

Trade News

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The U.S. Commercial Service (USCS) Offices Serving South Carolina:

USCS Columbia, SC

Vacant, Director
Vacant, Int'l. Trade Specialist
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Office.Columbia@mail.doc.gov

The Columbia, SC office services the following counties: Aiken, Allendale, Bamberg, Barnwell, Calhoun, Chester, Chesterfield, Clarendon, Darlington, Edgefield, Fairfield, Kershaw, Lancaster, Lee, Lexington, Newberry, Orangeburg, Richland, Saluda, Sumter, and York.

USCS Charleston, SC

(843) 746-3404; 529-0305 fax
Phil Minard, *Manager*
Phil.Minard@mail.doc.gov

The Charleston, SC office services the following counties: Beaufort, Berkeley, Charleston, Colleton, Dillon, Dorchester, Florence, Georgetown, Hampton, Horry, Jasper, Marion, Marlboro, Williamsburg and supports Columbus, Brunswick, and New Hanover counties in North Carolina.

USCS Greenville, SC

(864) 250-8429; (864) 250-6729 fax
Denis Csizmadia, *Manager*
Denis.Csizmadia@mail.doc.gov

The Greenville office services the following counties: Abbeville, Anderson, Cherokee, Greenville, Greenwood, Laurens, McCormick, Oconee, Pickens, Spartanburg, and Union.

Attention Clients of the U.S. Commercial Service Columbia Office! - Until vacancies resulting from the recent retirements of Ann Watts and Jayne Woodward are filled, please check our website for the office now serving your county: <http://www.buyusa.gov/southcarolina>

North Carolina clients can also view the NC Export Team Newsletter at: <http://www.buyusa.gov/northcarolina/ncnewsletter.html>

New Streamlined Fee for U.S. Companies seeking Export Assistance !!

The U.S. Department of Commerce's U.S. Commercial Service on April 2, 2008 announced it will implement a new user fee schedule on **May 1, 2008**. The new schedule will improve customer service and enable more U.S. companies, especially small and medium-sized firms, to leverage the Commercial Service's global network of trade experts to increase sales in markets around the world.

"The U.S. Commercial Service is committed to providing our customers with the best solutions possible," said Israel Hernandez, Assistant Secretary for Trade Promotion of the Commercial Service (CS). "Under our new fee structure, our customers will now pay the same fees worldwide for a CS standard service, no matter where they do business."

In addition to establishing a single worldwide fee for each standardized CS service (for instance, the Gold Key Service will now be \$700 for SMEs across all markets worldwide), the new schedule maintains low fees for small and medium-sized companies, improving access to CS export assistance for those that most need it. Further, the new user fee schedule provides an incentive for qualifying new-to-export companies to try CS services for the first time: up to a 50 percent discount for the CS Gold Key Service, International Company Profile, International Partner Search, or Featured U.S. Exporter service.

[See full description of the U.S. Commercial Service new user fee schedule.](#)

FTAs Pending Congressional Approval: Colombia, Panama, South Korea



Commerce Department's ITA Releases *Video* on Benefits of Colombia FTA

In a video released by the Commerce Department's International Trade Administration on March 11, Under Secretary for International Trade Christopher Padilla highlights the benefits of the pending U.S.-Colombia Free Trade Agreement. In the video, Padilla uses a grocery bag full of U.S. and Colombian products to demonstrate the economic benefits of the trade agreement, and the need to level the playing field for American farmers, businesses and workers.

<http://trade.gov/video/index.asp>

TRADE NEWS is the monthly newsletter of the U.S. Commercial Service, U.S. Dept. of Commerce in South Carolina. It is distributed by email. To correct, add or delete an address, send complete contact information to the Columbia USEAC at the email address or fax # above.



Trade Seminars coming to *your* office.....

**Don't let this happen to you !....
The US Government takes Export Enforcement seriously.**



(South Carolina) Businessman Pleads Guilty to Supplying Indian Government with Controlled Technology....

WASHINGTON, D.C. – The owner of an international electronics business has pleaded guilty to a one-count criminal information arising from a conspiracy to illegally export controlled microprocessors and electronic components to government entities in India that participate in the development of ballistic missiles, space launch vehicles, and fighter jets...read more at: http://www.usdoj.gov/opa/pr/2008/March/08_nsd_204.html

We suggest you may want to participate in the Bureau of Industry's seminars in Atlanta this month:
<http://www.bis.doc.gov/seminarsandtraining/elsem.htm>

Or, Check out BIS' convenient Online Training:
<http://www.bis.doc.gov/seminarsandtraining/seminar-training.htm>

Market of the Month - Sub-Saharan Africa Featuring: Ghana, Nigeria and South Africa Find Opportunities in Sub-Saharan Africa



Economic growth in the region is projected to accelerate this year to 6.7%, the highest in a decade, while Africa's oil-exporting countries will likely see their economies expand by 10% or more. Sub-Saharan Africa, with its burgeoning consumer base of 650 million, political stability and economic reforms, has market potential that is growing. Recognizing this opportunity, the U.S. and Foreign Commercial Service Director General is proud to be leading a trade mission to this region March 3-March 11, 2008.

http://www.export.gov/articles/Africa_MOM.asp

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**Need incentive to Export? Today's Exchange Rate - 4/7/08:
Euro - Dollar 1,5696\$ -0,23%.....CAN \$ - US \$ 1.01**



Earn more frequent flyer miles....go there!!

*Trade Forums, Trade Shows,
Conventions, Trade Missions....*



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Business Council*

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*** NEWSFLASH ***

U.S.-ARAB ECONOMIC FORUM

Washington, D.C., May 7 - 9, 2008

The U.S.-Saudi Arabian Business Council (USSABC) is pleased to inform you of the upcoming 3rd U.S.-Arab Economic Forum, which will take place on May 7-9, 2008 in Washington, D.C. These three days of dialogue will provide a powerful opportunity for leaders from the United States and the Arab world to reinforce existing partnerships and forge new alliances and collaborations between the two regions. We encourage you to take advantage of this important opportunity and attend the U.S.-Arab Economic Forum.

In the past, the U.S.-Arab Economic Forum has drawn considerable audiences across the United States and the Arab world. This year, the Forum will unite over 1,000 participants from more than 35 countries including top Fortune 500 executives and over 150 global leaders in the fields of government, business, technology, academics and policy.

A number of high-level U.S. and Arab government officials will address the Forum this year. Among the session topics are: "Diplomacy in an Age of Globalization," "The Bias of Media and Media Bias," "Iraq: From Fragile to Stable State," "Free Trade and Free Societies," "Arab Women as Entrepreneurs," "Knowledge Exchange and Stable Societies," "Investing in Development," and "Islamic Finance and Development."

The U.S.-Arab Economic Forum is organized and planned by the American Middle-East Economic Affairs Committee (AMEAC), an independent, not-for-profit organization that promotes improved U.S.-Arab relations. For more information about the Forum, please visit their website at: <http://usaef.ameeac.org>



**South Carolina Trade
Mission**
 Sao Paulo & Rio de Janeiro
Brazil
 June 22 - 26, 2008



Trade and Investment Mission to Brazil (June 21-27, 2008). South Carolina companies are invited to join a special Brazil Trade Mission with stops in Sao Paulo and Rio de Janeiro! The mission includes one-on-one appointments with qualified representatives, agents and distributors, Commercial Service market briefings, interpreter and driver for all your individual appointments, some group meals and ground transportation. Also included are U.S. Embassy reduced rates at the Renaissance Sao Paulo Hotel and the Cesar Park in Rio de Janeiro. Export assistance counseling will be available throughout the mission and a special networking reception will be held at the U.S. Consul General's residence. Brazil's industrial output is expected to grow more than the 6% posted in 2007, given the country's increased production of capital goods and rising imports of equipment and machinery. For registration information including estimated travel and lodging expenses, please visit <http://www.regonline.com/Brazil08>

For more information, please visit <http://www.buyusa.gov/southcarolina> or contact Denis Csizmadia, Manager, Greenville U.S. Export Assistance Center at (864) 250-8429 or Amy Thomson, South Carolina Department of Commerce at (803) 737-0488. This is the opportunity you have been waiting for so please don't miss it!!

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Exporting South Carolina Food Products to Brazil...

The U.S. Agricultural Trade Office (ATO), in partnership with the U.S. Commercial Service (USCS) in Brazil, would like to take this opportunity to invite U.S. food and beverage companies to participate in a project called American Products Portfolio (APP). Through the APP, we are able to present new US products to Brazilian buyers and give them a chance to evaluate their potential in the local market. If your company is interested in selling to Brazil please send the following information:

- >company contact information
- >contact person
- >product image
- >product description
- >price list
- >minimum order

As soon as we receive this information, we will identify potential buyers and let you know how to proceed with the mailing of samples. We look forward to facilitating your company's exports to this growing market.

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Schedule of 2008 S. C. Department of Commerce Trade Missions

Date	Destination	Contact
June 21-27	Sao Paulo, Rio de Janeiro, Brazil	Amy Thomson, 803-737-0488 athomson@sccommerce.com
July 7-11	Toronto and Montreal, Canada	Gregory Guest, 803-737-0651 gguest@sccommerce.com
September 8-12	China & the China International Trade & Investment Show in Xiamen (Xiamen, Hong Kong)	Gregory Guest, 803-737-0651 gguest@sccommerce.com
October 15-18	India (New Delhi, Mumbai) & The India Aviation Fair	Amy Thomson, 803-737-0488 athomson@sccommerce.com



Midlands International Trade Association Trade Mission
Plovdiv, Bulgaria and Istanbul, Turkey
May 9-17, 2008



Make plans now to join the **Midlands International Trade Association (MITA)** Trade Mission to Plovdiv and Istanbul! The mission is open to companies across the state. The participation fee is \$1,600, which includes coordination of the mission activities and for qualified South Carolina manufacturers, the U.S. Commercial Service's Gold Key service in Istanbul. The Gold Key matchmaking service is being underwritten by The Export Consortium and includes a market intelligence report preceding the mission. Plans call for the mission to leave on Friday, May 9 and arrive in Bulgaria on Saturday, May 10. The mission coincides with the Plovdiv Fair, which includes major exhibitions on consumer goods and technologies, boats and sports; household appliances, hotel and restaurant equipment; perfumes and cosmetics; and textile, clothing and leather goods. For more information on the fair, visit <http://www.fair.bg/en/events/2008.htm>.

Other business appointments in Plovdiv will be arranged through the Plovdiv regional development agency.

The mission will move to Istanbul midweek. MITA will be coordinating Gold Keys with the U.S. Commercial Service in Istanbul and will be arranging other meetings with Turkish business and cultural groups. The scheduled return to South Carolina is Saturday, May 17. Mission members are responsible for their own transportation costs, including coach travel from Sofia to Plovdiv and from Plovdiv to Istanbul that will be arranged by MITA; hotels, meals and incidentals.

For more information, contact Fred Monk at 803-255-2623 or fred.monk@scchamber.net.

TIC 2008 - TRADE AND INVESTMENT CONVENTION

April 30 - May 3, 2008 Centre of Excellence Macoya Trinidad

Did you know **Trinidad and Tobago's** imports from the U.S. reached \$1.6 billion in 2007? And with projected growth rates of 8%+ in Travel & Tourism and an open investment climate, opportunities for U.S. companies can only increase.

For the second time, the U.S. Embassy in Trinidad and Tobago will sponsor a booth at the Trade and Investment Convention 2008 (TIC 2008), the largest international tradeshow in T&T. American companies have the opportunity to promote their products and services to local and international buyers from all over the Caribbean, Latin America, and outside the region. U.S. Commercial Service and Embassy staff will actively publicize participating U.S. companies and seek trade leads at the Convention. We have seen a number of companies from the Carolinas do quite well in the Caribbean markets.

More information on TIC 2008 is available on the TIC 2008 website (www.tic-tt.com) or contact your Export Assistance Center.



MADE IN THE CAROLINAS, SOLD IN PERU AND CHILE

If you are exporting to South America or are interested in expanding your presence in this region, this is a seminar you won't want to miss.

Chile and Peru are large export markets for North Carolina companies. From 2002 to 2007, **exports from North Carolina** to Peru have experienced a 34% increase, totaling \$43 million in 2007 while exports to Chile experienced a similar increase of 44% in this 5 year period, totaling \$87 million in 2007. For both Peru and Chile, top exports from North Carolina involved the machinery, chemical, computer and electronics, wood and paper products, plastic and rubber industries.

For South Carolina companies, Chile and Peru have been similarly huge markets. From 2002 to 2007, **exports from South Carolina** to Peru experienced a whopping 96% increase, totaling \$96 million in 2007 while exports to Chile surged 234% to \$137 million in 2007. For both Peru and Chile, South Carolina's top exports were machinery, chemicals, transportation, plastics, paper and a variety of miscellaneous goods

By Participating in this Event, Your Company will have the Chance to:
Learn the basics of export to Chile and Peru, and how to take advantage of sending your products and services to these markets DUTY FREE

- Meet** the **Senior U.S. officials in Chile and Peru** to discuss the next steps for entering each market
- Receive** a market briefing on Chile and Peru by Senior Commercial Officers
- Participate** in an interactive training session on how to properly prepare a certificate of origin by a local expert
- Hear** local success stories on exporting to Chile and Peru

Date: Wednesday, May 7, 2008

Location: Harris Conference Center, 3216 CPCC Harris Campus, Charlotte, NC 28208

Time: 8:00am - 1:00pm

Registration Fee: \$45.00-Includes Box Lunch

For More Information: Please contact Shannon Christenbury in our Charlotte office at 704-333-4886 ext. 225 or shannon.christenbury@mail.doc.gov. To Register, please go to: <http://www.buyusa.gov/northcarolina/chileandperu.html>



Register now!
Tuesday, April 15, 2008
9:00 a.m. - 4:30 p.m.
Reception: 5:00 - 6:30 p.m.
**Columbia Metropolitan
Convention Center**



Don't miss the **2nd Annual South Carolina Global Business Forum**. Come learn more about:

- Opportunities in markets that hold great potential for South Carolina companies
- How to stay competitive in today's global market
- The impact of culture on your success
- What the experts forecast for South Carolina's involvement in international trade
- PLUS: Service providers will be on hand to discuss how they can assist your company in development and implementing strategies for the global marketplace!

Several South Carolina companies will be recognized during the luncheon for their international trade achievements and a networking reception will be held immediately following the program. You don't want to miss this event! To register online, please visit:

<http://www.scchamber.net/calendar/CalEventDetails.asp?CalEventID=1425&date=4/29/2008&CalEventTypeID=>

Presented by the South Carolina International Trade Coalition

****Interested in being a sponsor of the 2nd Annual S.C. Global Business Forum? ****

Sponsorships are available at four levels:

- Presenting Sponsorship - \$5,000 (One available)
- Gold Sponsorship - \$1,500
- Silver Sponsorship - \$750
- Bronze Sponsorship - \$450

To request more information on what each level of sponsorship includes, contact Andi Gougarty, SC Chamber of Commerce, (803) 255-2615, or andi.gougarty@scchamber.net

" A global entrepreneur has the vision and knowledge of how to fully involve his or her company in the global market. Not just a one or two foreign market player. Note just an importer or just an exporter. Not just a company with apathy toward international market differences. A global entrepreneur leverages the strengths of his or her company to achieve even greater success by looking way beyond our 50 states."
James F. Foley, The Global Entrepreneur