offers credit reports to ITD clients providing a historic financial summary of their buyers in order to determine credit worthiness and risks associated with future payments. STA Collect's partnership with Graydon America allows them to charge a nominal fee to ITD clients for this service. Please contact Mr. Chris Matney at ITD for more information (317) 232-8846.

http://www.in.gov/doc/businesses/IT_Export.html

Credit Review

Export-Import Bank of the United States

Exim Bank administers disbursement procedures for Direct Credits and Medium and Long Term Guarantees. Ensures compliance with Ex-Im Bank's policies and procedures

Disbursement Methods:

Letters of Credit (PDF) (sample proviso wording)
Reimbursement of Borrower
Lender Pays Supplier (M/T Only)

<http://www.exim.gov/division/credit/aboutca.html>

Equity Capital

U.S. Small Business Administration

Licensed by SBA, firms whose investment strategies include export activities may receive equity capital or term working capital in excess of SBA's \$750,000 statutory limit.

Contact: Investment Division, (202) 205-6510

<http://www.sba.gov/INV>

Export Working Capital Programs

U.S. Small Business Administration

Offered by SBA and the U.S. Export-Import Bank, these programs support export financing to U.S. businesses when that financing is not otherwise available on reasonable terms. The programs encourage lenders to offer export working capital loans by guaranteeing repayment. Exporters may use the guaranteed financing to support single or multiple transactions on a revolving basis.

http://www.export.gov/financing/working_capital.html

Financial Aid

U.S. Department of Commerce

This program is a central source for information on how to access foreign donor aid programs to finance U.S. export sales in infrastructure and other sectors. In 1998, developing countries benefited from approximately \$52 billion in Official Development Assistance provided by the more than twenty Development Assistance Committee countries. This amount includes grant aid, "soft loans," and technical cooperation. According to Organization for Economic Cooperation and Development (OECD) data, approximately \$22 billion of these funds were "untied" (i.e., not contingent upon the purchase of goods and services from the donor country) and therefore potentially available to finance procurement from U.S. and other suppliers and consultants. Information is provided on the ITA Internet home page.

<http://www.trade.gov/untiedaid>

General Assistance

U.S. Department of Commerce

The Export Finance Matchmaker (EFM) is designed to match, via the Internet, U.S. exporters with sources of export financing or risk mitigation. Matching is done by the software built into the program by comparing information collected from the exporter to corresponding offerings of the export finance/risk mitigation firms. EFM supports a variety of export financing products including pre-export working capital, direct loans to foreign buyers, forfaiting, export factoring, documentary products, export credit insurance, and other financial services.

<http://www.ita.doc.gov/>

Guarantees

Export-Import Bank of the United States

Ex-Im Bank's guarantees provide repayment protection for private sector loans to creditworthy buyers of U.S. exports.

Program Description:

The guarantees cover the repayment risks on the foreign buyer's debt obligations. Ex-Im Bank guarantees that, in the event of default, it will repay the principal and interest on the loan. The foreign buyer is required to make at least a 15 percent cash payment.

Ex-Im Bank's comprehensive guarantee covers 100 percent of the commercial and political risks. Guarantees covering only political risks are also available.

Ex-Im Bank's guarantees commit the full faith and credit of the U.S. Government. Notes guaranteed by Ex-Im Bank are freely transferable.

Ex-Im Bank also guarantees lease financing.

<http://www.exim.gov/guarantee.html>

Overseas Private Investment Corporation (OPIC)

Medium- to long-term financing for sound overseas investment projects is made available through loan guarantees and direct loans. Direct loans generally range from \$2 million to \$30 million and are reserved exclusively for projects significantly involving U.S. small businesses or cooperatives. Loan guarantees generally range from \$10 million to \$200 million. OPIC's financing commitment may range from 50 percent of total project costs for new ventures to up to 75 percent for expansion of existing successful operations, with final maturities of 5 to 12 years or more. Additionally, OPIC supports a family of privately managed direct investment funds in various regions and business sectors.

<http://www.opic.gov/>

Insurance

Export-Import Bank of the United States

The Export Credit Insurance program helps U.S. exporters develop and expand their overseas sales by protecting them against loss should a foreign buyer or other foreign debtor default for political or commercial reasons. With an Ex-Im Bank policy exporters can also obtain export financing more easily because, with prior approval by Ex-Im Bank, the proceeds of the policy can be assigned to a financial institution as collateral.

<http://www.exim.gov/minsprog.html>

Overseas Private Investment Corporation (OPIC)

OPIC offers several programs to insure U.S. investments in emerging markets and developing countries against the risks of: 1) currency inconvertibility-the inability to convert profits, debt service, and other investment remittances from local currency into U.S. dollars or the inability to transfer funds; 2) expropriation-loss of an investment due to expropriation, nationalization, or confiscation by a foreign government; and 3) political violence-loss of assets or income due to war, revolution, insurrection, or civil strife. Coverage is available for new investments, privatizations, and investments to expand or modernize existing operations. Equity, debt, loan guarantees, leases, and most other forms of long-term investment can be insured. Special programs or contracts are also available for contractors, exporters, oil and gas projects, and small businesses.

<http://www.opic.gov/>

Loans

Export-Import Bank of the United States

Ex-Im Bank offers fixed-rate loans directly to foreign buyers of U.S. goods and services to help U.S. exporters compete against foreign suppliers offering officially supported export credits and to fill in gaps in the availability of private export financing.

<http://www.exim.gov/mltprog.html>

Overseas Private Investment Corporation (OPIC)

Medium- to long-term financing for sound overseas investment projects is made available through loan guarantees and direct loans. Direct loans generally range from \$2 million to \$30 million and are reserved exclusively for projects significantly involving U.S. small businesses or cooperatives. Loan guarantees generally range from \$10 million to \$200 million. OPIC's financing commitment may range from 50 percent of total project costs for new ventures to up to 75 percent for expansion of existing successful operations, with final maturities of 5 to 12 years or more. Additionally, OPIC supports a family of privately managed direct investment funds in various regions and business sectors.

<http://www.opic.gov/>

U.S. Small Business Administration

SBA's new Export Express loan program helps small businesses by allowing lenders to use streamlined and expedited loan review and approval procedures to process SBA guaranteed export loans of up to \$150,000. Loan proceeds may be used for most business purposes, including: market development activity, such as participation in a foreign trade mission; transaction-specific financing; general lines of credit for export purposes; and term loans for permanent working capital and fixed-asset financing.

<http://www.sba.gov/OIT/exportexpress.html>

General Information about International Trade Loans:

If your business is preparing to engage in or is already engaged in international trade, or is adversely affected by competition from imports, the International Trade Loan Program is designed for you.

Maximum Amount of International Trade Loans:

The SBA can guarantee up to \$1,250,000 for a combination of fixed-asset (facilities and equipment) financing and Export Working Capital Program (EWCP) assistance. The fixed-asset portion of the loan guaranty cannot exceed one million (\$1,000,000.00) dollars and the non-fixed asset portion cannot exceed seven hundred fifty thousand (\$750,000.00) dollars.

International Trade Loan Eligibility:

The applicant must establish that the loan will significantly expand or develop an export market, is

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currently adversely affected by import competition, will upgrade equipment or facilities to improve competitive position, or must be able to provide a business plan that reasonably projects export sales sufficient to cover the loan.

<http://www.sba.gov/financing/frinternational.html>

Project Planning Funds

U.S. Trade and Development Agency (USTDA)

USTDA funds project planning activities that directly influence the procurement decisions related to major industrial or infrastructure projects in developing and middle-income countries - projects that typically represent millions of dollars in U.S. export potential. From radar for airports in Asia to process controls for refineries in Latin America, hundreds of goods and services are required to implement a project. USTDA works to ensure that the services and products needed for projects will of U.S. origin.

<http://www.tda.gov/region/index.html>

Structured Finance

Export-Import Bank of the United States

Project and Structured Finance at Ex-Im Bank:

Ex-Im Bank offers a range of financing solutions for U.S. exporters and their foreign customers. Limited Recourse (Project) and Structured financing are two options that offer maximum flexibility for project sponsors and help U.S. exporters compete globally in natural resource and infrastructure sectors. Ex-Im Bank can consider limited recourse project financing in most countries and has no country or project dollar limits.

<http://www.exim.gov/structur.html>

Various

Indiana Department of Commerce

The most frequently asked question in exporting is, "how will I get paid?" To help answer that question, ITD has a partnership with the Export-Import Bank of the United States.

Trade Finance

Through a direct link with the Export-Import Bank of the United States (Ex-IM Bank), ITD's clients can receive information on Ex-Im Bank guarantees, loans and export credit insurance. Please contact our office at (317) 233-3762.

http://www.in.gov/doc/businesses/IT_Export.html

Tariff and Tax Information and Services

General Tariff and Tax Information

U.S. Department of Commerce

Information on how to determine tariffs and taxes levied on U.S. products and services exported from

the United States to other countries.

<http://www.trade.gov/td/tic/tariff/index.html>

Various

U.S. Customs Service

The website of the U.S. Customs Service provides an overview of importing and exporting issues related to the U.S. Customs Service. You will find links with information on duty rates, HTS, rulings and regulations, small importer, publications and forms.

<http://www.customs.gov/impoexpo/impoexpo.htm>

Trade Statistics

Indiana and U.S. Foreign Trade Statistics

Indiana Department of Commerce

This site provides various useful links to Indiana and U.S. trade and export related statistics.

http://www.in.gov/doc/links/Stats_Other.html

Indiana Export Report

Indiana Department of Commerce

The Indiana Quarterly Export Report is prepared for the Indiana Department of Commerce with the support of the Global Business Information Network and the Center for International Business Education and Research at the Indiana University Kelley School of Business.

To receive free copies of the export report please contact the International Trade Division of the Indiana Department of Commerce at (317) 232-4949. Direct questions to the author of the report at davidso@indiana.edu or telephone (812) 855-2773.

<http://www.in.gov/doc/publications/NewQuarterlyExportReport/index.htm>

U.S. Export Statistics

U.S. Department of Commerce

U.S. Export Statistics

Find general and industry-specific trade statistics for potential markets worldwide.

<http://www.export.gov/tradestatistics.html>

Various

Indiana Department of Commerce

Research

GBIN's research services are geared toward businesses, governments, communities, and non-profit organizations that want to better understand the impact of globalization.

Catalog of International Business Resources Available to Indiana Companies

Indiana Export Report:

A quarterly publication for the International Trade Division of the Indiana Department of Commerce, this report analyzes Indiana and US exports to the world by industry and country destination.

Export Performance of Indianapolis, Indiana:

A comparison of Indianapolis to other Midwestern cities based on their recent export performance and the success of policies and programs that promote the globalization of business.

<http://www.bus.indiana.edu/gbin/gbin.htm>

EXPORT RESOURCES BY PROVIDER

Export-Import Bank of the United States

Financial Services

Credit Review

Exim Bank administers disbursement procedures for Direct Credits and Medium and Long Term Guarantees. Ensures compliance with Ex-Im Bank's policies and procedures

Disbursement Methods:

Letters of Credit (PDF) (sample proviso wording)
Reimbursement of Borrower
Lender Pays Supplier (M/T Only)

<http://www.exim.gov/division/credit/aboutca.html>

Guarantees

Purpose:

Ex-Im Bank's guarantees provide repayment protection for private sector loans to creditworthy buyers of U.S. exports.

Program Description:

The guarantees cover the repayment risks on the foreign buyer's debt obligations. Ex-Im Bank guarantees that, in the event of default, it will repay the principal and interest on the loan. The foreign buyer is required to make at least a 15 percent cash payment.

Ex-Im Bank's comprehensive guarantee covers 100 percent of the commercial and political risks. Guarantees covering only political risks are also available. Ex-Im Bank's guarantees commit the full faith and credit of the U.S. Government. Notes guaranteed by Ex-Im Bank are freely transferable. Ex-Im Bank also guarantees lease financing.

<http://www.exim.gov/guarantee.html>

Loans

Purpose:

Ex-Im Bank offers fixed-rate loans directly to foreign buyers of U.S. goods and services to help U.S. exporters compete against foreign suppliers offering officially supported export credits and to fill in gaps in the availability of private export financing.

<http://www.exim.gov/mltprog.html>

Insurance

The Export Credit Insurance program helps U.S. exporters develop and expand their overseas sales by protecting them against loss should a foreign buyer or other foreign debtor default for political or commercial reasons. With an Ex-Im Bank policy exporters can also obtain export financing more easily because, with prior approval by Ex-Im Bank, the proceeds of the policy can be assigned to a

Catalog of International Business Resources Available to Indiana Companies

financial institution as collateral.

<http://www.exim.gov/minsprog.html>

Structured Finance

Project and Structured Finance at Ex-Im Bank:

Ex-Im Bank offers a range of financing solutions for U.S. exporters and their foreign customers. Limited Recourse (Project) and Structured financing are two options that offer maximum flexibility for project sponsors and help U.S. exporters compete globally in natural resource and infrastructure sectors. Ex-Im Bank can consider limited recourse project financing in most countries and has no country or project dollar limits.

<http://www.exim.gov/structur.html>

Indiana Department of Commerce

Export Counseling

Agricultural and Commodity Exports

In addition to geographic specialists, ITD also houses a sector specific trade specialist for agricultural goods and machinery.

Agriculture and Foods Specialist:

Through a joint effort with the office of the Commissioner of Agriculture, an Indianapolis-based trade specialist promotes the sale of Indiana's processed foods and agricultural products worldwide. For assistance contact Andres Lelong at alalong@commerce.state.in.us.

http://www.in.gov/doc/businesses/IT_Export.html

General Assistance

Indiana Overseas Offices And Geographic Trade Specialists:

ITD has established 14 international offices in strategic locations throughout the world. Each office has a corresponding, Indianapolis-based, geographic trade specialist which serves as the business liaison to that office. Please contact one of the following people for assistance at (317) 233-3762:

Asian Group

Indianapolis-based trade specialists work with corresponding offices in Japan, Korea, Taiwan, China, Australia and a liaison office in Singapore. For assistance with Japan or Korea, please contact Jason Tolliver at jtolliver@commerce.state.in.us. For assistance with China, Taiwan, Australia or Singapore, please contact Chris Matney at cmatney@commerce.state.in.us.

Canada/Eastern Mediterranean/South Africa Group

Indianapolis-based trade specialist works with offices in Canada, the Eastern Mediterranean and South Africa. For assistance, contact Stephen Lamm at slamm@commerce.state.in.us

Europe Group

Indianapolis-based trade specialist works with the office located in Amsterdam, The Netherlands. For assistance in Europe, contact Kristin Jones at kjones@commerce.state.in.us

Latin America Group

Indianapolis-based trade specialist works with offices in Mexico, Brazil, Argentina, and Chile. For assistance with these offices please contact Paula VanDeVanter at (317) 232-8845 or pvande@commerce.state.in.us for more information.

http://www.in.gov/doc/businesses/IT_Export.html

Financial Services

Credit Reports

Often, Indiana exporters are concerned about the credit worthiness of potential foreign buyers. ITD has developed a partnership with Graydon America to provide affordable access to international credit risk reports.

Foreign Buyer Credit Reports:

Through Graydon America, STA Collect offers credit reports to ITD clients providing a historic financial summary of their buyers in order to determine credit worthiness and risks associated with future payments. STA Collect's partnership with Graydon America allows them to charge a nominal fee to ITD clients for this service. Please contact Mr. Chris Matney at ITD for more information (317) 232-8846.

http://www.in.gov/doc/businesses/IT_Export.html

Various

The most frequently asked question in exporting is, "how will I get paid?" To help answer that question, ITD has a partnership with the Export-Import Bank of the United States.

Trade Finance

Through a direct link with the Export-Import Bank of the United States (Ex-IM Bank), ITD's clients can receive information on Ex-Im Bank guarantees, loans and export credit insurance. Please contact our office at (317) 233-3762.

http://www.in.gov/doc/businesses/IT_Export.html

Credit Collection

International Credit Collections

STA Collect also provides credit collection services for non-payment of international purchase agreements. STA Collect will help your company avoid many of the time and financial resources required to pursue payment from international customers unwilling to honor their sales agreement. STA Collect's international network will conduct international collections on your behalf for a portion of the sales agreement amount.

Please contact Mr. Chris Matney at ITD for more information (317) 232-8846.

http://www.in.gov/doc/businesses/IT_Export.html

Trade Statistics

Various

Research

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Indiana and U.S. Foreign Trade Statistics

This site provides various useful links to Indiana and U.S. trade and export related statistics.

http://www.in.gov/doc/links/Stats_Other.html

Office of the Commissioner of Agriculture (Indiana)

Export Counseling

General Assistance

Partnering with the Indiana Department of Commerce, U.S. Department of Agriculture (USDA), Purdue University's School of Agriculture and agribusiness representatives, the Office of the Commissioner of Agriculture (OCA) seeks to maximize export opportunities for Indiana's value-added and bulk agricultural commodities.

OCA's international agriculture trade specialist is Andres Lelong. He can be reached at (317) 233-4459, or by e-mail at alalong@commerce.state.in.us.

<http://www.in.gov/oca/trade/intl.html>

Overseas Private Investment Corporation (OPIC)

Financial Services

Insurance

OPIC offers several programs to insure U.S. investments in emerging markets and developing countries against the risks of: 1) currency inconvertibility-the inability to convert profits, debt service, and other investment remittances from local currency into U.S. dollars or the inability to transfer funds; 2) expropriation-loss of an investment due to expropriation, nationalization, or confiscation by a foreign government; and 3) political violence-loss of assets or income due to war, revolution, insurrection, or civil strife. Coverage is available for new investments, privatizations, and investments to expand or modernize existing operations. Equity, debt, loan guarantees, leases, and most other forms of long-term investment can be insured. Special programs or contracts are also available for contractors, exporters, oil and gas projects, and small businesses.

<http://www.opic.gov/>

Loans

Medium- to long-term financing for sound overseas investment projects is made available through loan guarantees and direct loans. Direct loans generally range from \$2 million to \$30 million and are reserved exclusively for projects significantly involving U.S. small businesses or cooperatives. Loan

guarantees generally range from \$10 million to \$200 million. OPIC's financing commitment may range from 50 percent of total project costs for new ventures to up to 75 percent for expansion of existing successful operations, with final maturities of 5 to 12 years or more. Additionally, OPIC supports a family of privately managed direct investment funds in various regions and business sectors.

<http://www.opic.gov/>

Guarantees

Medium- to long-term financing for sound overseas investment projects is made available through loan guarantees and direct loans. Direct loans generally range from \$2 million to \$30 million and are reserved exclusively for projects significantly involving U.S. small businesses or cooperatives. Loan guarantees generally range from \$10 million to \$200 million. OPIC's financing commitment may range from 50 percent of total project costs for new ventures to up to 75 percent for expansion of existing successful operations, with final maturities of 5 to 12 years or more. Additionally, OPIC supports a family of privately managed direct investment funds in various regions and business sectors.

<http://www.opic.gov/>

SCORE Association

Export Promotion

First Time Exporters Assistance

Counseling and Mentoring Services The SCORE Association (Service Corps of Retired Executives) is a non-profit association dedicated to entrepreneur education and the formation, growth and success of small business nationwide. SCORE can be a valuable asset for small businesses looking to begin trading.

The SCORE Association is a national, nonprofit association with 10,500 volunteer members and 389 chapters throughout the United States and its territories. SCORE is a resource partner with the U.S. Small Business Administration.

<http://www.score.org/>

U.S. Customs Service

Export Documentation

General Assistance

The website of the U.S. Customs Service provides an overview of importing and exporting issues related to the U.S. Customs Service. You will find links with information on duty rates, HTS, rulings and regulations, small importer, publications and forms.

<http://www.customs.gov/impexpo/impexpo.htm>

Tariff and Tax Information

Various

The website of the U.S. Customs Service provides an overview of importing and exporting issues

Catalog of International Business Resources Available to Indiana Companies

related to the U.S. Customs Service. You will find links with information on duty rates, HTS, rulings and regulations, small importer, publications and forms.

<http://www.customs.gov/impexpo/impexpo.htm>

U.S. Census Bureau

Export Documentation

Shipper's Export Declarations

Downloadable SED forms, instructions, and online filing options using AESDirect

<http://www.census.gov/foreign-trade/regulations/forms/index.html>

Harmonized System Filings

Harmonized System Number/Schedule B Assistance

The right source of the Harmonized System Number needed to export any goods or services from the U.S.

<http://www.census.gov/foreign-trade/schedules/b/index.html>

U.S. Department of Agriculture

Country & Market Research

Agricultural Market Research

Market research, crop reports, export statistics, export programs and counseling assistance focusing on exporters of agricultural goods and commodities. Source: Foreign Agriculture Service.

<http://www.fas.usda.gov/>

Export Counseling

Agricultural and Commodity Exports

The Foreign Agricultural Service (FAS) network of overseas offices supports U.S. agricultural interests in markets throughout the world through its network of agricultural trade officers stationed abroad and its marketing specialists in Washington, DC.

http://www.fas.usda.gov/scripts/wfasfield/ovc_fm.asp

U.S. Department of Commerce

Country & Market Research

Customized Market Research

Do you need fast, customized market research that answers your international business

questions?

The U.S. Commercial Service knows that concise up-to-date information is the key to making intelligent marketing decisions and we have the resources to obtain the information you need. Our Flexible Market Research program makes use of our vast network of industry associations, government agencies, importers, distributors, end-users, and manufacturers to provide you with

http://www.usatrade.gov/Website/Website.nsf/WebBySubj/MarketResearch_FlexibleMarketResearch

Trade Compliance Resources

The Trade Compliance Center helps American exporters overcome foreign trade barriers and works to ensure that foreign countries comply with their commitments to the United States.

<http://www.tcc.mac.doc.gov/cgi-bin/doiit.cgi?218:54:1:5>

Premium Customized Market Research

Platinum Key Service

The Platinum Key Service allows U.S. companies to take advantage of longer term, sustained and customized U.S. Commercial Service assistance on a range of issues. The service is solution-oriented and tailored to the client's needs through a mutually agreed upon scope of work. The service can include a range of issues including, but not limited to, identifying markets, launching products, developing major project opportunities, resolving commercial disputes and providing assistance on regulatory or technical standards matters. Ongoing service is available for six months, one year, or a specified timeframe based on the mutually agreed-upon scope of work. Our overseas specialists will work closely with clients to identify and outline specific needs, provide progress reports and ensure timely delivery of service.

http://www.usatrade.gov/Website/Website.nsf/WebBySubj/ConsultingandAdvocacy_PlatinumKeyService

Market Research

Access the extensive U.S. Commercial Service Market Research Library containing more than 100,000 industry and country-specific market reports, web sites, events, and trade directory listings.

- Country Commercial Guides (CCGs) - Prepared annually by US Embassy Staff, CCGs contain information on the business and economic situation of foreign countries and the political climate as it affects U.S. business and foreign investments.
- Industry Sector Analyses (ISAs) - In-depth analysis of specific industry sectors and sub-sectors within a given market.
- International Market Insight (IMIs) - Brief updates within a foreign country highlighting specific market opportunities, trade events, or changes in market conditions.
- Multilateral Development Bank Reports - International trade opportunities and financing information through the various multilateral development banks throughout the world.

http://www.buyusainfo.net/adsearch.cfm?search_type=int&loadnav=no

Trade Agreements

Trade Agreements

The TCC's Trade and Related Agreements Database (TARA) includes active, binding agreements between the United States and its trading partners covering manufactured products and services (see Site Map for disclaimers). It is designed to provide the public with information on agreements currently in force and does not include agriculture agreements. For information on agricultural trade issues, please contact the U.S. Department of Agriculture.

<http://www.tcc.mac.doc.gov/cgi-bin/doiit.cgi?226:54:705157926:15>

Catalog of International Business Resources Available to Indiana Companies

Export Counseling

General Assistance

The National Export Directory contains contact information for federal and state trade offices, trade finance offices, trade centers, and foreign trade zones.

<http://tradeinfo.doc.gov/ticwebsite/NEDHomeP.nsf>

Central and Eastern Europe

CEEBIC is a business facilitation program for U.S. firms interested in expanding into the Central and Eastern European markets. Established in 1990, CEEBIC is a one-stop shop and the US Government's clearinghouse for the most recent economic, commercial, and financial information on the 15 countries of Central and Eastern Europe.

<http://www.mac.doc.gov/ceebic/>

Russia and the Newly Independent States

BISNIS is the U.S. government's primary resource center for U.S. companies exploring business opportunities in Russia and other Newly Independent States.

<http://www.bisnis.doc.gov/bisnis/contact.cfm>

General Assistance

The Commercial Service has a human resource network that spans the globe. Our export and industry specialists are located in more than 80 cities across the United States to assist small and mid-sized US businesses export their products and services, and in more than 80 countries to assist foreign buyers.

Find a local Export Assistance Center near you using the search engine on the website below.

http://www.usatrade.gov/Website/website.nsf/WebBySubj/Main_ContactUs

General Assistance

Submit an export question via email or call 1-800-USA-TRADE to speak directly to an export specialist. The TIC offers specialized region and country-specific counselling for Asia, Oceania, Africa, The Middle East, North & South America and Western Europe.

<http://www.trade.gov/td/tic/>

Export Documentation

NAFTA Certificate of Origin

File for this essential piece of documentation for any transactions between the U.S. and Canada or Mexico

<http://web.ita.doc.gov/ticwebsite/naftaweb.nsf>

Export Software

Find software titles designed to help you export and run your export business.

<http://infoserv2.ita.doc.gov/Tradebase/EXPORTSO.NSF/b628a140bcdbffd4852564140068e697?OpenView>

Export Form Guides

Use this guide to evaluate what export forms you need and to complete your export documentation.

<http://infoserv2.ita.doc.gov/ticwebsite/FAQs.nsf/f3c358ed78d971aa85256878007677d9/6ba5641a4e2a9f88852568780078d7c6?OpenDocument>

Export License Applications

Contact the Bureau of Industry and Security Simplified Network Application Process (SNAP) to file export license applications, Commodity Classification Requests and High Performance Computer Notices online.

<http://www.bis.doc.gov/SNAP/default.htm>

Export Promotion

Partner Matching Services

Let the U.S. Commercial Service international network locate the most qualified buyers and partners for your company.

Learn about the variety of services available to help U.S. firms identify and meet with pre-qualified agents, distributors, joint-venture and licensing partners in international markets.

http://www.usatrade.gov/Website/Website.nsf/WebBySubj/InternationalPartners_AboutInternationalPartners

Financial Services

Assistance for Minority Owned Businesses

Links to federal agencies and business organizations that provide support to Minority Owned Businesses

http://www.mbda.gov/templates/inside.php?content_id=585&title=&site_id=1

Financial Aid

This program is a central source for information on how to access foreign donor aid programs to finance U.S. export sales in infrastructure and other sectors. In 1998, developing countries benefited from approximately \$52 billion in Official Development Assistance provided by the more than twenty Development Assistance Committee countries. This amount includes grant aid, "soft loans," and technical cooperation. According to Organization for Economic Cooperation and Development (OECD) data, approximately \$22 billion of these funds were "untied" (i.e., not contingent upon the purchase of goods and services from the donor country) and therefore potentially available to finance procurement from U.S. and other suppliers and consultants. Information is provided on the ITA Internet home page.

<http://www.trade.gov/untiedaid>

General Assistance

The Export Finance Matchmaker (EFM) is designed to match, via the Internet, U.S. exporters with sources of export financing or risk mitigation. Matching is done by the software built into the program by comparing information collected from the exporter to corresponding offerings of the export finance/risk mitigation firms. EFM supports a variety of export financing products including pre-export working capital, direct loans to foreign buyers, forfaiting, export factoring, documentary products, export credit insurance, and other financial services.

<http://www.ita.doc.gov/>

Catalog of International Business Resources Available to Indiana Companies

Tariff and Tax Information

General Tariff and Tax Information

Information on how to determine tariffs and taxes levied on U.S. products and services exported from the United States to other countries.

<http://www.trade.gov/td/tic/tariff/index.html>

Trade Statistics

U.S. Export Statistics

Find general and industry-specific trade statistics for potential markets worldwide.

<http://www.export.gov/tradestatistics.html>

U.S. Department of State

Country & Market Research

General Country Information

Broad Country Information: Economic & political systems, populations, history, travel advisories, etc. are included in the U.S. Department of State's Background Notes.

Background Notes are updated/revised as they are received from regional bureaus and are added to the database of the Department of State. The U.S. Department of State no longer provides information on international organizations in a Background Notes format. This information is released as fact sheets which reside in relevant bureaus. For example, the Organization for American States resides under the Bureau of Western Hemisphere Affairs.

<http://www.state.gov/r/pa/ei/bgn/>

U.S. Department of the Treasury

Export Counseling

Export Controls

The Office of Foreign Assets Control ("OFAC") of the U.S. Department of the Treasury administers and enforces economic and trade sanctions based on US foreign policy and national security goals against targeted foreign countries, terrorists, international narcotics traffickers, and those engaged in activities related to the proliferation of weapons of mass destruction. OFAC acts under Presidential wartime and national emergency powers, as well as authority granted by specific legislation, to impose controls on transactions and freeze foreign assets under US jurisdiction. Many of the sanctions are based on United Nations and other international mandates, are multilateral in scope, and involve close cooperation with allied governments.

<http://www.treas.gov/offices/enforcement/ofac/>

U.S. Patent and Trademark Office (USPTO)

Export Documentation

Patent and Trademark Forms

Access downloadable Patent & Trademark Forms.

<http://www.uspto.gov/web/forms/index.html>

U.S. Small Business Administration

Export Counseling

General Assistance

U.S. Export Assistance Centers located in major metropolitan areas throughout the United States, are one-stop shops ready to provide your small- or medium-sized business with local export assistance.

Receive personalized assistance by professionals from the U.S. Small Business Administration, the U.S. Department of Commerce, the U.S. Export-Import Bank and other public and private organizations.

<http://www.sba.gov/oit/export/useac.html>

Financial Services

Export Working Capital Programs

Offered by SBA and the U.S. Export-Import Bank, these programs support export financing to U.S. businesses when that financing is not otherwise available on reasonable terms. The programs encourage lenders to offer export working capital loans by guaranteeing repayment. Exporters may use the guaranteed financing to support single or multiple transactions.

http://www.export.gov/financing/working_capital.html

Loans

General Information about International Trade Loans:

If your business is preparing to engage in or is already engaged in international trade, or is adversely affected by competition from imports, the International Trade Loan Program is designed for you.

Maximum Amount of International Trade Loans:

The SBA can guarantee up to \$1,250, 000 for a combination of fixed-asset (facilities and equipment) financing and Export Working Capital Program (EWCP) assistance. The fixed-asset portion of the loan guaranty cannot exceed one million (\$1,000,000.00) dollars and the non-fixed asset portion cannot exceed seven hundred fifty thousand (\$750,000.00) dollars.

International Trade Loan Eligibility:

The applicant must establish that the loan will significantly expand or develop an export market, is currently adversely affected by import competition, will upgrade equipment or facilities to improve competitive position, or must be able to provide a business plan that reasonably projects export sales

Catalog of International Business Resources Available to Indiana Companies

sufficient to cover the loan.

<http://www.sba.gov/financing/frinternational.html>

Equity Capital

Licensed by SBA, firms whose investment strategies include export activities may receive equity capital or term working capital in excess of SBA's \$750,000 statutory limit.

Contact: Investment Division, (202) 205-6510

<http://www.sba.gov/INV>

Loans

SBA's new Export Express loan program helps small businesses by allowing lenders to use streamlined and expedited loan review and approval procedures to process SBA guaranteed export loans of up to \$150,000. Loan proceeds may be used for most business purposes, including: market development activity, such as participation in a foreign trade mission; transaction-specific financing; general lines of credit for export purposes; and term loans for permanent working capital and fixed-asset financing.

<http://www.sba.gov/OIT/exportexpress.html>

U.S. Trade and Development Agency (USTDA)

Financial Services

Project Planning Funds

USTDA funds project planning activities that directly influence the procurement decisions related to major industrial or infrastructure projects in developing and middle-income countries - projects that typically represent millions of dollars in U.S. export potential. From radar for airports in Asia to process controls for refineries in Latin America, hundreds of goods and services are required to implement a project. USTDA works to ensure that the services and products needed for projects will of U.S. origin.

<http://www.tda.gov/region/index.html>

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Print Resources

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3. Industrial commodity statistics yearbook = Annuaire de statistiques industrielles par produit. (1998)(32nd ed.). New York: United Nations, Dept. for Economic and Social Information and Policy Analysis, Statistical Division.
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23. Price, Waterhouse & Co. (1979). Information guide. New York: Price, Waterhouse. Country Business Encyclopedia series
24. World Trade Press. (1997). World Trade Press country business guide series. San Rafael, Ca.: World Trade Press.

Web Resources

25. Federation of International Trade Organizations (<http://www.fita.org/index.html>)
An international trade portal for B2B leads, news, events and other resources.
26. Guide to International Trade Law on the Internet (<http://www.llrx.com/features/trade2.htm>)
A comprehensive meta-site for international trade law information.
27. Hieros Gamos: Doing Business In... Legal Guides (<http://www.hg.org/guides.html>)
Contains thirty-four country guides covering legal and business issues. Links to other resources are also provided.
28. International Monetary Fund (<http://www.imf.org/>)
Economic conditions, country reports, and monetary news and documents are available from the IMF.
29. International Trade Administration (<http://www.ita.doc.gov/>)
Division of the US Department of Commerce; information on exporting, tariffs, market research (country and industry), NAFTA, and international trade assistance is available.
30. International Trade Center (<http://www.intracen.org/>)
United Nations center for technical cooperation with developing countries in trade promotion.
31. International Trade Commission (<http://dataweb.usitc.gov/>)
Extensive tariff database, several trade data reports, and access to the Trade DataWeb make this a very useful site.
32. International Trade Statistics: US Census Bureau (<http://tier2.census.gov/sitc/sitcpage.htm>)
This browse-able database provides access to commodity and country by commodity statistics.
33. Kompass (<http://www.kompass.com/>)
International business-to-business company directory.
34. PIERS: Port Import/Export Reporting Service (<http://www.piers.com/>)

Comprehensive statistics on global cargo movements transiting seaports in the U.S. and Latin America.

35. World Chambers Network (<http://www.worldchambers.com/>)
Worldwide chambers of commerce and related resources.

36. World Trade Organization (<http://www.wto.org/>)
Contains news, documentation, and international trade statistics.