



EXPORT MISSISSIPPI

A Newsletter of the
U.S. Export Assistance Center
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Who We Are:

The Mississippi U.S. Export Assistance Center is part of the U.S. Department of Commerce's U.S. & Foreign Commercial Service (CS). The CS mission is to assist small-to-medium sized businesses with exporting their products and services worldwide. To learn more, visit www.export.gov/jackson.

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Director, Carol Moore
Newsletter Editor, Jessica Gordon

U.S. PASSPORT – DON'T LEAVE HOME WITHOUT IT!

Just a reminder that effective January 1, 2007, travelers to and from the Caribbean, Bermuda, Panama, Mexico and Canada must have a passport or other secure, accepted document to enter or reenter the United States. For more information go to: <http://www.travel.state.gov/travel/>

MARKET OF THE MONTH: LIBYA
Libya - one of the largest countries in North Africa – boasts large oil and natural gas reserves and a consumer market of almost 6 million. Since the re-establishment of diplomatic relations with Libya in 2004, the United States has lifted economic sanctions and removed Libya from the U.S. list of states that sponsor terrorism. With these new developments, Libya is now more accessible to U.S. companies.

For an overview of opportunities in this market, including advice on obtaining visas, please visit: http://www.export.gov/articles/Libya_MoM.asp.

BEST PROSPECTS FOR U.S. COMPANIES IN THE LIBYAN MARKET

- oil and gas
- telecommunications
- information technology
- banking services
- electric power generation
- construction and engineering
- health and medical services
- wastewater treatment
- desalination
- agriculture technologies

- tourism
- education and training
- manufacturing

HARMONIZED TARIFF CHANGES EFFECTIVE JAN. 1

STEPS YOU CAN TAKE NOW® From January 2007 Edition of IOMA's "Managing Imports and Exports" Reprinted with Permission

Ready or not, major amendments to the Harmonized Tariff Schedule of the United States (HTSUS) are expected to take effect on Jan. 1, 2007. The amendments, which affect the classification of a wide range of imported products, cover nearly 240 headings within 87 of the 93 chapters of the HTSUS, including high-tech products classified in chapters 84, 85, 87, and 90. The purpose of the changes is to bring the HTSUS into line with current trade realities, including technological changes and shifts in global trade patterns. As of press time of "Managing Imports and Exports," a report recommending the changes was on the president's desk. Upon expiration of 60 legislative days, in the absence of Congressional action, the recommended changes become law. The amendments reflect major changes agreed upon in the third update of the Harmonized Tariff Schedule by the World Customs Organization.

Import-export pros are faced with two key tasks as a result of the changes:

- first, ensure that your tariff classification databases are updated (for mid-size to larger companies, this could involve from tens to hundreds of thousands of product numbers)
- second, review the tariff shift rules conferring origin under all U.S. free trade agreements your company utilizes to import or export goods at preferential duty rates

The draft changes to the HTSUS are posted on the U.S. International Trade Commission Web site: www.usitc.gov/tata/hts (click on “Changes to the HTSA” and note especially tables comparing the current HTSUS with the 2007 HTSUS).

EU UPDATE: PACKAGING & WASTE DIRECTIVE REPORT

The packaging and packaging waste directive (PPWD) covers all types of packaging (household, industrial and commercial), regardless of the packaging material used (paper, board, glass, plastic, wood, metals); and all packaging waste. For example, a film overwrap around a CD case or labels hung directly on or attached to a product are considered as packaging and have to meet requirements under the packaging and packaging waste directive. For details, see <http://www.buyusa.gov/arkansas/euwasteoct06.pdf>

3RD ANNUAL BANKING ON DEVELOPMENT BUSINESS CONFERENCE, MARCH 16, 2007

Each year, the World Bank, the Inter-American Development Bank, the Asian Development Bank, the African Development Bank, and the European Bank for Reconstruction and Development extend a combined total of almost \$50 billion in loans, grants, and investments to the public and private sectors for economic and social development in developing markets. To get in on the ground floor of these international project and procurement opportunities before your competitors do, we encourage you to attend our *Banking On Development* event in New Orleans.

To register, visit www.wtcno.org/programs

INTERNATIONAL STATISTICS - ONLINE

The U.S. Census Bureau website lists links to statistical information published by the government statistical agencies of many countries around the world. To learn more about the economies, populations, GDP, and other statistics for foreign countries, go to http://www.census.gov/main/www/stat_int.html

“SAFE HARBOR” FRAMEWORK

The United States and the European Union share the goal of enhancing privacy protection for their citizens, but each takes a different approach to privacy. The United States uses a sectoral approach that relies on a mix of legislation, regulation, and self-regulation. The EU relies on comprehensive legislation. In an effort to bridge these different privacy approaches and provide a streamlined means for U.S. organizations to comply with the EU directive, the U.S. Department of Commerce in consultation with the European Commission

developed a “Safe Harbor” framework that was approved by the EU in July 2000. Being certified under its provisions is an important way for U.S. companies to avoid experiencing interruptions in their business dealings with the EU or facing prosecution by European authorities under European privacy laws. For details, go to www.export.gov/safeharbor

TOP 10 QUESTIONS

ABOUT THE NAFTA CERTIFICATE OF ORIGIN

Another “Thank You” to Eduard Roytberg of our Ontario, CA. for providing this information. To read the article go to <http://www.buyusa.gov/arkansas/naftatop10.pdf>

GLOBAL LOGISTICS CONFERENCE 2007

JACKSON HILTON HOTEL

MARCH 28-29

Do you want to learn more about global logistics and how it can affect your product shipments in the future?

For more information on managing the supply chain in today’s market place, we encourage you to attend the Global Logistics Conference in Jackson, Mississippi.

Topics will include:

- The Future of Freight– Challenges and Opportunities
- Incorporating Lean Principles in Your Logistics System
- Importance of Rail in North America Trade
- Air Cargo Updates– Jackson and the Gulf Coast

For details on this program, please contact Ann Atkins, MS World Trade Center at 601-353-0909.

HEALTHCARE TECHNOLOGIES TRADE MISSION

Santiago, Chile & Sao Paulo, Brazil

April 23-27

During the mission you will meet with healthcare representatives as well as pre-qualified buyers and distributors. Optional spin-off to Belo Horizonte. Cost: \$3500 (air/hotel not included). For details,

http://www.buyusa.gov/arizona/chile_brazil_trade_mission.html

UPCOMING BIS SEMINARS IN CHICAGO:

COMPLYING WITH U.S. EXPORT CONTROLS, FEBRUARY 21-22, CHICAGO

Cost: Both days \$350.00 per person. The fee includes continental breakfasts, coffee breaks, lunches and materials. The registration fee is not refundable after February 12, 2007. To register, see http://www.bis.doc.gov/seminarsandtraining/ChicagoIL_February_07.htm

**WHAT TO INCLUDE ON A COMMERCIAL INVOICE
THANKS TO EDUARD ROYTBORG
INTERNATIONAL TRADE SPECIALIST
U.S. DEPARTMENT OF COMMERCE OFFICE
ONTARIO, CALIFORNIA
FOR PROVIDING THIS INFORMATION
SOURCE: WWW.SHIPSOLUTIONS.COM
(ARTICLE COPIED WITH PERMISSION FROM THE
PUBLISHER)**

The commercial invoice is one of the most important documents in international trade and is reviewed by customs, freight forwarders, international bankers, and transport and insurance companies. This document reflects the complete details evidencing fulfillment of the sales contract and provides necessary information for third parties, listed above, of the transaction.

The Bureau of National Affairs (BNA), Export Shipping Manual, and Exporter's Encyclopedia are all excellent references that provide specific document content required by destination country.

Invoices commonly include the following information:

- Invoice number and date: The exporter provides the invoice number for ease of reference.
- Name and address of buyer: This is required for customs purposes.
- Buyer's reference number: Provided for ease of reference.
- Method of payment: Provided to the buyer when payment is due.
- Term of sale: Incoterms specify which party has responsibility for the cargo and at what point that responsibility transfers from the buyer to the seller. The Incoterms provide thirteen terms of sale established to create a common set of rules to govern the basic buy/sell transaction.
- Product number, description of merchandise, unit price and total price: When shipping products to Mexico, the customs process should be expedited by providing your product description in both English and Spanish. Always include the product number and correct calculation of the per unit price and total price.
- Harmonized System Classification Number (HTS): You should include the first six digits of the HTS number on the invoice.
- Country of origin of products: Custom duties are assessed based on the product's country of origin.
- Mode of transportation: Provides the buyer with shipping information.
- Currency of invoice: When invoicing in United States dollars, USD should clearly be stated on the invoice next to the amount. When using a currency other than USD, use the ISO code for that currency.

- Signature: Most companies sign the commercial invoice. The signatory should be someone with responsibility and knowledge of the shipment.

The commercial invoice is a bill or record of transaction between the seller and buyer. It is the basis for foreign customs' identification, classification, duty/tax assessment, and final approval of entry of the goods. Accurate descriptions help expedite the clearance process for the border brokers to make customs entry, and help Customs quickly identify your commodity.

**U.S.-CANADA TRUSTED TRAVELER PROGRAM
UPGRADED, EXPANDED**

Washington, D.C, Dec. 14, 2006: U.S. Customs and Border Protection announced that three NEXUS trusted traveler programs have been integrated into a single program. This integration means that there will be one application form and fee to participate in all modes of the NEXUS program - air, land and marine. In addition, NEXUS will provide processing locations at additional airports in Canada throughout 2007. NEXUS is a joint program with the Canada Border Services Agency that allows pre-screened and approved travelers faster processing at designated highway lanes in high-volume border crossing locations, at a NEXUS kiosk at Vancouver International Airport, and at certain marine reporting locations in the Great Lakes and Seattle regions. This expansion of the program means that there will be one application form and fee to participate in all modes of the Nexus program.

NEXUS membership also fulfills the travel document requirements of the Western Hemisphere Travel Initiative, which will require a passport or other secure travel document by all U.S. and Canadian citizens seeking entry or re-entry into the U.S. by air beginning January 23, 2007. It is anticipated that NEXUS membership also will be acceptable when the requirement is extended to land and sea travel. For a list of frequently asked questions and information about other CBP trusted traveler programs, please visit cbp.gov's [Frequent Traveler Programs](#) and [Frequently Asked Questions about Nexus Integration](#).

**CHINA'S SPORTING GOODS INDUSTRY – WEBINAR ON
TUESDAY, FEBRUARY 13, 2007, 7:00– 8:00 P.M. EDT**
China's sporting goods industry is a hot market for specialized U.S. products and services. With rising disposable incomes, a preference for western goods and experiential opportunities in the face of the 2008 Olympics, 2007 Asian Winter Games in Changchun, the NFL kicking off its 2007 preseason game in China, well entrenched professional golf tours, and more, American firms are in a great position to benefit.

Learn more on how to benefit from the trend! Register:
<http://www.buyusa.gov/asianow/chinasports.html>

MARKET RESEARCH

For more information on market research reports, please contact our office at 601-965-4130.

ELECTRIC POWER SYSTEMS

This report provides a general overview of Panama's electric sector, as well as market entry issues, market overview, key contacts and other useful information for companies interested in the Panamanian electric generation market. (Panama – 09/25/2006)

SAFETY AND SECURITY EQUIPMENT AND SERVICES

The Safety and Security Industry in El Salvador represents a growing market for U.S. exporters, as security concerns have become an important factor for private companies, public institutions, and the Salvadorans in general. Reports provides a general overview of the industry and provides best prospects.

(El Salvador– 06/15/2006)

CAFTA-DR CERTIFICATE OF ORIGIN, EL SALVADOR

How to declare origin to claim preferential treatment under CAFTA-DR.

(El Salvador– 02/28/2006)

MEGAPORT PROJECT IN PANAMA

This report provides basic information on a major container port built on the Pacific side in the Republic of Panama. It will offer commercial opportunities for companies in the construction, material handling and port equipment companies.

(Panama– 01/20/2006)

PANAMA COUNTRY COMMERCIAL GUIDE

Doing Business in Panama (Entire CCG)

COSMETICS AND TOILETRIES MARKET IN PANAMA

This report details the Cosmetics and Toiletries Market in Panama with specific information on opportunities for U.S. exporters.

(Panama– 11/30/2006)

TRADE PROMOTION EVENTS

FEDEX INTERNATIONAL SHIPPING SEMINAR

March 8

MS World Trade Center

Presentation offering valuable insights into your international shipping activity. For more information, please contact our office at 601-965-4130.

INTERNATIONAL BUSINESS IT CERTIFICATE PROGRAM

This program is designed to equip small and medium-sized enterprises in Mississippi with the know-how and skills critical to expanding their products and services into the global marketplace.

Schedule

Thursday, Feb. 22	9 a.m.– 3 p.m.
Thursday, March 28	9 a.m.– 3 p.m.
Thursday, April 25	9 a.m.– 3 p.m.
Wednesday, May 2	9 a.m.– 3 p.m.

Location: Madison County Chamber of Commerce, Ridgeland, MS (Exception: Seminar on Feb. 22, 2006 will be held in the CAV Center)

Cost: The full program fee is \$800 with a 10 percent discount with companies sending three or more people. A \$500 scholarship from the U.S. Department of Education is available for those who plan to attend all sessions. Applicants may register for a day event at \$100 each.

For more information, contact Dr. Farhang Niroomand at 601-266-5028 or Dianne Dyar at 601-605-2554.

MEET THE BUYERS SEMINAR

07/27/2007 Toronto 07/29/2007 Montreal

The U.S. Commercial Service in Toronto is organizing a Meet the Buyers Seminar that will help you connect with Canada's hardware/home Improvement retail industry. Don't miss the opportunity to network and meet buyers and merchants from Canada's top hardware, home improvement retailers such as Home Depot Canada, RONA, Lowe's Canada (which is planning to open its first ten stores in the Greater Toronto Area by 2007), Sears Canada, Canadian Tire Corp., and Home Hardware. Register on-line and see complete details at www.buyusa.gov/canada/en/.

CHINA INTERNATIONAL MACHINE TOOL SHOW

04/11/2007– 04/17/2007

China International Exhibition Center

The China International Machine Tool Show sponsored by the Association for Manufacturing Technology, is one of the most important and significant machine tool shows in Asia. The U.S. pavilion at CIMT 2007 will offer prospective U.S. exhibitors the following services: streamlined booth arrangements, market entry counseling and logistics liaison with Chinese organizers.

U.S.-CANADA GEOSPATIAL PARTNERING SEMINAR
03/20/2007 Toronto

The U.S.-Canada Geomatics/Geospatial Partnering Seminar is a unique event offered by the U.S. Commercial Service in Toronto and Calgary, designed to allow American geomatics/geospatial companies to promote their products and services in Canada's growing geomatics and geospatial industry.

AGROBAJA 2007

03/08/2007– 03/10/2007 Baja California, Mexico

Agrobaja is the only agriculture exposition taking place along the border of Mexico and the United States. The show has more than 400 exhibitors including growers, producers, packers, suppliers, and lenders of agricultural products and services including livestock, dairy, horticulture, aquaculture and fishery. Mexican attendees include visitors from 29 Mexican states, from the dairy, livestock, and poultry as well as horticultural production.

TRADE LEADS

BELGIUM: "EXCELLENT OPPORTUNITY FOR U.S. COMPANIES IN OUTDOOR, SURVIVAL, AND SPORTING GOODS EQUIPMENT"

The director of Amy NV, Mr. Nicholas Willems, wants to start with a whole new division, focusing on the Benelux market.

U.S. products of interest are: general outdoor and survival gear, equipment (tents, sleeping bags, backpacks, jackets, hiking boots), sporting goods and apparel (swimming, running, biking, tennis).

Contact our office at 601-965-4130 for details.

INDIA: "OPPORTUNITY FOR U.S. COMPANIES TO EXPORT PVDF SHEETS/RODS, PVDF PIPES/FITTINGS AND FIBER GLASS"

Elasto Polymer Processors is interested in importing the following items from the United States:

1. Fiber glass (fiber glass mats and rovings)- 50 tons per moth
2. PVDF Sheets/Rods– 100 sq meter per annum
3. PVDF Pipes/Fittings– Quantity 200 sq meter per annum

For more information, contact Mr. Jayraj Shah of Elasto Polymer Processors on email with a copy market to Sangeeta Taneja of U.S. Commercial Service at Sangeeta.Taneja@mail.doc.gov

NETHERLANDS: "DUTCH COMPANY SEEKS U.S. SUPPLIERS OF DRIVE PRODUCTS"

Joosten Technical Products BV is a small and flexible company that sell different drive products, such as electric motors, bearings, chains, and gear motors to clients in the European market.

Contact our office at 601-965-4130 for details.

COMMERCIAL NEWS USA SCHEDULE FOR '07

Each issue of *Commercial News USA* (CNUSA) reaches an estimated 400,000 readers worldwide in 176 countries. Published 6 times a year, below please find the special focus sections schedule for 2007. The deadlines for each issue are in parenthesis.

Jan-Feb	Building/Construction (passed)
March-April	Franchising, Safety/Security & Wireless Communications (Jan. 12)
May-June	Business Services, Hotel/Restaurant/Food Processing, Information Technology, International Education (March 9)
July-Aug	Consumer Products, Electronics Environmental (May 11)
Sept-Oct	Automotive, Manufacturing/Industrial Products (July 13)
Nov-Dec	Consumer Electronics, Health/Beauty Medial Equipment (Sept. 14)

For details on how CNUSA can support your export strategy, see: www.export.gov/cnusa.

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