

## **PRESS OFFICE**

**Release Date:** April 18, 2008  
6948

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**Internet Address:** [www.sba.gov/news/](http://www.sba.gov/news/)

### **SBA to partner with the U.S.-India business Alliance to promote small business trade**

**WASHINGTON --** The U.S. Small Business Administration has announced it will coordinate small business outreach efforts with the U.S. India Business Alliance (USIBA) to advance export opportunities to India for small businesses. SBA and USIBA have signed a Strategic Alliance Memorandum that will allow them to share resources to help start, maintain and expand small businesses, particularly through trade with India.

"The Strategic Alliance Memorandum will further align the SBA and USIBA missions to support America's small businesses," said SBA Administrator Steve Preston. "Working together, we can strengthen U.S. small businesses by helping them access growing markets like India, where business and consumer demand for U.S. products and services is on the rise."

"USIBA is excited about Administrator Preston's enthusiastic promotion of a trade agenda," said Sanjay Puri, President and CEO of the US-India Business Alliance. "This SAM with SBA will extend each organization's efforts to foster and facilitate further involvement by the US small business community in trade with India. We look forward to an enduring and impacting institutional relationship that will continue to contribute in a meaningful fashion for many years to come."

The SBA and USIBA alliance will strengthen and expand small business exporting opportunities through education, advocacy and matchmaking opportunities. SBA will provide USIBA with timely information on the agency's programs, services and resource partners, update them on events that will advance their mission, provide speakers at USIBA events in accordance with SBA rules and policies, invite them to SBA-sponsored events when appropriate, provide a hyperlink from SBA's Web site to USIBA's Web site, and assign a point of contact to serve as a liaison between SBA and USIBA.

As part of the pooling of resources, USIBA will cooperate with SBA and its resource partners to provide information to members about its businesses development programs and services, disseminate current SBA news and information, provide speakers for SBA-sponsored events when appropriate, and provide a hyperlink from USIBA's Web site to SBA's Web site and assign a point of contact to serve as a liaison between USIBA and SBA.

## Seminars on New Letter of Credit Rules

To help practitioners understand new challenges since global documentary credit rules were updated last year, USCIB is organizing a spring seminar series, "UCP 600: Are the New Rules Working?"

- View a summary presentation by USCIB Banking Committee Chair Don Smith

[International Business](#)  
(latest issue)

### April 17, 2008 **Electing the Next ILO Director General**

The latest issue of IOE.net, the International Organization of Employment, voiced support for the pending election of the next head of the ILO.

### April 16, 2008 **2008 World Business and Development Awards**

ICC, the UN and the International Business Leaders Forum will recognize and support the UN's Millennium Development Goals.

### April 16, 2008 **Anti-Counterfeiting Pact Advances**

Business welcomed the news that EU ministers had authorized the proposed Anti-Counterfeiting Trade Agreement.

### April 15, 2008 **Green Light for Sovereign Investment**

The latest BIAC newsletter includes a report on efforts to keep major investments by sovereign wealth funds.

### April 14, 2008 **ICC Supports Rules on Shipping Emissions**

ICC's Committee on Maritime Transport voiced support for proposed Organization rules on vessel air emissions.

### April 11, 2008 **Chambers of Commerce to Partner With Customs Authorities**

Representatives of ICC's World Chambers Federation met with the Organization to explore joint efforts to facilitate international trade.

### April 9, 2008 **Montreal Hosts ICC Arbitration Workshop**

The ICC International Court of Arbitration will host a two-day workshop on this fast-growing alternative to commercial litigation.

### April 4, 2008 **Business Solutions on Display at Climate Talks**

ICC addressed UN climate change negotiators in Bangkok, delivering industry strategies to reduce greenhouse gas emissions.

# **Bilal Group needs U.S. company for fertilizer plant design and hospital construction prime**

## **Fertilizer Plant Design**

Bilal wants to bid on one of the Ministry of Industry's fertilizer plants that they are commercializing, but they don't have an expertise in fertilizer plant design and construction (the plant exists, but it needs to be modernized). On this one, Bilal would essentially be the prime and the US company the sub. Although they would be interested in a company coming in with a capital investment, too, they primarily need the design and engineering expertise. The plant itself is out in al Qaim, in far western Al Anbar, along the Syrian border. As such, although the US company wouldn't necessarily even need to travel there, there are a handful of very secure ways one could do so (1/ we have great military support out there, 2/ go through Syria). You might talk to Sue about this one as well, as she had some contacts with fertilizer people from her old work in China.

## **Hospital Construction**

On this one, Bilal is seeking a U.S. prime and they would be the sub. A tender will be issued (re-issued, in fact) for 10 hospitals to be constructed around Iraq. As such it's a \$1 billion+ tender. Bilal has the construction expertise, and even has experience building hospitals, but they feel that the Ministry will not award them the tender as a prime, that they want to award it to a foreign company. Bilal can hand hold the U.S. company through the procurement process, do all (or at least the vast majority) of the on-the-ground work, but wants the prospective U.S. company to take the lead on the design and engineering of the hospital, goods procurement, and to be the face of the project.

These are big time deals, with a big-time Iraqi company, so definitely hit me up with any tiny question you might have on this. Also, given the nature, I don't think a broad blast is appropriate, but more targeted contacts with associations and companies directly.

The contacts at Bilal (to put companies directly in touch) are both based in Amman:

Akeel Razzak (Iraqi, speaks excellent English)  
CEO & President  
Tel: +962 6 582-9734/35  
Mobile: +962 79 966-6882  
Int'l: +962 79 700-6666  
[akeel.razzak@albilalgroup.com](mailto:akeel.razzak@albilalgroup.com)

Guillermo DeHerrera (American, lawyer)  
Director - Contracts & Procurement  
Tel: +962 6 582-9734/35  
Mob: +962 6 582-9638  
[guillermo.deherrera@albilalgroup.com](mailto:guillermo.deherrera@albilalgroup.com)

## **How to Help Exporters, Generate Revenue and Work With Partners**

In conjunction with the National Association of Broadcasters (NAB) and the Arizona District Export Council (DEC), the Commercial Service Global Information and Communications Team (I&CT) offered U.S. companies a comprehensive exporting program on April 13 during the NAB 2008 trade show in Las Vegas. This program—the Global Matching Reception (GMR)—was sponsored by the Arizona DEC. Held the night prior to the trade show, the GMR gave participating exhibitors and foreign buyers a chance to meet and conduct business in an informal environment.

This was a significant opportunity, as the Commercial Service's International Buyer Program attracts more than 1000 foreign buyers, and those that attend the GMR strengthen their business relationships with U.S. exporters.

There were approximately 30 exhibitors, with plans to expand the program due to its success. The small GMR exhibiting fee pays for the reception and provides the I&CT team with more funding for the budget as well as full cost recovery, which can then be used to offer additional exporting programs.

This is an innovative, value-added program that the I&CT team has orchestrated through a trade show, one that enhances the ability of U.S. companies to fulfill their exporting needs. It is also a great example of a way to generate revenue and work with partners.

### **World Trade Month**

With a couple of weeks to go before the May 1 kickoff of World Trade Month, it is time to start planning and promoting for international trade's biggest month, if you haven't already begun. This year's theme is promoting free and fair trade, with a primary focus on free trade agreements (FTAs). During such an important time of year, we expect each region, network and team to have a series of events throughout the month of May. These can be previously scheduled events with Commercial Service participation, or they might be events and activities that you plan specifically for World Trade Month.

As you prepare for World Trade Month, please let us know how we can support you in providing marketing assistance and speakers. We would also like to feature your event on Export.gov. Please send your ideas and events to [WorldTradeMonth@mail.doc.gov](mailto:WorldTradeMonth@mail.doc.gov) so we can keep track of all activities and events relating to international trade in May. If your event is domestic and FTA-related, please remember to copy Lauren Harvey on all e-mails. Also, don't forget to include your name and office. We look forward to hearing from you.

**Please visit our web site and explore our recent changes and updates in the following areas:**

#### **Important Developments:**

<http://www.gattiassociates.com/CM/Custom/TOCImportantDevelopments.asp>

[USCIS Announces H-1B Visa Cap Met for FY 2009](#)  
[United States and Ukraine Enter into Trade and Investment Cooperation Agreement](#)  
[State Department Publishes Exceptions to Policy on Review Time for License Applications](#)  
[Recent FTA Developments](#)  
[New Jersey's Export Growth Exceeds National Growth Rate in 2007](#)  
[Global Entry Pilot Program Scheduled for Rollout in June 2008](#)  
[DDTC Provides Guidance for Submission of Export License Applications for Afghanistan and Iraq](#)  
[BIS Establishes Online Tutorials for U.S. Exporters](#)  
[BIS Announces Changes to AES Reporting Requirements for EAR License Exceptions](#)

**Practical Information:**

<http://www.gattiassociates.com/CM/Custom/Custom2574.asp>

**Articles:** <http://www.gattiassociates.com/CM/Custom/TOCArticles.asp>

**Resource Links:**

<http://www.gattiassociates.com/CM/Custom/TOCResourceLinks.asp>

*We update our web site daily! Please visit our site frequently for the most current information in the international trade industry. Additionally, feel free to forward our site to your colleagues so that they can subscribe online to our web site updates at <http://www.gattiassociates.com/CM/ClientResources/ClientResources1496.asp>. We welcome all comments, criticisms and observations about our site via e-mail to [esimons@dilworthlaw.com](mailto:esimons@dilworthlaw.com) Thank you and enjoy!*

**EXPORTER WORKSHOP**

**MONMOUTH UNIVERSITY**

US DEPARTMENT OF COMMERCE - TRENTON

COMMERCE BANK

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

Date: **May 9, 2008**

Time: **8:30 a.m. – 2:00 p.m.**

Where: **Monmouth University, Bey Hall, West Long Branch, NJ**

Cost: **\$65 per person - includes lunch**

Starts: **Registration at 8:00 a.m.**

Join us as Karen Zens & Michael McGee, US Embassies Commercial Sections Mexico City and El Salvador & Peter Bowman, US Dept. of Commerce, Market Access & Compliance, Washington DC share insights and discuss how they can help you export by leveraging off NAFTA and CAFTA which allow duty-free entry of US products and services. A panel of Margaret Gatti, Esq., Gerald Rama, Commerce Bank, Dan Petrosini, Alpha International, and Sharyn Koenig, Exim Bank will cover legal, payment, export finance and shipping under free trade agreements. Tom Fino, Atlantic Sales & Salvage, East Brunswick, will discuss finding customers in the Dominican Republic thru the Commercial Service's Gold Key matchmaking service..

**For Info and to Register:**<http://www.buyusa.gov/trenton/may9fta.html>

**For registration:**[sbaevents@monmouth.edu](mailto:sbaevents@monmouth.edu) or 732 571-3636.

**For seminar content questions only**, email Thomas P. Mottley,  
[thomas.mottley@mail.doc.gov](mailto:thomas.mottley@mail.doc.gov)

Partners of the Americas is happy to be working with the Brazilian embassy to organize a visit to Philadelphia of the following four Senators:

Senator Heráclito Fortes (Piauí)  
Senator Arthur Virgílio Neto (Amazonas)  
Senator Adelmir Santana (Distrito Federal)  
Senator Virgínio Jose de Carvalho Neto (Sergipe)

We would like to extend to you an invitation to meet the delegation on Wednesday, April 23rd from Noon to 1pm at Fogo De Chao restaurant (1337 Chestnut Street) in downtown Philadelphia.

Please join us for this unique occasion for international diplomatic engagement and opportunity to strengthen the existing ties between Philadelphia and Brazil.

**In order to attend please RSVP to [pennbahiapartners@gmail.com](mailto:pennbahiapartners@gmail.com)**

Paul Johnson

President, Pennsylvania-Bahia Partnership

Partners of the Americas

Tel: 215.275.6890

[pennbahiapartners@gmail.com](mailto:pennbahiapartners@gmail.com)

<http://www.partners.net>

The Pennsylvania-Bahia partnership is the local chapter of Partners of the Americas ([www.partners.net](http://www.partners.net)), a nonprofit international development organization. Our goal is to strengthen existing and establish new relationships between institutions and individuals in Pennsylvania and Bahia, Brazil. Our organization facilitates volunteer and professional exchanges and under specific guidelines can provide travel grants to move people between Salvador and Philadelphia. Among the areas of particular interest to the Pennsylvania-Bahia partners are arts and culture, education, public health and economic development.

## **PROGRAM:**

The NASBITE Certified Global Business Professional designation (CGBP) is the only nationally-recognized professional credential that demonstrates an individual's competency in international business. For companies in the global trade arena, the International Business Certificate Program at Bryant University provides an opportunity to increase efficiencies, maximize effectiveness, gain expertise in global commerce and excel as a global competitor. For individuals, it gives you a distinction and nationally recognized credential to increase your opportunities in this expanding field.

## **INSTRUCTORS:**

### **Unit I - Global Management & Trade Regulations: Wed, April 30th**

Instructors: Joseph McWilliams, MBA, Instructor, Johnson & Wales Graduate School of International Business; President ITEC Corp.; Barbara Secor, CGBP, President, EXIM Associates

### **Unit II - Trade Finance & Global Compliance: Wed, May 7th**

Instructor: Helen Lesieur, Former Vice President for International Trade, Key Bank

### **Unit III - Marketing & Cross Cultural Communications: Wednesday, May 14th**

Instructors: Barbara Secor, CGBP, President, EXIM Associates; Joseph McWilliams, MBA, Instructor, Johnson & Wales Graduate School of International Business; President ITEC Corp.;

### **Unit IV - Supply Chain Management for Import and Export: Wednesday, May 21st**

Instructors: Kenneth White & Maurice Mitchell, International Specialists, UPS Supply Chain Solutions; Paula Connelly, Esquire, Partner, Middleton and Shrull Law Firm

Upon successful completion of this certificate program, you will earn a Bryant University Certificate and will have learned and demonstrated proficiency using best practices in the field of international business in these four core areas. You will also be prepared to sit for the CGBP exam administered by the nationally renowned NASBITE organization ([www.nasbitecgbp.org](http://www.nasbitecgbp.org)). Registration for the exam is separate of Bryant University and this program.



**CONTACT:**  
Dee deHaas  
(401) 232-6405

**LOCATION:** Unistrucre Building, Room M43, Bryant University

**DATE/TIME:** Wednesdays, April 30 - May 21, 2008 - 8:00 a.m. - 4 p.m.

**PROGRAM COST:** \$995. for full program (50% discount is available to RI companies through the Economic Development Corporation), the single session cost is \$375.

**CREDITS:** Each session provides 1.4 CEU's or a total of 7.6 CEU's for the full program

**REVIEW:** Review Session at Bryant: Wednesday, June 4, 2008 (optional)

**EXAM:** Exam in Boston: June 14, 2008 (optional)

***John H. Chafee Center for International Business. Bring us your business. We'll give you the world.***

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

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

Wilmington, 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](mailto:Ricardo@greaterphilachamber.com)

[Online Registration](#)

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](#)

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

for

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](mailto:info@wtcde.com) or (302) 656-7905.

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 Non-Members: \$30:00

[Register Online](#)

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](mailto:info@wtcde.com) or (302) 656-7905.

NEXCO invites you to attend:

\*\*\*\*\*  
\*\*\* Qualifying a Product Under a Free Trade Agreement  
\*  
\*\*\* A full day workshop to include Classification in the morning and \*  
\*\*\* Free Trade Agreements in the afternoon.  
\*  
\*\*\*\*\*

=====  
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.  
=====

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](http://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 Wednesday, 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  
NCITD  
1707 L St. NW, Suite 570  
Washington, D.C. 20036  
For questions, call:  
202.872.9280

REGISTRANT INFORMATION:

Name \_\_\_\_\_  
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](http://WWW.NEXCO.ORG)

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

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.

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**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. 44<sup>th</sup> 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. 64<sup>th</sup> St.

Noon-2PM            Networking Luncheon, Indian Consulate, 3 E. 64<sup>th</sup> 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

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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](mailto:sbaevents@monmouth.edu) or call 732 571-3636. For seminar content questions only, email Thomas P.

Mottley, [Thomas.mottley@mail.doc.gov](mailto: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

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.S. Chamber of Commerce](#) and the [Council of the Americas](#).

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

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

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### **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](http://www.ceocouncil.ca)); the Instituto Mexicano para la Competitividad ([www.imco.org.mx](http://www.imco.org.mx)); the U.S. Chamber of Commerce ([www.uschamber.com](http://www.uschamber.com)) and the Council of the Americas ([www.counciloftheamericas.org](http://www.counciloftheamericas.org)).