



# EXPORT NEWS

A newsletter of the  
U.S. Export Assistance Center  
Houston, Texas

June 2008

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## The U.S. Export Assistance Center is ...

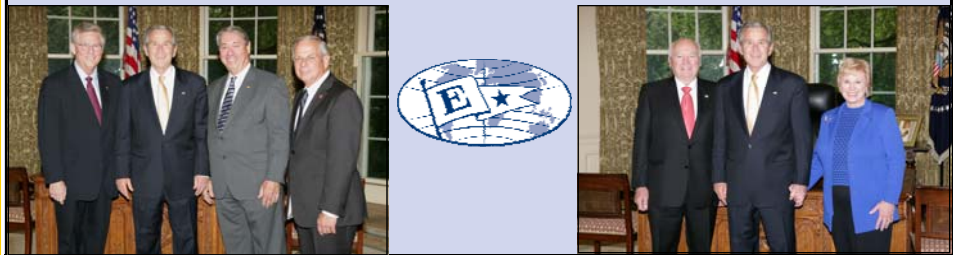
part of the U.S. Department of Commerce's U.S. & Foreign Commercial Service (CS). We promote and protect U.S. commercial interests abroad and deliver customized solutions to ensure that U.S. businesses compete and win in the global marketplace. See [www.export.gov/cs](http://www.export.gov/cs).



## PRESIDENT BUSH HONORS HOUSTON USEAC CLIENTS WITH E-STAR AWARDS

PRESIDENT GEORGE W. BUSH HONORED THE PORT OF HOUSTON AND NEUTREX, INC. DURING WORLD TRADE WEEK ON MAY 20 IN WASHINGTON, DC.

WHITE HOUSE PHOTO BY CHRIS GREENBERG.



## VIETNAMESE PRIME MINISTER TO SPEAK IN HOUSTON

June 26

Prime Minister Nguyen Tan Dung will speak at the *Discover Vietnam - Opportunities and Possibilities International Business Conference*. The event also features Vietnamese Ambassador Le Cong Phung. This event is "By Invitation Only". If you would like to attend, please contact Director Duaine Priestley at [Duaine.priestley@mail.doc.gov](mailto:Duaine.priestley@mail.doc.gov) by Friday, June 20.



## PRIME MINISTER OF BELIZE TO SPEAK AT JULY 1 LUNCHEON

The Honorable Dean Oliver Barrow, prime minister of Belize is leading a delegation of high level officials to Houston and will speak to a lunch audience of the Tri-County Black Chamber's International Initiatives Council. For invitations to this event, contact Ms. Nyamusi Igambi at [nyamusi.igambi@mail.doc.gov](mailto:nyamusi.igambi@mail.doc.gov).



## SELL TO THE AZERBAIJAN MINISTRY OF EMERGENCY SITUATIONS

Houston, TX

June 24

The Azerbaijan Ministry of Emergency Situations (MES) will be in Houston on a buying mission. MES is responsible for **civil defense, fire safety, marine rescue service, state material reserves, radioactive safety and industrial and construction safety**. CS-Houston is arranging a business forum to allow qualified U.S. companies to present their products/services to the delegation. Each presentation to the delegation will last approximately 30 minutes. Translation provided. Cost: \$60. To register, see [http://www.export.gov/eac/show\\_detail\\_trade\\_events.asp?EventID=28214](http://www.export.gov/eac/show_detail_trade_events.asp?EventID=28214).



## ELLEN LENNY-PESSAGNO TO BE SENIOR COMMERCIAL OFFICER IN SPAIN



Commercial Officer Ellen Lenny-Pessagno who has been in the Houston U.S. Export Assistance Center for 3 years is slated to move this summer to her next assignment as senior commercial officer in CS Spain, based in Madrid. Ellen has worked with many environmental and water industry clients in Houston and this past year devoted her energies to developing the Commercial Service's U.S.-Mexico Border Trade Initiative. We look forward to keeping her busy with our clients seeking to expand in Spain and the greater EU market!

**MANUFACTURING THE FUTURE:****FEDERAL PRIORITIES FOR MANUFACTURING R&D**

According to this recently released report by the Interagency Working Group on Manufacturing Research and Development (IWGMRD), U.S. manufacturers will need to focus on three important areas: hydrogen energy technology, nanomanufacturing, and intelligent and integrated manufacturing. To review the report, see:

[http://trade.gov/press/publications/newsletters/ita\\_0408/manufacturing\\_0408.asp](http://trade.gov/press/publications/newsletters/ita_0408/manufacturing_0408.asp).

**SBA BUSINESS SIZE GUIDELINES**

The definition of a small business varies from industry to industry. SBA has established a table of size standards, matched to North American Industry Classification System (NAICS) industries. To determine your business's size, see: <http://www.sba.gov/services/contractingopportunities/sizestandardtopics/tableofsize/index.html>.

**WEB SITE ON SUSTAINABLE MANUFACTURING**

Identify government programs and resources to assist with sustainable manufacturing efforts. U.S. companies can also register for email updates. Visit: [http://trade.gov/competitiveness/sustainablemanufacturing/USG\\_PRS\\_Sustainable\\_Business.asp](http://trade.gov/competitiveness/sustainablemanufacturing/USG_PRS_Sustainable_Business.asp).

**HOUSTON GREETERS**

This is a free service that pairs visitors, newcomers and even local residents with volunteers who are excited about showing off the Bayou City. Visitors see Houston from a local perspective because Greeters are enthusiastic Houston-area volunteers, not professional tour guides. Greeters speak many languages and welcome opportunities for visitors to practice their English.

For details, visit: [www.houstongreeters.org/](http://www.houstongreeters.org/).

**DONATIONS TO CHINA FOR EARTHQUAKE RELIEF**

The U.S. Agency for International Development (USAID) is coordinating the U.S. Government's disaster efforts. For details, see <http://www.usaid.gov/locations/asia/countries/china/earthquake/>.

**EXPORTING TO JORDAN?**

For further information on this market, visit [www.buyusa.gov/jordan](http://www.buyusa.gov/jordan) and subscribe to CS Jordan's newsletter, *The Hashemite*. Contact [Sheryl.Pinckney-maas@mail.doc.gov](mailto:Sheryl.Pinckney-maas@mail.doc.gov).

**MARKET OF THE MONTH: INDONESIA**

With a population of over 230 million, Indonesia is the world's fourth largest country – providing endless opportunities for U.S. companies looking to do business in the Southeast Asia region. As reported by the *Economist* in May 2008, Indonesia is attracting tremendous attention from Asian firms. As the Indonesian economy expands, its vibrant regional autonomy offers new avenues for investment access and sales opportunities, while locally produced commodity prices soar.

**Leading Sectors for U.S. Exports to Indonesia:**

- Aircraft and parts
- Education and training
- Electrical power systems
- Environmental technologies
- Franchises
- Industrial chemicals
- Medical equipment and supplies
- Oil and gas equipment and services

For more information, visit:

<http://www.buyusa.gov/indonesia/en/>.

**IRAQ RECONSTRUCTION WEBSITE**

[www.export.gov/iraq](http://www.export.gov/iraq)

If you are interested in the Iraqi market, this is the place to start.

**TRADE COMPLIANCE PUBLICATIONS**

U.S. Customs & Border Protection has a number of Informed Compliance Publications (ICPs). Three areas of general interest are:

- Recordkeeping
- Rules of Origin
- Foreign Assembly of U.S. Components

To see these documents, visit: [http://www.cbp.gov/xp/cgov/trade/legal/informed\\_compliance\\_pubs/](http://www.cbp.gov/xp/cgov/trade/legal/informed_compliance_pubs/).

**DESTINATION CONTROL STATEMENT**

Used to prevent items licensed for export from being diverted while in transit or thereafter, it should be on:

- Invoice
- Airway Bill
- Bill of Lading
- All export control documents that accompany the shipment

It is required for all export of items on the Commerce Control List, except for EAR 99 items or items exported under license exceptions GFT or BAG.

**"These commodities, technology or software were exported from the United States in Accordance with the Export Administration Regulations. Diversion contrary to US law is prohibited."**

## BIS ONLINE TRAINING ROOM

The Bureau of Industry and Security's online training room offers an introductory series of easy-to-use training modules, including the first half of the Essentials of Export Controls seminar and Deemed Export training that we currently offer around the United States.

Visit: <http://www.bis.doc.gov/seminarsandtraining/seminar-training.htm>.

## PROCUREMENT OPPORTUNITIES

### AMMONIA PIPELINE MODERNIZATION IN UKRAINE

Seeking U.S. technical expertise & equipment suppliers in preparation for U.S. site visit. Interested companies, please contact: [pam.plagens@mail.doc.gov](mailto:pam.plagens@mail.doc.gov).

### OPPORTUNITIES WITH MILLENNIUM CHALLENGE

Established in 2004, the Millennium Challenge Corporation (MCC) is a U.S. Government corporation designed to work with some of the poorest countries in the world to reduce poverty through sustainable growth. For details on procurement opportunities during implementation, see: <http://www.mcc.gov/>.

### MEXICO'S INFRASTRUCTURE - UPCOMING PROJECTS & GOVERNMENT PROCUREMENT



To assist U.S. companies in identifying and securing infrastructure market opportunities, the U.S. Commercial Service - Mexico, has initiated a series of periodical reports highlighting key projects that represent significant opportunities for U.S. companies. The first reports cover the energy, transportation and environment sub-sectors, tracking over 30 upcoming projects. To obtain the reports, contact our office.

### EBRD - PROCUREMENT OPPORTUNITIES

The U.S. Department of Commerce's Advocacy Center- Liaison Office to the European Bank for Reconstruction and Development (AC-EBRD) works to increase the effectiveness of U.S. participation in Bank programs. To review their AC-EBRD's Project *Pipeline* newsletter on upcoming procurement opportunities, see: [http://www.buyusa.gov/ebird/project\\_pipeline\\_reports2008.html#\\_section1](http://www.buyusa.gov/ebird/project_pipeline_reports2008.html#_section1).

## EVENTS

### THE SECRETS OF SUCCESSFUL TRADE FINANCING

Houston, TX  
June 26-27

Presented by the American Export Training Institute (AETI), the seminar will provide indispensable tools, techniques, and knowledge for export financing. See [http://www.exporthrisk.com/Registration\\_form.htm](http://www.exporthrisk.com/Registration_form.htm).

### 7<sup>TH</sup> ANNUAL MADE IN THE U.S.A. EXHIBITION

Radisson Fort George Hotel, Belize City, Belize  
August 15-16

The U.S. Embassy will host the exhibition with U.S. Ambassador to Belize Robert Dieter officially opening the event. This is an excellent venue for U.S. companies to highlight their products and services. Cost: \$50. Email Darlene Gentle at [gentledm@state.gov](mailto:gentledm@state.gov).

### 2<sup>ND</sup> AMERICAS COMPETITIVENESS FORUM

Atlanta, GA  
August 17-19

The forum will emphasize four themes: renewable energy and sustainability, tourism and travel, business and education, and logistics. For details, see: <http://www.trade.gov/competitiveness/acf/index.asp>.

### GHANA TRADE MISSION

Accra, Ghana  
September 20-28



An opportunity to enter/expand business into one of Africa's fastest emerging markets, the mission is sponsored by the Houston International Trade Development Council and will be led by Houston Councilman Jarvis Johnson. Contact Val Thompson at tel. 832-526-3335 or [vthompson@houstontrad.org](mailto:vthompson@houstontrad.org).

### BIS UPDATE 2008 - IMPORTANT REGISTRATION INFO

BIS is planning its annual *Update Conference on Export Controls and Policy*. The dates of this year's fall Update are not yet confirmed. However, due to high demand for tickets, **if you are interested in attending an Update Interest Form must be submitted by July 6**. See: [http://www.bis.doc.gov/seminarsandtraining/2008\\_update.htm](http://www.bis.doc.gov/seminarsandtraining/2008_update.htm).

### FEDEx MISSION TO INDIA

New Delhi - Hyderabad - Mumbai  
November 9-15

Sponsored by FedEx, the mission will include site visits to leading commercial, educational and production facilities, as well as one-on-one business appointments and networking activities. Mission website: <http://offer.van.fedex.com/m/p/idx/ind/trademission.asp>.

## WEBINARS

### CHINA'S NATURAL PRODUCTS REGULATIONS

July 8, 2008, 10:00 am CST

Cost: \$75. See: <http://www.buyusa.gov/asianow/chinanaturalproducts.html>.

## ENERGY MARKET RESEARCH

### ENERGY eMARKET EXPRESS

The *Energy eMarket Express* allows U.S. companies to be notified of new market research, trade leads, and events received from U.S. Embassies and Consulates overseas. Cost: free. Visit:

<http://www.buyusa.gov/eme/energy.html>.

## ENERGY TRADE LEADS

### CAMEROON: USTDA AWARDS OVER \$1.3 MILLION IN GRANTS FOR POWER SECTOR

Expanding the power generation capacity in Cameroon to alleviate severe power shortages and to support economic growth are the goals of two USTDA grants, totaling more than \$1.3 million, awarded May 16 to the Cameroonian Ministry of Energy and Water Resources. The first grant will fund technical assistance on the conversion from heavy fuel oil to natural gas and expansion of the Limbé Power Plant. The second grant will be used to conduct investment analysis on the construction of a proposed hydro-power plant in the Northern Province, at Warak. For details on these grant opportunities, see the Federal Business Opportunities website at [www.fbo.gov](http://www.fbo.gov).

## ENERGY EVENTS

### UPCOMING COAL & MINING WEBINARS

#### CHINA COAL AND MINING

**Date:** July 14

**Time:** 7:30 pm Central Time

**Cost:** \$35

For details, see: <http://www.buyusa.gov/pittsburgh/chinacoalandmining.html>.

#### INDIA COAL AND MINING

**Date:** July 8

**Time:** 8:00 am Central Time

**Cost:** \$35

For details, see:

<http://www.buyusa.gov/pittsburgh/798.html>.

### CLEAN ENERGY & ENVIRONMENT MISSION TO CHINA & INDIA

**China:** Beijing, Jinan & Shanghai, Sept. 1-5

**India:** New Delhi, Hyderabad & Mumbai, Sept. 7-12

The mission is designed for U.S. companies committed to making sales of clean energy, energy efficiency or environmental technologies and services.

Cost: \$5,400. For details, see

<http://www.export.gov/cleanenergymission/>.

### CHINA OIL & GAS - CIPEE

Dongying, China

September 9-16

Explore the booming oil and gas market in China with a delegation of Houston-area companies. The mission is organized for participants to attend China Oil & Gas held in conjunction with China International Petroleum Equipment & Technology Exhibition, September 12-13. For further information, contact Brendan Kelly at 713-209-3113 or Jim Wu in Houston, 832-448-0518. Further details can be found at [www.usachinabridge.com](http://www.usachinabridge.com).



### RIO OIL AND GAS SHOW 2008

**BOOK YOUR GOLD KEY SERVICE BY JUNE 25**

Rio de Janeiro, Brazil

September 15-18

Join the U.S. pavilion being organized by Kallman Worldwide or have CS Brazil staff organize a series pre-scheduled business appointments using the Gold Key Service (GKS). GKS deadline: 6/25. Contact [regina.cunha@mail.doc.gov](mailto:regina.cunha@mail.doc.gov) or our office.

### 15TH US - MEXICO BORDER ENERGY FORUM

**ENERGY & ENVIRONMENT-SUSTAINABLE ACTION NOW**

Monterrey, Mexico

October 23-24

The Forum's central purpose is to emphasize the best use of energy possible in our fast-growing region, for economic development and least possible environmental impact. It is held annually between the states of northern Mexico and border states of the US. The 2009 event will be held in Houston. For details, see [www.borderenergyforum.org](http://www.borderenergyforum.org).

### INTERNATIONAL MINING & MACHINERY EXHIBITION

Kolkata, India

November 5-8

The show is organized in association with the Ministry of Coal, Ministry of Mines (Government of India) and Coal India Limited. CS India will offer on-site assistance at the show, including matchmaking, networking events and customs guarantees for your equipment. For more information, please contact Aileen Nandi at [aileen.nandi@mail.doc.gov](mailto:aileen.nandi@mail.doc.gov) or Arup Mitra at [arup.mitra@mail.doc.gov](mailto:arup.mitra@mail.doc.gov).

### OIL & GAS TRADE MISSION TO KAZAKHSTAN

April 7-11, 2009

Contact our office for details.

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