



**April & May Events** 

April 22, 2008

Save the Date!

Experience the Taste of Chile - April 30, 2008

Export Financing - May 8, 2008

U.S. Foreign Policy Forum - May 8, 2008

Exporting to the Middle East - May 15, 2008

U.S. Foreign Policy Forum - May 15, 2008

#### Experience the Taste of Chile - April 30, 2008

Chilean & American Chamber of Commerce of Greater Philadelphia 3rd Annual "Experience the Taste of Chile" Networking Reception / Dinner & Program Guest Speaker: Ronald Brown President Chilean Fresh Fruit Association

Taste of Chile Flyer
Date: Wednesday, April 30, 2008
Time: 5:30 - 8:00 PM
Location:
University & Whist Club of Wilmington
805 N. Broom Street
Wimington, DE 19801
Cost:
CAACC Members / WTCDE Members - \$75.00
Non-Members - \$90.00
Corporate Table - \$600.00

Registration will close Thursday, April 24th, 2008.

For more information, please contact Ricardo Maldonado at (215) 790-3627 or Ricardo@greaterphilachamber.com

Online Registration

#### Export Financing - May 8, 2008

World Trade Center Delaware
Delaware State Treasurer's Office
U.S. Small Business Administration
Export-Import Bank of the United States
Export Financing
International Business Seminar
Speakers:
Robert Elsas
Small Business Administration

Sharyn Koenig Export-Import Bank of the United States

> Download Flyer Date: Thursday May 8, 2008 Time: 9:00 - 11:00 AM

Location:
Small Business Development Center
One Innovation Way, Suite 301
Newark, DE 19711
Cost:
WTCDE Members - \$15.00
Non-Members - \$30.00

Register Online

#### U.S. Foreign Policy Forum - May 8, 2008

World Trade Center Delaware
People to People International - Delaware Chapter
U.S. Foreign Policy in Central and South Asia
U.S. Foreign Policy Forum
Speaker:
Gregg Sullivan
Director of Press and Public Diplomacy

Bureau of South and Central Asian Affairs
U.S. Department of State

Download Flyer
Date: Thursday, May 8, 2008
Time: 7:00 PM
Location:
The Ed Oliver House
(formerly The Terrance at Greenhill)
800 N. DuPont Road
Wilmington, DE 19807
Cost:
FREE and Open to the Public!

Reservations required at info@wtcde.com or (302) 656-7905.

#### Exporting to the Middle East - May 15, 2008

World Trade Center Delaware
International Trade & Development, State of Delaware (OMB)
Exporting to the Middle East
Strategies for Success
International Business Seminar
Speaker:
Seth Vogelman
Israel / Middle East Trade Office
State of Delaware, International Trade & Development (OMB)

Download Flyer
Date: Thursday, May 15, 2008
Time: 9:00 - 11:00 AM
Location:
University and Whist Club
805 N. Broom Street
Wilmington, DE 19806
Cost:
WTCDE Members: \$15.00

Register Online

Non-Members: \$30:00

#### U.S. Foreign Policy Forum - May 15, 2008

World Trade Center Delaware People to People International - Delaware Chapter U.S. Foreign Policy in the Western Hemisphere
U.S. Foreign Policy Forum
Speaker:
Charles Shapiro
Ambassador
U.S. Department of Commerce
Date: Thursday, May 15, 2008
Time: 7:00 PM
Location:
The Ed Oliver House
(formerly The Terrance at Greenhill)
800 N. DuPont Road
Wilmington, DE 19807
Cost:
FREE and Open to the Public!

Reservations required at info@wtcde.com or (302) 656-7905.

Save the Date!

9th Annual Tug Cruise & Mixer Networking Mixer

Thursday, August 7, 2008 5:45 - 7:30 PM Online Registration

email: info@wtcde.com phone: 302-656-7905 web: http://www.wtcde.com

**Contact:** Carol Chastang (202) 205-6987



If you would like to view this email with graphics: Click on or copy and paste the following link in your brower:

http://nexco.org/event20080401.html

NEXCO invites you to attend:

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IF YOU EXPERIENCE ANY DIFFICULTIES TO REGISTER, PLEASE CONTACT OUR OFFICE AT 877-291-4901 SO THAT WE MAY HANDLE YOUR REGISTRATION OVER THE PHONE.

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Date: Wednesday, April 30, 2008

Time:

Full Day Session - 9:00 a.m. - 4:00 p.m. for full day session (Registration begins at 8:30 a.m.)

Morning Session – 9:00 a.m. – 12:00 p.m. (Registration begins at 8:30 a.m.) Afternoon Session – 1:00 p.m. – 4 p.m. (Registration begins at 12:30 p.m.)

Location: Williams Club, 24 East 39th Street, New York, NY

JOIN NEXCO at www.nexco.org

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The U.S. currently has free trade agreements with Israel, Jordan, Chile, Singapore, Australia, Morocco, and Bahrain. Not to mention the following Regional agreements such as CAFTA-DR and NAFTA. How can you qualify for the CAFTA-DR free trade agreement or NAFTA, or any other trade agreement and potentially save your company thousands of dollars? Become knowledgeable in this field and you will have a competitive edge. Attend this full day workshop and learn how your company can take advantage of the many trade agreements out there and stay competitively strong in the marketplace.

Whether you are exporting a product or importing a product knowing the classification rules is vital to your business.

Proper classification is also key to qualifying for many FTAs.

Do you rely on a customs house broker for the information? Who is actually the responsible party?

The classification and valuation of goods are a major decision for exporters and importers. Classifying goods is important not only for duty purposes, but also to determine whether the goods are subject to safeguards, quotas, restraints, embargoes or other restrictions. Because of its importance, we are giving you a choice of attending the morning session, afternoon session or both.

We have combined all of our excellent information into one full day workshop to help you with your particular product.

NEXCO will teach you the Classification Rules in the morning through an interactive workshop of examples and lead you through an intense afternoon of learning how to qualify the product under various free trade agreements.

Join us on Wednesay, April 30, 2008 as our experts will work with you on your particular product and answer your many questions of free trade agreements.

#### WHAT YOU WILL LEARN

- How to classify a product and why it is important
- How transshipments may qualify under free trade agreements
- How your product can qualify so that you can take advantage of a particular FTA
- What paperwork is necessary and how long do you need to keep it
- How does country of origin affect the status?

#### WHO SHOULD ATTEND?

If you are involved in international trade and you want to learn how you can save your company money and ensure compliance with free trade agreements, you need to attend this seminar.

FEE:

**NEXCO MEMBERS:** 

\$295 for All Day Workshop

http://nexco.org/20080401-Day-Mem

\$175 for A.M. session only - Classification Rules http://nexco.org/20080401-AM-Mem

\$175 for P.M. session only - Qualifying Products Under Free Trade Agreements

http://nexco.org/20080401-PM-Mem

Full day fee includes all Seminar Material, Continental Breakfast, Breaks and Luncheon. \*Attendance only at morning or afternoon sessions does not include lunch.

## FREE TRADE AGREEMENTS FOR

#### U.S. BUSINESSES

#### "A Practical Seminar on how U.S. Free Trade Agreements work."

To Register:
Visit
www.ncitd.org

or

Mail This Form With Check To

1707 L St. NW, Suite 570 Washington, D.C. 20036 For questions, call: 202.872.9280

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REGISTRANT INFORMATION:

Company	
Address	
City	State
Day Phone ( )	
Fax ( )	
E-Mail	
COST:	
Member Attendee(s)	x \$195 = \$
Non-Member Attendee(s)	x \$295 = \$
Total: \$	
Checks Payable To: NCITD	
PRICE AND CONDITIONS:	

- Both Member and Non-Member Prices include all conference materials, a continental breakfast and lunch.
- Attend this one day seminar to learn the rules of origination for each of the FTA's that the US has put into practice.
- Seminar availability is determined by registration date on a strictly first-come, first-served basis.
  - All registrations must be prepaid. We accept VISA, MASTERCARD and AMERICAN EXPRESS through

on-line registration.

#### SEMINAR MATERIALS

Attendees will receive Frank Reynolds' book, Free Trade Agreements for Americans, outlining each free trade agreement, as well as website addresses where the entire agreements may be downloaded. Retail

Value - \$50.

#### CANCELATION POLICY

We reserve the right to cancel any seminar for full refund with at least seven (7) business days' prior notice. Full refund for cancellations made before twenty (20) days prior to the seminar.

SEMINAR HOURS - MAY 7TH, 2008

- 8:15AM Registration/Continental Breakfast

- 8:30AM-9:00AM Welcome Remarks

- 12:00PM-1:00PM Lunch

- 4:00PM Seminar Conclusion

FREE TRADE AGREEMENTS

FOR

U.S. BUSINESSES

"A Practical Seminar on how U.S. Free Trade Agreements work." WEDNESDAY, MAY 7TH, 2008 The Hilton Arlington 950 North Stafford Street Arlington, VA 22203

#### DID YOU MISS OUR LAST WEBINAR?

"Using the Availability of Customs Information to Protect Your Company" 10+2, ACE & SAFE PORT ACT

NOW YOU CAN PURCHASE THE RECORDING WITH THE POWERPOINT PRESENTATION AND VIEW IT AT YOUR CONVENIENCE 24 hours a day 7 days a week!

(Link will be sent within 8 hours from purchase.)

#### Uncovering Trade Data

Using the Availability of Customs Information to Protect Your Company
---A 2 hour presentation, as recorded on February 28, 2008 -Location: Your Choice! All you need is internet access!

Cost: \$45 NEXCO Members - per computer
\$80, Non-members - per computer

JOIN NEXCO AT WWW.NEXCO.ORG

TO PURCHASE THE RECORDING, PLEASE CONTACT NEXCO AT 877-291-4901 OR EMAIL DIRECTOR@NEXCO.ORG.

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#### Uncovering Trade Data

Using the Availability of Customs Information to Protect Your Company Learn how Customs targets shipments electronically for cargo security and compliance exams! With the availability of data from ACE, electronic manifests and the upcoming implementations of 10+2 criteria, (Notice of Proposed Rulemaking for the 10+2 Security Filing was published in the Federal Register on Wednesday, January 2), Customs has more information about your company than ever before. What prompts an examination of your merchandise? How does the Automated Targeting System work?

To help prevent terrorist weapons from being transported to the United States, vessel carriers bringing cargo to the US are currently required to transmit certain information to Customs and Border Protection about the cargo they are transporting prior to lading that cargo at foreign ports of entry. The proposed rulemaking proposes both importers and carriers to submit additional information pertaining to the cargo before the cargo is brought into the United States and it must be received by way of a CBP-approved electronic data interchange system.

Purchase the recording and learn about these concerns and more.

#### OUR SPEAKER

Ashley Craig, Attorney-at-Law, Venable LLP
Mr. Craig concentrates his practice on legislative and regulatory
matters involving transportation and international commerce. He is
actively involved in various matters before the Executive Branch,
Congress and federal agencies such as the Federal Maritime Commission.
Additionally, Mr. Craig has extensive experience with transportation
security, third party logistics, and related commercial and regulatory
matters.



#### 2008 IWEC Events

(Limited seating at all events so register early! No walk-ins)

IWEC Opening Session Cost: \$100 (Includes Breakfast and Lunch)

Monday June 2 Asia Society, 725 Park Ave.

Chance to interact with the 2008 Awardees as well as learn about global initiatives in each country

8:30-Noon "Doing Business in India, Africa, NY/US & Barcelona/Spain Overview of each country and introductions to global trade issues in each country

8:30-9:30 Breakfast and registration

9:30-10AM Press conference 10AM-Noon Presentations

Noon-1:30PM Networking Luncheon

1:30-3:30PM "Global Marketplace Initiatives" Presentation by Harvard Professor Pankaj Ghemawat

Closing remarks by Asian Society President, Ms. Vishakha N. Desai

IWEC Awards Breakfast Cost: \$50

Tuesday June 3 Harvard Club, 35 W. 44th St.

8:00-10:30am IWEC Awards Breakfast Presentation of the 2008 IWEC Awards

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IWEC Closing Session Cost: \$50 (includes lunch)

Tuesday June 3 Indian Consulate, 3 E. 64th St.

Noon-2PM Networking Luncheon, Indian Consulate, 3 E. 64th St\*

2:00 -4:00PM "Challenges of Women Business Owners in the Global Marketplace"

Panel Discussion introduced by Indian Consul General, Ms. Neelam Deo Moderated by Ambassador Ruth A. Davis Panelists to be announced

4:00-4:15PM Official closing and introduction of "IWEC 2009 Kickoff"

To register, please visit http://www.manhattancc.org/marketplace/events/default.cfm?clientID=11001 and click on the event you wish to register for during the conference or call 212-473-7805.

## EXPORTER WORKSHOP US DEPARTMENT OF COMMERCE - TRENTON EXPORT ASSISTANCE CENTER COMMERCE BANK

"EXPORT TO MEXICO & CENTRAL AMERICA USING FREE TRADE AGREEMENTS"

FRIDAY, MAY 9, 2008

#### featuring

Michael McGee, Regional Commercial Counselor for Central America, US Embassy, El Salvador Karen Zens, Minister Counselor for Commercial Affairs, US Embassy, Mexico City Peter Bowman, US Dept.of Commerce, Market Access & Compliance, Washington, DC and

> Gerald Rama, SVP International Trade Finance, Commerce Bank Margaret Gatti, Esq., Dilworth Paxson Daniel Petrosini, President, Alpha International Sharyn Koenig, New Jersey Representative, Export Import Bank of the US Thomas Fino, President, Atlantic Sales & Salvage

> > 8

Presentation of the US Department of Commerce's Export Achievement Certificate to Atlantic Sales & Salvage, East Brunswick, for recent sales to the Dominican Republic.

Free trade agreements allow US products and services to enter a foreign country duty-free. Join us as Karen Zens and Michael McGee, US Embassies in Mexico City and El Salvador share their insights and discuss how they can help you export to Mexico and Central America by leveraging off NAFTA and CAFTA. Peter Bowman from the US Department of Commerce Market Access & Compliance unit in Washington DC will speak on the benefits of free trade agreements for US exporters and industry. A business panel of Margaret Gatti, Esq., Gerald Rama, Commerce Bank, Dan Petrosini, Alpha International, and Sharyn Koenig, Exim Bank will also cover legal,payment, export finance and shipping considerations under free trade agreements. Tom Fino, President, Atlantic Sales & Salvage, East Brunswick, will discuss his experience selling to the Dominican Republic thru the Commercial Service's Gold Key matchmaking service

May 9, 2008
8:30 a.m. – 2:00 p.m.
Monmouth University
HR Young Auditorium, first floor, Bey Hall
\$65 includes lunch
Registration at 8:00 a.m.

TO ATTEND: \$65 per person. Complete attached registration form and mail in with check payable to Monmouth University. For registration info, email sbaevents@monmouth.edu or call 732 571-3636. For seminar content questions only, email Thomas P. Mottley,Thomas.mottley@mail.doc.gov or call 732 571-3641. Monmouth University is located In West Long Branch, New Jersey with easy access to the Garden State Parkway and Route 195. Directions will be sent along with a confirmation upon receipt of payment

#### Dear Colleagues,

Please find below a press release on today's meeting of the North American Competitiveness Council (NACC) with President Bush, Prime Minister Harper, and President Calderón. The U.S. Chamber of Commerce and the Council of the Americas jointly serve as the secretariat of the U.S. Section of the NACC.

Copies of the NACC Report to Leaders are available from the websites of <u>U.S. Chamber of Commerce</u> and the <u>Council of the Americas</u>.

If the links above do not work, please copy and paste following into your browser:

http://www.uschamber.com/issues/index/international/ nacc.htm.

# \* \* \* ECONOMIC UNCERTAINTY INCREASES URGENCY OF JOINT ACTION TO STRENGTHEN NORTH AMERICAN COMPETITIVENESS, BUSINESS LEADERS SAY

**New Orleans, April 22, 2008**-Economic challenges and intense global competition have increased the urgency of joint strategies to improve the competitiveness of the United States, Mexico and Canada, members of a trilateral advisory group said today in a report presented at the North American Leaders' Summit in New Orleans.

The North American Competitiveness Council (NACC) is a group of business leaders from the United States, Canada, and Mexico that was created in 2006 to gather advice from the private sector on ways to enhance North America's competitive position, promote increased employment and foster a higher standard of living. In its first report, delivered to President George W. Bush of the United States, President Felipe Calderón of Mexico and Prime Minister Stephen Harper of Canada, the NACC urged progress across a range of policy areas that are vital to the security, prosperity, and competitiveness of North America.

According to today's report, government and business leaders must work harder to ensure broad public understanding of the significant benefits that flow from liberalized trade and investment within North America. NACC members, the report adds, are "deeply concerned" about recent isolationist rhetoric and its potential impact on efforts to strengthen the competitiveness of the three countries.

The report also says that improved border management is a critical priority for businesses in the three countries. New measures to enhance border security, as well as more rigorous enforcement of existing rules, have saddled businesses with "longer delays, higher inspection rates, additional fees, and more layers of security when they can afford it least," the report says. In addition, today's report offers advice and recommendations to the Leaders in other key areas associated with intellectual property rights, the automotive industry, food and product safety, financial services, and environmental regulatory cooperation, among others.

Copies of the NACC Report to Leaders are available from the websites of the NACC Secretariats: the Canadian Council of Chief Executives (www.ceocouncil.ca); the Instituto Mexicano para la Competitividad (www.imco.org.mx); the U.S. Chamber of Commerce (www.uschamber.com) and the Council of the Americas (www.counciloftheamericas.org).

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#### **CIB-MSU's Foreign Exchange Management Online Course**

## Instructor-led, Convenient and Quality Content for a Busy Professional's Educational Needs!

Registration is currently OPEN for the June 2008 session. Now is the time to register and reserve your spot in this limited-sized class.

From entry-level professionals to senior-level executives – this four week, instructor-led course delivers vital, practical knowledge about Foreign Exchange (FX) Management – everything an international credit professional needs to know.

This course is designed to be of value to any company whose business takes place in a currency other than the home currency. Any company importing or exporting products is exposed to foreign exchange risk. Indeed, even if a company manufactures and sells in the same country it could have significant economic exposure to changing foreign exchange rates.

Credit Professionals - Please invite your colleagues from the Treasury to take advantage of this unique opportunity.

#### **Next Session Starts June 1st!**

Online Registration

**Course Information** 

**FCIB** 

8840 Columbia 100 Parkway Columbia, MD 21045-2158

Phone: 410.423.1840 · Fax: 410.423.1845

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