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International Trade Administration

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UPDATE

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February 2008

Clean-Energy Trade Mission Opens Opportunities in Two Important Markets

A 10-day trade mission to China and India in January gave 17 U.S. companies the opportunity to promote their products and services in those large and growing markets.

BY JUSTIN RATHKE

Companies in the clean-energy industry know that you can "do well by doing good." This maxim was in full effect during the U.S. Department of Commerce's recent clean-energy trade mission to China and India. The mission, led by David Bohigian, assistant secretary of commerce for market access and compliance, took 17 American clean-energy companies to five cities in China and India on January 8–17, 2008. It built on the groundwork laid by a similar trade mission to those two countries in April 2007.

David Bohigian, assistant secretary of commerce for market access and compliance (center), along with representatives of the Eaton Corp. and the Beiqi Foton Bus Company, participate in a ceremony in the city of Guangzhou, China, on January 11, 2008, during the recent clean-energy trade mission sponsored by the U.S. Department of Commerce. The ceremony marked the delivery of 30 hybrid diesel-electric transit buses that incorporate diesel-electric hybrid power systems that were developed and manufactured by Eaton Corp. (U.S. Department of Commerce photo)

The 17 U.S. companies that participated in the trade mission came from the renewable energy, energy-efficiency, fuel storage, transportation, and clean-energy services sectors.

Successes Already Materializing

There were several commercial highlights during the trade mission. One participant, Capstone Turbine Corporation of Chatsworth, California, announced the signing of a new distribution agreement for the oil and gas sector in China with Shanghai Tech-Steel Petroleum and Natural Gas Technology Development Co.

In Guangzhou, Eaton Corporation held a signing ceremony for the purchase of 30 hybrid electric buses by the city's municipal bus company. Eaton designs and manufactures electric and hybrid power systems for commercial vehicles.

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INSIDE

INTERNATIONAL
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A Year of "Significant Achievement" in International Trade Foreseen

Christopher A. Padilla, the new under secretary of commerce for international trade, answers questions about the global economy, free trade, and opportunities for U.S. exporters.

On December 19, 2007, the U.S. Senate confirmed Christopher A. Padilla as the new under secretary of commerce for international trade. Padilla comes to the International Trade Administration with a background in trade, having previously served as assistant secretary of commerce for export administration; as chief of staff and senior advisor to Robert B. Zoellick; deputy secretary of state; and from 2002 to 2005, as assistant U.S. trade representative for intergovernmental affairs and public liaison. Before his work in the government, Padilla held a number of international positions at AT&T and Lucent Technologies. He was also director of international trade relations at Eastman Kodak Company. Under Secretary Padilla recently met with *International Trade Update* (ITU) to discuss the opportunities for U.S. exporters in the coming year.

ITU: *There is one year left in the Bush administration as you assume office. What do you believe can be accomplished in 2008?*

Padilla: I believe that 2008 will be a year of significant accomplishment in international trade. There is a strong precedent for getting things done on trade on a bipartisan basis in the final year of an administration. In 1988, Congress passed, and President Ronald Reagan signed into law, the Omnibus Foreign Trade and Competitiveness Act. In 1992, President George H. W. Bush signed the North American Free Trade Agreement, and in 2000, Congress approved a bill granting permanent normal trade relations with the People's Republic of China.

There are three major priorities for international trade in the coming year. First, I believe we should work to successfully conclude the Doha Development Agenda of negotiations in the World Trade Organization. I am also confident that with bipartisan support, we will see the passage of free trade agreements with Colombia, Panama, and South Korea. We are also at a critical juncture in our economic relationship with China. If we choose engagement and dialogue—backed by tough enforcement—over punitive trade legislation, I am confident that China will move further toward fully and fairly integrating into the world economy.

ITU: *How do you perceive the International Trade Administration's role in achieving success?*

Padilla: I've worked with the International Trade Administration throughout my career and have long respected and admired ITA professionals for their expertise and dedication. I'm honored to have been chosen by President George W. Bush and Secretary of Commerce Carlos Gutierrez to lead this superb agency as we continue to vigorously make the case for free and open trade.

ITA professionals are on the front lines of making America competitive in the global economy. The dedicated individuals of ITA work tirelessly for economic openness, whether they help American companies export, work to lower barriers to trade and ensure compliance with our agreements, or improve the competitiveness of our businesses and enforce our trade laws. To date, our employees and senior officials, including Secretary Gutierrez, have successfully completed 301 events in at least 30 states promoting the political, economic, and social benefits of free trade agreements. We have an important track record on trade on which we base our promotion efforts. In February, I will highlight the remarkable early success of the United States–Central America–Dominican Republic Free Trade Agreement in visits around the nation and in Central America.

ITU: *In his State of the Union address on January 28, 2008, President Bush emphasized the importance of free trade agreements and the Colombia agreement in particular. Why is the agreement with Colombia so important?*

Padilla: The Colombia free trade agreement is one that I feel very strongly about. When I visited Medellín, Colombia, with Secretary Gutierrez and several members of Congress last fall, I expected to see a violent city—something like the image of Colombia that we have from American movies. Instead, what I saw was a vibrant city of people engaged in the global economy—growing flowers, making apparel, providing services—in an atmosphere of increased safety and peace. I met former paramilitary members who came in from the jungle, laying down their weapons in exchange for jobs, education, and a chance to raise a family.

Medellín's murder rate is now lower than some major U.S. cities. In Colombia, terrorism, violence, and instability are being replaced by the rule of law, investment in people, and free markets. The transformation is nothing short of remarkable.

It's not widely understood that Colombia already has free trade with the United States. But, it is one-way free trade. Since the mid-1990s, Congress has voted routinely—and overwhelmingly—to throw open the U.S. market to duty-free imports from Colombia. The Colombia free trade agreement rectifies what is currently an unbalanced, one-way free trade relationship.

ITU: *What is the status of the free trade agreements with Panama and South Korea?*

Under Secretary of Commerce Christopher A. Padilla speaks in Washington, D.C., on February 7, 2008. He demonstrated the advantages of free trade with Colombia by showing his audience models of some of the U.S. products that will enter Colombia duty-free under terms of the free trade agreement that is awaiting ratification by Congress. (U.S. Department of Commerce photo)

Padilla: I recently met with President Martín Torrijos of Panama and emphasized to him that the administration remains committed to our free trade agreement with Panama and that we hoped that country would not pass up the rare opportunity to have permanent free trade with the largest economy on Earth. In regard to South Korea, this would be the most commercially significant trade agreement for the United States in over a decade and a powerful symbol of the U.S. commitment in East Asia. Before we can proceed further, however, it is critical that the South Korean government address the current trade barriers to American beef.

ITU: *What is the administration's strategy for achieving results in our economic engagement with China?*

Padilla: The United States faces numerous challenges in its economic relationship with China. There is growing economic nationalism in both countries and, in China, inadequate policing of the economy and structural economic imbalances. The administration's strategy for dealing with these

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Clean-Energy Trade Mission

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Investment in the United States Promoted

The mission also served as an opportunity to promote the United States as an attractive place for foreign companies to do business. For example, one participating company, AzurePower, Inc., of San Ramon, California, a solar power plant owner and operator, is currently in talks with an Indian entity from West Bengal that is seeking a 10 percent stake in AzurePower, an investment that should facilitate projects for the company in India.

Five Cities, Endless Opportunities

The five destination cities were chosen because of their robust markets for clean-energy goods and services, spurred by proactive government policies.

In China, the mission visited Beijing, which, aside from being the national capital, is also a strong market for clean-energy technologies and the host of the 2008 Summer Olympic Games. The mission also stopped in Guangzhou, the economic center of the Pearl River delta, and Hong Kong, an important financial center.

In India, the mission visited Kolkata, the economic hub of eastern India, and Bangalore, which is known as the Silicon Valley of India. Both cities are located in states known for proactive policies to increase clean-energy deployment through incentives, access to preferential financing, and ambitious government targets.

> "The continuing rapid growth of the Chinese and Indian economies presents unparalleled opportunities and challenges."
>
> David Bohigian, assistant secretary of commerce for market access and compliance

Forum, Seminar Help Inform Companies

On January 9, in Beijing, the Commerce Department cohosted the inaugural U.S.–China Clean-Energy and Energy-Efficiency Industry Forum with the Chinese Chamber of Commerce for the Import and Export of Machinery and Electronic Products, which is part of the Chinese Ministry of Commerce. The forum highlighted detailed information on the Chinese clean-energy market and Chinese government policies to attract investment and to stimulate trade.

Clean-energy projects can present specific challenges regarding financing because the market has not yet fully embraced many alternative technologies. The Commerce Department organized a half-day seminar during the mission's stop in Hong Kong on January 12 to better inform participants

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TRADE MISSION A PART OF U.S.CLIMATE CHANGE STRATEGY

The recent clean-energy trade mission to China and India supported President George W. Bush's international framework on climate change, energy security, and economic growth, which was first announced on May 31, 2007. The so-called Major Economies Process (MEP) involves 15 major economies and the Asia-Pacific Partnership (APP) on Clean Development and Climate.

The first meeting of the MEP was held in Washington, D.C., on September 27, 2007. Its purpose was to get the world's largest users of energy and largest producers of greenhouse gas emissions—in developed and developing nations—to establish a new international approach to climate change in 2008 and, ultimately, to create a global agreement by 2009 under the United Nations Framework Convention on Climate Change.

The APP is a public–private sector partnership comprising seven partner countries: Australia, Canada, China, India, Japan, South Korea, and the United States. Those countries represent half of the world's economy, population, and energy consumption. They work together to break down policy barriers and to facilitate commercial deployment of technologies that reduce greenhouse gas emissions and enhance energy security.

116 U.S. Cities Post Exports in Excess of $1 Billion

A new data series compiled by the International Trade Administration's Manufacturing and Services unit shows the importance of exports to regional economies.

BY MATT BRAUD, ELIZABETH CLARK, AND MICHAEL GREENE

According to a new data series made available by the Commerce Department's Manufacturing and Services unit, the United States had 116 "billion-dollar markets" in 2006. Those markets were metropolitan areas that recorded merchandise export sales of more than $1 billion. The series, Metropolitan Export Data, measures export values for 369 U.S. metropolitan areas. The measurements are based on information gathered by the Census Bureau, which records the value of merchandise exported from each of the metropolitan areas.

Secretary of Commerce Carlos M. Gutierrez announced the data series on January 24, 2007, in a speech in Atlanta, Georgia. He noted, "Exports boost jobs, grow the economy, and allow businesses to prosper. The new data [series] shows that cities across the country are thriving in the global economy. It also reinforces the positive role that trade and exports had in creating jobs and growing local economies."

The data contained in Metropolitan Export Data cover 2005 and 2006. The series offers the following additional breakdowns: metropolitan area exports as a percentage of total exports, exports to individual countries by product category for the 50 largest metropolitan areas, top global export product categories, and total exports to 10 regional destinations.

Seven Markets Exceed $25 Billion

In 2006, according to the series, seven metropolitan areas posted export sales of more than $25 billion. Those markets were New York–Northern New Jersey–Long Island, Houston–Sugar Land–Baytown, Los Angeles–Long Beach–Santa Ana, Seattle–Tacoma–Bellevue, Detroit–Warren–Livonia, Chicago–Naperville–Joliet, and San Jose–Sunnyvale–Santa Clara. An additional 30 metropolitan areas exported between $5 billion and $25 billion. The top 37 metropolitan areas accounted for 61 percent of total U.S. merchandise exports in 2006.

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Billion-Dollar Markets: The Top 10 U.S. Metropolitan Areas in Terms of Exports in 2006

Metropolitan Area (and State)	Export Sales (billions)
New York–Northern New Jersey–Long Island (New York, New Jersey, Pennsylvania)	$66.2
Houston–Sugar Land–Baytown (Texas)	$53.3
Los Angeles–Long Beach–Santa Ana (California)	$48.7
Seattle–Tacoma–Bellevue (Washington)	$46.3
Detroit–Warren–Livonia (Michigan)	$43.3
Chicago–Naperville–Joliet (Illinois, Indiana, Wisconsin)	$29.2
San Jose–Sunnyvale–Santa Clara (California)	$28.2
Miami–Fort Lauderdale–Miami Beach (Florida)	$23.5
Dallas–Fort Worth–Arlington (Texas)	$22.5
Boston–Cambridge–Quincy (Massachusetts, New Hampshire)	$20.3

Source: U.S. Department of Commerce, International Trade Administration, Metropolitan Export Data.

Short Takes

United States and Russia Sign Agreement on Uranium Sales

An agreement that will help ensure the availability of an affordable source of nuclear fuel for U.S. utilities was signed by Secretary of Commerce Carlos M. Gutierrez and Sergey Kiriyenko, director of Rosatom, the Russian Federal Atomic Energy Agency, on February 1, 2008.

In signing the amendment to a long-term suspension agreement governing trade in nuclear fuel, the two countries agreed to allow direct sales of commercial Russian uranium products to U.S. utilities, a capability Russian producers did not possess before the agreement. It will provide U.S. utilities with a reliable supply of nuclear fuel by allowing Russia to export to the United States while minimizing disruptions to the U.S. domestic enrichment industry.

A suspension agreement is essentially a settlement of an ongoing dumping investigation; it suspends applicable dumping tariffs. Currently, the only Russian uranium product allowed into the United States for consumption in nuclear reactors is low-enriched uranium that is down-blended from bomb-grade material. That uranium is sold indirectly to U.S. utilities through a U.S. government agent. The amended agreement, which was under negotiation for two years, allows Russian uranium products to be sold directly to U.S. utility companies under a quota for Russian exports during 2014 through 2020. The Russian Federation will also be able to export smaller quantities of uranium products from 2011 through 2013.

Economic Benefits Seen in Production of Cellulosic Ethanol

If advances in technology allow cellulosic ethanol to become commercially viable, U.S. crude oil imports could be 4.1 percent lower than projected in 2020, with U.S. consumers realizing savings of $12.6 billion. Those projections come from a recently published report by the International Trade Administration's Office of Competition and Economic Analysis, "Energy in 2020: Assessing the Economic Effects of Commercialization of Cellulosic Ethanol."

Cellulosic ethanol is ethanol that has been manufactured from cellulosic materials in biomass, such as crop and forestry residues, energy crops, and wood wastes. Currently, cellulosic ethanol is not commercially viable. The report states, "The magnitude of benefits gained will depend on the degree of cost reduction and the volume of cellulosic ethanol produced domestically."

The report also gave the following findings:

- The primary beneficiaries of commercially viable cellulosic ethanol production would be crop-producing U.S. industries and their suppliers.
- Compared with current projections for 2020, U.S. crude oil imports would be 4.1 percent lower, which would amount to a difference of about 460,000 barrels per day.
- The worldwide price of oil and the domestic U.S. fuel price would be 1.2 percent and 2.0 percent, respectively, lower than projected.
- Lower prices for crude oil would hurt U.S. oil producers, although the motor fuel–producing industry would benefit.

Copies of the report are available for downloading from *www.ita.doc.gov/media/Publications/*.

Support for Bilateral Investment Treaties Voiced by President's Export Council

On December 4, 2007, the 48-member President's Export Council (PEC) approved a draft letter of recommendation to President George W. Bush that expresses strong support for a fair and open global investment climate.

In the letter, the PEC expressed concern with new and persistent restrictions on investment in foreign markets and what it sees as growing antagonism to foreign investment abroad motivated by protectionism. It also expressed strong support for ongoing U.S. economic dialogues.

"[I]n parallel with these efforts," noted the letter from the PEC, "we believe that substantial and measureable progress can be achieved through the negotiation of comprehensive and binding bilateral investment treaties (BITs) with each of the 'BRIC' nations (Brazil, Russia, India, and China)."

Those countries are critical to the U.S. strategy of expanding access to foreign markets, said the council in the letter. "Not only does each country have substantial, largely untapped domestic markets, but they are also markets where U.S. service suppliers have a significant comparative advantage."

The PEC went on to note that U.S. companies cannot take advantage of any opportunities unless they can operate on an equal footing with domestic and foreign competitors and can operate in a stable, fair, and transparent regulatory environment.
The full text of the letter is available on the PEC's Web site at *www.ita.doc.gov/td/pec/*.

The President's Export Council met on December 4, 2007, in Washington, D.C., to consider and approve a letter of recommendation to President Bush regarding the global investment climate.

NEWS

Calendar

March 2008

March 3–11

Trade Mission to Sub-Saharan Africa

Accra, Ghana; Lagos, Nigeria; Johannesburg, South Africa
www.export.gov

This trade mission will put U.S. firms in direct contact with potential business partners and will help them sell equipment and services in these three African cities. Targeted sectors include energy, health care, information technology, safety and security, and telecommunications. For more information, contact Jessica Arnold of the USFCS, tel.: (202) 482-2026; e-mail: *jessica.arnold@mail.doc.gov*.

March 4

Ensuring Payment for International Sales Webinar

Chicago, Illinois
www.buyusa.gov/minnesota/exportwebinars.html

This Web-based seminar will outline common international methods of payment used in global trade, risk mitigation tools, and effects of the International Chamber of Commerce's Uniform Customs and Practice for Documentary Credit (UCP 600). For more information, contact Amelia Goeppinger of the USFCS, tel.: (612) 348-1643; e-mail: *amelia.goeppinger@mail.doc.gov*.

March 4–8

Hong Kong International Jewellery Show

Hong Kong
www.hkjewellery.com

Exhibits at this show will include all kinds of precious jewelry, gems, and related products and services. The Commercial Service's Hong Kong office is organizing a U.S. pavilion, and it will offer logistical support to U.S. exhibitors. For more information, contact Mara Yachnin of the USFCS, tel.: (202) 482-62238; e-mail: *mara.yachnin@mail.doc.gov*.

March 6

Selling Medical Equipment in Brazil Webinar

São Paulo, Brazil
www.buyusa.gov/arizona/selling_medical_equipment.html

This Webinar will show companies that are thinking of doing business in Brazil how to determine if their medical equipment has a potential market. (A similar program on Mexico is scheduled for April 22.) For more information, contact Pompeya Lambrecht, tel.: (602) 277-5223; e-mail: *pompeya.lambrecht@mail.doc.gov*.

March 9–12

Enterprise Florida Trade Mission to the Dominican Republic

Santo Domingo, Dominican Republic
www.export.gov

This event is organized by Enterprise Florida and USFCS Santo Domingo. Participating companies will receive a briefing on how to do business in the Dominican Republic. One-on-one meetings with potential buyers will be arranged that best fit the profiles of the participating companies. For more information, contact Sheila Andujar of the USFCS, tel.: (809) 227-2121; e-mail: *sheila.andujar@mail.doc.gov*.

March 12–15

Musikmesse

Frankfurt, Germany
http://musik.messefrankfurt.com/global/en/home.html

This event is the world's largest trade fair for musical instruments, music software and computer hardware, sheet music, and accessories. It offers suppliers and buyers of musical instruments an excellent platform from which to reach their target groups. For more information, contact Volker Wirsdorf of the USFCS, tel.: +49 (69) 7535-3150; e-mail: *volker.wirsdorf@mail.doc.gov*.

Here is a selected list of international trade events of interest, including ITA-sponsored events, as well as a selection of upcoming international trade fairs. The U.S. and Foreign Commercial Service (USFCS) maintains a comprehensive listing of industry shows at *www.export.gov*

March 16–18

International Home and Housewares Show 2008

Chicago, Illinois
www.housewares.org/ihshow

More than 60,000 professional attendees from more than 100 countries are expected to attend this show, which is the world's largest home and housewares marketplace. It will offer first-class educational and networking opportunities for specialty retailers and corporate buyers. For more information, contact Graylin Presbury of the USFCS, tel.: (202) 482-5158; e-mail: *graylin.presbury@mail.doc.gov*..

March 19–21

Convergence India 2008

New Delhi, India
www.convergenceindia.org

This three-day show is the premier event for companies interested in the South Asian information and communications technology market. Last year's show featured 455 participating companies from 24 countries, and it received 21,486 trade visitors. For more information, contact Deborah Semb of the USFCS, tel.: (202) 482-0677; e-mail: *deborah.semb@mail.doc.gov*.

March 31–April 4

INDUSTRIE Paris 2008

Paris, France
www.industrie-expo.com

INDUSTRIE Paris 2008 is the leading European trade show for industrial production, including machine tools, fabrication hardware and software, and related industries. The organizers anticipate 1,500 exhibitors and more than 50,000 trade visitors. For more information, contact Charles Defranchi of the USFCS, tel.: +33 (0) 1 43-12-71-63; e-mail: *charles.defranchi@mail.doc.gov*.

On The Horizon

April 7–8

Access Africa Summit 2008
Lisbon, Portugal
www.export.gov/comm_svc/detail_tradeevents.asp?EventID=26168

Demand for infrastructure development, consumer goods, technology, and agricultural equipment is growing in Portuguese-speaking countries in Africa. This two-day seminar will focus on the trade and investment links through Portugal that can be leveraged for increased access to those countries. Conference sponsors will include U.S. finance and insurance institutions, as well as local chambers of commerce and member firms. For more information, contact Ana Vila of the USFCS, tel.: +351 (21) 770-2532; e-mail: *ana.vila@mail.doc.gov.*

April 7–13

High Point Market—Spring
High Point, North Carolina
www.highpointmarket.org

High Point Market, a semiyearly event, is the largest trade show for the furniture and home furnishings industry. Recent shows have attracted 2,600 exhibitors from 110 countries, with a trade attendance of about 85,000 (of whom 10 percent are international buyers). For more information, contact Eugene Quinn of the USFCS, tel.: (202) 482-0578; e-mail: *eugene.quinn@mail.doc.gov.*

April 16–17

Complying with U.S. Export Controls
Chicago, Illinois
www.export.gov/eac/show_detail_trade_events.asp?EventID=27453

This two-day program will cover the information exporters need to know to comply with U.S. export control requirements on commercial goods as specified in the Export Administration Regulations. Presenters from the Bureau of Industry and Security will conduct a number of hands-on exercises that will prepare participants to apply the regulations to their own company's export activities. For more information, contact Jeffrey Graber of the USFCS, tel.: (312) 353-7711; e-mail: *jeffrey.graber@mail.doc.gov.*

Featured Trade Show

Trade Winds Europe—Business Development Forum

April 14–15, 2008
Istanbul, Turkey
www.buyusa.gov/northcarolina/tradewindseurope.html

Turkey has always had a historical role at the confluence of European and Asian trade. Its increasingly modern industries present a host of opportunities for U.S. businesses. Trade Winds Europe, which is scheduled for April 14 and 15, 2008, will bring together experts and trade representatives from across Europe for a unique chance to provide U.S. businesses with the knowledge necessary to take advantage of new opportunities in growing European markets, especially Turkey.

Attendees will have the opportunity to schedule meetings with U.S. senior commercial officers representing 27 different European countries. Meetings will be tailored to the needs of each participating company, providing an unprecedented chance to discuss potential business ventures about a large number of countries. Industry experts from the private sector and other government officials will also be on hand to answer questions about European market trends and potential business strategies.

Registration fees include attendance at the Pan-European Business Conference, private consultations with senior commercial officers, a country market briefing on Turkey, networking opportunities (including luncheons and a reception in Istanbul), predeparture counseling, and follow-up assistance. In addition, participants will receive a quarter-page ad in a special Trade Winds Europe edition of *Commercial News USA*. Optional upgrades will allow companies to schedule customized business appointments with prescreened contacts in a country of their choice.

The cost is $1,350 for one company representative, with $400 per additional representative. For more information about this event, contact Bill Burwell of the USFCS at tel.: (410) 962-3097; e-mail: *bill.burwell@mail.doc.gov*.

INTERNATIONAL TRADE ADMINISTRATION

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For more information and news, visit ITA's Web site at *www.trade.gov* or contact the Office of Public Affairs, International Trade Administration, 1401 Constitution Avenue NW, Washington, DC 20230; tel.: (202) 482–3809.

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116 U.S. Cities Post Exports

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A total of 290 metropolitan areas (79 percent) recorded positive growth in area exports between 2005 and 2006. Of that number, 28 major metropolitan areas expanded exports by more than $1 billion. Another 24 metropolitan areas posted export increases between $500 million and $1 billion, while 89 other metropolitan areas registered export increases between $100 million and $499 million. The remaining 149 had increases of up to $99 million.

Fifteen metropolitan areas accounted for at least 50 percent of their states' merchandise exports in 2006.

Differences from Older Data Series

The 2005 and 2006 data are based on the Census Bureau's "origin of movement" series, which records the exported goods' journey differently than the earlier "exporter location" series (see sidebar). The latter series was the basis of an older data series, Metropolitan Area Exports, which the Commerce Department discontinued in 2001. No comparisons should be made between the two series. In addition, metropolitan statistical areas are redefined with each 10-year census. Earlier data releases were based on the 1990 definitions of metropolitan areas. The new numbers for 2005 and 2006 are based on the 2000 definitions.

For additional information about Metropolitan Export Data, and to learn more about the basics of trade data, visit *www.trade.gov/metrodata*.

Matt Braud is the communications director for the Manufacturing and Services unit of the International Trade Administration. Elizabeth Clark and Michael Greene are economists in the Manufacturing and Services unit's Office of Trade and Industry Information.

HOW THE NUMBERS WERE COMPILED

The Census Bureau collects export trade statistics for the United States. It bases its information on the Shipper's Export Declaration that is filed by exporters, forwarders, and freight carriers. Since the 1980s, information on the state from which the merchandise was shipped—the so-called origin of movement—has been available from the Census Bureau. That information forms the basis of the Commerce Department's TradeStats Express service, which has been available since December 2003 (visit *http://tse.export.gov/*).

Beginning in 2006, the Census Bureau made available export data tabulated by ZIP code. The data also reflect the goods' origin of movement.

For Metropolitan Export Series, the Census Bureau linked five-digit ZIP code export data with U.S. metropolitan statistical areas (MSAs). MSAs are contiguous geographic entities defined by the Office of Management and Budget every 10 years for collecting federal statistics. A complete list of MSAs is available from the Census Bureau at *www.census.gov/population/estimates/metro_general/List4.txt*.

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U.S. Export Assistance Centers

U.S. Export Assistance Centers (USEACs) are located in more than 100 cities throughout the United States. They are supported by five federal agencies, and serve as one-stop shops that provide small and medium-sized businesses with hands-on export marketing and trade finance support. For more information, visit the U.S. government's export portal, *www.export.gov*.

ALABAMA
Birmingham: (205) 731-1331

ALASKA
Anchorage: (907) 271-6237

ARIZONA
Phoenix: (602) 640-2513
Tucson: (520) 670-5540

ARKANSAS
Little Rock: (501) 324-5794

CALIFORNIA
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Los Angeles (West): (310) 235-7104
Monterey: (831) 641-9850
Newport Beach: (949) 660-1688
Oakland: (510) 273-7350
San Rafael (North Bay): (415) 485-6200
Sacramento: (916) 566-7170
San Diego: (619) 557-5395
San Francisco: (415) 705-2300
San Jose (Silicon Valley): (408) 351-3390
Ventura County: (805) 488-4844

COLORADO
Denver: (303) 844-6001

CONNECTICUT
Middletown: (860) 638-6950

DELAWARE
Served by the Philadelphia, Pennsylvania, U.S. Export Assistance Center

DISTRICT OF COLUMBIA
Served by the Arlington, Virginia, Export Assistance Center.

FLORIDA
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Orlando: (407) 968-8122
Tallahassee: (850) 942-9635

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Ypsilanti: (734) 487-0259

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Mississippi: (601) 965-4130

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A Year of "Significant Achievement"

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challenges consists of a three-pronged strategy that combines dialogue with the intelligent use of enforcement tools and leverage.

First, we will continue our intensive dialogue with China through the Joint Commission on Commerce and Trade and the Strategic Economic Dialogue. Both have proven to be effective vehicles of communication in areas such as intellectual property rights and product safety.

Second, we will make full and effective use of the World Trade Organization's dispute settlement system. This administration launched the first case by any nation against China at the World Trade Organization and will continue to exercise U.S. rights under the dispute settlement system when necessary.

Third, the administration will make effective use of U.S. trade remedies, vigorously enforcing laws against dumping and government subsidies. In March 2007, for example, the Commerce Department reversed a 23-year policy of not applying countervailing duty law to Chinese imports. The Commerce Department has initiated eight countervailing duty investigations of government subsidies to Chinese industry thus far. Meanwhile, we continue to vigorously enforce the antidumping laws. The Commerce Department has in force more than 60 antidumping duty orders against imports from China, and products from China consist of more than half of all the ongoing AD/CVD [antidumpling and countervailing duty] investigations.

Clean-Energy Trade Mission

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of innovative finance solutions. One of the topics discussed at the seminar was the Pollution Prevention and Energy-Efficiency program, a joint U.S.–Chinese financing framework for pollution abatement efforts.

Repeat Mission to Come

"The continuing rapid growth of the Chinese and Indian economies presents unparalleled opportunities and challenges," noted Bohigian. "U.S. clean-energy companies can help China and India meet their enormous energy demands while deploying technology that benefits the environment."

During the trade mission, Chinese and Indian companies made it clear that there is a market for U.S. products and services in their respective countries, and plans are already being made for another clean-energy delegation to those two markets.

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