



OKLAHOMA INTERNATIONAL TRADE BULLETIN



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A joint newsletter of the Oklahoma Department of Commerce and the U.S. Department of Commerce

Volume XXVI, Number 1

October 2008

[Exporting 101: Shipping and Documentation Workshop – December 2, 2008 – Oklahoma City, OK](#)

The Oklahoma District Export Council, in conjunction with the Oklahoma U. S. Export Assistance Center and the Oklahoma Department of Commerce, will sponsor a full day workshop in Oklahoma City, on December 2, 2008, on ***Exporting 101 – Export Shipping and Documentation Workshop***.

Registration will begin at 8:30 a.m. The workshop will be held from 9:00 a.m. to 4:00 p.m. The workshop will be located in Gallery I-I at the Oklahoma Department of Commerce, 900 N. Stiles Avenue, Oklahoma City.

For a fee of only \$35.00 participants will receive “A Basic Guide to Exporting” and nearly seven hours of expert advice from freight forwarders and Oklahoma U. S. Export Assistance Center International Trade Specialists. The following subjects will be covered: export licensing; utilizing a freight forwarder; export quotations; shipping methods; export packing; export documentation; and insurance. This will be an excellent opportunity to have your questions answered by the experts.

Your registration fee will also include a networking luncheon. Checks should be made payable to the Oklahoma District Export Council and mailed to 301 N. W. 63rd Street, Suite 330, Oklahoma City, Oklahoma, 73116.

For your convenience, a registration form is included below. The cancellation policy for all workshops is a full refund up to 24 hours prior to the event. For a cancellation within 24 hours of the event, your registration fee will be applied to a future workshop of your choice or the amount that you paid will be applied to the cost of the annual Oklahoma World Trade Conference. For further information or registration call 405-608-5302, 918-581-7650 or 800-TRYOKLA, extension 223.

[Doing Business in Thailand](#)

Thailand is the United States' 27th largest trading partner. Two-way trade in 2007 was about US\$ 31.2 billion, with \$22.75 billion in Thai exports to the U.S. and \$8.44 billion in U.S. exports to Thailand. From 2006 to 2007, U.S. exports to Thailand grew by 3.66 percent, while imports to the U.S. grew by about 1.28 percent. In Asia, Thailand ranks as the United States' 7th largest trading partner after China, Japan, Korea, Taiwan, Singapore and Malaysia.

The Thai economy is export-dependent, with exports accounting for 60 percent of its gross domestic product (GDP). Thailand's GDP performance has averaged between 5 and 6 percent since the recovery of the Asian financial crisis. GDP growth in 2007 stood at 4.8 percent, and 2008 is forecast to have the same growth rate. Robust economic growth in Thailand has created numerous opportunities for U.S. companies in varying industry sectors, including the following: Automotive parts and cosmetic products market, defense equipment, education services – study abroad, electrical power systems, food processing and packaging equipment, health care and medical equipment, laboratory and scientific instruments, safety and security equipment, telecommunication equipment, and water pollution equipment. For more information about doing business in Thailand, please go to http://www.export.gov/articles/marketofmonth/mom_thai.asp.

Greece Energy Market

The Greek energy sector as a whole is expected to grow over the 2008-2012 period at an impressive rate, as Greece moves towards becoming an energy hub for the Southeast Europe region. Greece is assuming this role through energy market deregulation and modernized energy laws, by expanding its modernization plans of older power units, and the development of new units with participation from both the private and public sectors, an increased emphasis on, and incentives for, clean energy initiatives, and major natural gas and oil pipeline and refineries modernization projects. Big projects are also underway in the fossil fuel, gas and wind energy sectors, as well as a private investment in the solar and biofuel sectors. For more information about the energy market in Greece, please go to http://www.buyusainfo.net/docs/x_6051333.pdf.

A Basic Guide to Exporting

For more than 70 years, *A Basic Guide to Exporting* has been the resource that businesses have turned to for answers to their questions about how to establish and grow overseas markets for their products and services. Whether a company is new to exporting or in need of a refresher on the latest ideas and techniques, this comprehensive guide, now completely revised and updated, provides the nuts-and-bolts information a company will need to meet the challenges of the world economy by examining: How to identify markets for a company's products; How to finance export transactions; The best methods of handling orders and shipments; Sources of free or low-cost export counseling. For more information about *A Basic Guide to Exporting*, please contact either one of the Oklahoma offices or go to http://www.export.gov/basicguide/doc_eg_basicguide_index.asp.

Complying with U.S. Export Controls and Encryption Controls—December 2-4, 2008— Jacksonville, FL

Complying with U.S. Export Controls – December 2- 3, 2008

The two-day program is led by BIS's professional counseling staff and provides an in-depth examination of the Export Administration Regulations (EAR). The program will cover the information exporters need to know to comply with U.S. export control requirements on commercial goods. There will be a focus on what items and activities are subject to the EAR; steps to take to determine the export licensing requirements for your item; how to determine your export control classification number (ECCN); when you can export or reexport without applying for a license; export clearance procedures and record keeping requirements; Export Management System (EMS) concepts; and real life examples in applying this information. Presenters will conduct a number of "hands-on" exercises that will prepare you to apply the regulations to your own company's export activities. This program is well suited for those who need a comprehensive understanding of their obligations under the EAR. Technical, policy, and enforcement professionals from BIS, as well as specialists from other agencies such as the Office of Foreign Assets Control and the Bureau of Census will participate in certain programs.

Encryption Controls – December 4, 2008

This half-day program is an in-depth session that will focus on the unique provisions related to software encryption under the Export Administration Regulations (EAR). The afternoon will be an intensive and extensive Questions and Answers session. Bureau of Industry & Security (BIS) encryption specialists will cover a variety of topics, including how items with encryption functionality are classified under the EAR; how the provision for >64-bit "mass market" encryption may apply to products that you use, sell or buy; license exception provisions for encryption source code (open source and proprietary); license exception provisions for U.S. subsidiaries and certain "eligible countries" and for U.S.-origin encryption parts and components incorporated into foreign products; encryption review and reporting requirements; Encryption Licensing Arrangements conditions placed on encryption licenses, and other encryption technology issues. Presenters will be available for Q&A the afternoon of the program to address specific questions of attendees (hot plated lunch will be provided prior to the Q&A session). For further information, or to register for the seminars, please go to

http://www.bis.doc.gov/seminarsandtraining/jacksonvilleflorida_december_08.htm.

Switzerland: Internet Security Market

Growth is the underlying trend within the Swiss ITsecurity market. In 2007, the total Security Software market for Switzerland amounted to USD 120.2 million (EUR 87.8 million), and it is expected to grow in the coming years (Source: ISSS). Switzerland's increase in ICT investment expenditures and its commitment to creating secure next generation network environments has increased the opportunities within the Swiss IT-Security market. Swiss firms' investment in IT-security spending is expected to account for the largest portion of total technology related investment. The growth trend is the result of many factors, such as aggressive government policies designed to foster economic growth, the drive to increase productivity through technological sophistication, and a global increase in attacks on sensitive data. For further information, please visit http://www.buyusainfo.net/docs/x_777155.pdf.

Ex-Im Bank Reduces Premiums on Small Business Insurance Policies

As of October 1, 2008, U.S. small businesses now receive a 15 percent premium rate reduction on two types of Export- Import Bank of the United States (Ex-Im Bank) export credit insurance: short-term small business multibuyer policies, and short-term small business environmental multibuyer policies. Similar pricing benefits are available to any new customers who request these policy types. The shorter term small business multibuyer policy protects the exporter's entire portfolio of foreign buyer credit risks on total annual shipments of \$5,000,000 or less. For more information on how you can take advantage of Ex-Im Bank programs, please visit: <http://www.exim.gov/pressrelease.cfm/DDC0FA46-98B5-F8E7-C5AD425011681395/5>.

Tips on Traveling Overseas with Mobile Phones, Laptops, PDAs, and Other Electronic Devices

The Office of the National Counterintelligence Executive recently published some valuable tips on what you should know about traveling overseas with cell phones, PDAs, laptops and other electronic devices. For further information and to read about important tips, please go to <http://www.ncix.gov/publications/reports/traveltips.pdf>.

Uruguay: Agricultural Machinery and Equipment

Stimulated by the rising prices of international agricultural commodities and Uruguayan land prices, Uruguayan farmers have been investing heavily in the renewal of their stock of agricultural machinery and equipment. In the first six months of 2008, imports of agricultural machinery and equipment surpassed total imports in 2007, and 2007 imports had increased 100% over 2006 figures. For further details, please go to http://www.buyusainfo.net/docs/x_8055173.pdf.

Trade Winds Forum – Warsaw, Poland – April 20-22, 2009

By participating in the Trade Winds Forum, U.S. companies have the chance to make or increase sales in this booming region with a customized itinerary, according to country market demand. Each company participating in the full event will have customized, one-on-one meetings with potential business partners in Poland. For more information or to register to express your interest in the event, please go to <http://www.buyusa.gov/newhampshire/interestform.html>.

Egypt: Opportunities in the Oil and Gas Sector

The 2007-2008 fiscal year saw a rise in oil production as a result of new discoveries in the Gulf of Suez, the Nile Delta, the Western Desert and the Mediterranean Sea, reflecting the success of the government's efforts to encourage increased investment in the oil sector. Additionally, last year nine agreements for oil and natural gas prospecting in the areas of the Gulf of Suez and the Western and Eastern Deserts have been approved. These new areas of exploration will receive investments of over \$222 billion. For more information about opportunities in the oil sector in Egypt, please go to http://www.buyusainfo.net/docs/x_8190175.pdf.

Expand Exports to Europe with Quicktake Service

QuickTake (QT) is a fast, Europe-wide, coordinated counseling service for qualified American companies. For \$750, up to 28 market specialists at U.S. Embassies in Europe who monitor priority industry sectors will give a company, within 15 business days, a concise report covering a company's product's current demand, future demand, competition, standards, partners, next steps and more.

The QuickTake service is available for eight sectors, including Automotive, Aviation, Energy, Environment, Franchising, Healthcare, IT & Security. For more information on this service, please contact either one of the Oklahoma offices or go to <https://www.buyusa.gov/quicktake/register.html>.

Doing Business in France

Trade and investment between the U.S. and France are strong. On average, over 1 billion dollars in commercial transactions take place between France and the U.S. every day, with the U.S. being France's sixth-ranked supplier and its sixth-largest customer. France ranks as the United States' eighth trading partner for total goods (imports and exports). Leading non-agricultural products considered to offer "best prospects" for U.S. business in France are: Aircraft and Parts, Computer Services, Computer Software, Industrial Chemicals, Travel and Tourism, Safety and Security Equipment, Computer and Peripherals, Telecommunications Equipment, Books & Publishing, Water Resources Equipment and Services, Medical Equipment, Automotive Parts Equipment, Telecommunications Services, Plastics, Agricultural Machinery and Equipment, Construction Equipment, Cosmetics, Education Services, Textile, Direct Marketing and E-Commerce Business to Consumer.

In general, the commercial environment in France is favorable for sales of U.S. goods and services. Marketing products and services in France is similar to the approach in the U.S., notwithstanding some significant differences in cultural factors and certain legal and regulatory restrictions. Local partners are readily available in most sectors and product lines, although competition can be fierce.

For more information about doing business in France, please go to http://www.buyusainfo.net/docs/x_639864.pdf or contact either one of our offices.

Volume XXVI, Number 2

November 2008

U.S. Department of Commerce Public Health Trade Mission to Saudi Arabia—January 30-February 1, 2009

Saudi Arabia is the region's largest free market economy and largest and most developed market for medical products and services. Increasing populations and rapid urbanization in recent years are creating even stronger demand for healthcare development. The mission will provide an excellent venue for U.S. companies to promote their equipment, services, and technologies in a range of public health sectors, including hospital and clinical laboratory equipment, pharmaceuticals, technologies, public health education, hospital construction and design, and IT software, such as patient record keeping systems.

The participation fee will be \$1,200 for small or mediumsized enterprises (SMEs) and \$1,350 for large firms. The fee for each additional firm representative (SME or large firm) is \$150.

Expenses for travel, lodging, most meals, and incidentals will be the responsibility of each mission participant. Delegation members will be able to take advantage of Embassy rates for hotel rooms.

Applications received after December 5, 2008, will be considered only if space and scheduling constraints permit. For further details or to apply for the trade mission, please go to http://www.export.gov/saudimission/doc_eg_saudmission.asp.

[Doing Business in Georgia](#)

Georgia is a nation with a small transitional economy that is undergoing rapid and positive change. While it is itself a small market of 4.5 million people, with a gross domestic product (GDP) per capita of \$3,400 at purchasing power parity, it is located at the crossroads between Europe and Central Asia.

The World Bank recognized Georgia as the world's fastest reforming economy and as a leader in the fight against corruption, following the 2003 Rose Revolution. Also ranked 37th in the world by the World Bank in 2007 for ease of doing business, Georgia can offer a platform for trade and investment in the Caucasus, Central Asia and Russia.

The Department of Statistics of Georgia reports that the nation's annual GDP growth rate was 9.4 percent in 2006 and 12.4 percent in 2007. Overall, the Georgian economy is experiencing rapid growth despite restrictions on key Georgian exports imposed by Russia, which has traditionally been Georgia's largest trading partner.

The tourism and agriculture sectors are receiving special attention from the government and from international donors, such as the Millennium Challenge Corporation. Furnishings and equipment for these sectors will be in demand.

Construction of roads, energy distribution infrastructure, water systems, hotels and office space is booming across Georgia. This is presenting opportunities for producers of building equipment and materials and for providers of architectural and engineering services.

While consumers' spending power is somewhat constrained, they are interested in processed foodstuffs, automobiles and aftermarket accessories, and security equipment. Information technology, systems and software are needed to support new business growth.

For more information about doing business in Georgia, please go to http://www.export.gov/articles/marketofmonth/mom_georgia.asp or contact either one of our offices.

[Overview of the Aerospace Market in Finland](#)

The Finnish market for aircraft and aircraft parts in 2007 was close to \$600 million. The market for aircraft parts was valued at \$198 million. Most of the imports from the United States were in aircraft parts, including propellers, rotors, landing gear and their parts. The United States holds a market share of 40 percent of the aircraft parts market. Even though the national air carrier and the major buyer in the market, Finnair, is currently in the process of replacing its fleet mostly with Airbus aircraft, its technical department has established several long-term service and maintenance contracts for U.S.-built wide-body aircraft with other airlines in the region. This is likely to reflect positively on the market demand of aircraft parts from the United States. For further details and the aerospace industry in Finland, please go to http://www.buyusainfo.net/docs/x_6805450.pdf.

[Commercial News USA – New Product Showcase](#)

Commercial News USA, the official export promotion magazine of the U.S. Department of Commerce, is introducing the New Product Showcase section. A company can target buyers, distributors, and wholesalers in 176 countries—both in print and online.

-In Print: Reach 400,000 potential customers worldwide for a fraction of a penny per contact.
-Online: Your ad will get exposure to thousands of international buyers on the Commercial News USA website.

For the special low price of \$399, a company will get:

- 35 word write-up
- Inclusion of a color photo or logo
- High visibility in the magazine
- Listing on the Commercial News USA Website

- Inclusion in both the print and online Reader Service Response Form
- Any product not advertised during the past 12 months – from March 1, 2008 – is eligible.
- Deadline for the March/April issue is January 9, 2009.

Reserve space today at www.thinkglobal.us/399 or contact our offices.

Mexico: Textile Machinery Sector Overview

The textile and clothing industries production are very strong sectors in Mexico, however, Mexico is not a textile machinery manufacturer, so this equipment is basically imported. Mexican textile machinery and equipment imports from the world totaled an estimated US\$85 million dollars from January to July 2008. Imports during the last three years have remained almost at the same level.

Of this total, US\$ 22.8 million were invested in winding, reeling, spinning, and carding machines; US\$ 11.6 in extruding and drawing machines; US\$ 4.1 million dollars in weaving machines; US\$13 million dollars in knitting, and stitch bond machines; US\$33.2 million dollars in parts and accessories. Approximately 20% of this equipment was imported from the United States. Other countries such as Hungary, Germany, Italy, Switzerland and Japan are the key players in this sector with over 50% of the textile machinery imported in Mexico.

For more details, please go to http://www.buyusainfo.net/docs/x_2696782.pdf.

Notify U.S.—Tool to Track Products Worldwide

Notify U.S. is a free web information service that offers U.S. citizens, industries, and organizations the opportunity to be informed, and to review and comment on proposed foreign technical regulations that could affect their products, businesses, and access to international markets. U.S. industry, businesses, exporters, government trade policy officials, product development engineers and professionals, consultants and lawyers working with exporters, and interested trade and export stakeholders should register.

For more information and to register for Notify U.S., please visit: <http://www.nist.gov/>

Kazakhstan Oil and Gas Trade Mission Atyrau, Kazakhstan, April 7-11, 2009

Join the U.S. Department of Commerce in this four-day mission to the city of Atyrau, the oil and gas capital of Kazakhstan. The mission will assist representatives of American companies responsible for business activities in Eurasia with their efforts to identify profitable opportunities and new markets for their respective U.S. companies. Mission members will meet with major energy firms operating in the region and participate in the 8th North Caspian Regional Exhibition, an annual three-day exhibition that attracts over 4,000 industry specialists from more than 30 countries.

The participation fee for this trade mission will be \$3,800 for a small or medium-sized enterprise (SME) and \$6,250 for large firms. The fee for each additional firm representative (SME or large firm) is \$300. Expenses for travel, lodging, most meals, and incidentals will be the responsibility of each mission participant. Delegation members will be able to take advantage of Embassy rates for hotel rooms. For more details about the trade mission, please visit:

http://www.buyusa.gov/kazakhstan/en/oil_gas_mission.html or contact either

Water and Waste Water Industry in Brazil

Conservative estimates are that Brazil's water and wastewater sector is valued at roughly US\$2.3 billion (water and sewage US\$2 billion and industrial investments about US\$300 million). In 2006, the total federal expenses derived from both resources (acquired through financing) and the resources that come from the General Financing of the Union (OGU) were R\$3,163,190 for the sanitation sector (about US\$ 1.5 billion).

Business opportunities for international companies in the Brazilian market are mostly for innovative solutions and technologies, instead of existing supplies. Some of the critical segments in Brazil's water industry that offer potential for international technologies is in the areas of water loss and water reuse. For more information about the water and waste water industry, please go to http://www.buyusainfo.net/docs/x_9222822.pdf.

[Trade Agreement and Compliance Program](#)

The International Trade Administration's (ITA) Trade Agreements Compliance Program draws on the Commerce Department's expertise and resources in all of ITA to help U.S. exporters and investors facing foreign government trade policy actions which create trade barriers to U.S. exporters and investors, particularly for small and medium sized businesses. The Program's objective is to ensure that foreign countries' practices with respect to their trade agreement obligations to the United States are continuously monitored, that potential compliance problems are promptly addressed, and that U.S. exporters are aware of the market access opportunities created by U.S. trade agreements.

DOC experts work with U.S. companies to develop a strategy for overcoming these barriers and gaining market access abroad, creating and maintaining jobs for American workers. For more information, please go to www.trade.gov/tcc.

[How to Develop an Export Management and Compliance Program—January 27-28, 2009—Miami, FL](#)

On January 27-28, the U.S. Commercial Service will host speakers from the Bureau of Industry & Security, the Census Bureau, OFAC, and the State Department's Office of Defense Trade Controls so that you can learn directly from the source how to develop the best compliance program to help you stay out of trouble!

Designed to help companies create or enhance their export compliance programs, the seminar will focus on industry best practices of effective export management and compliance programs. The objective is to help companies efficiently manage their export compliance requirements by implementing strategies and safeguards that can minimize the risk of an export violation.

This seminar is a must attend for managers, sales staff, logistics staff, and compliance specialists that already understand the basics, and are looking to use that knowledge to design an effective compliance program for their companies.

For further details about the seminar, please go to <http://www.buyusa.gov/florida/bis.html>.

[Mandatory Electronic Filing of License Applications](#)

The Bureau of Industry and Security (BIS) published its final rule in the August 21, 2008 Federal Register. Implemented since October 20, 2008, this rule requires that export and reexport license applications, classification requests, encryption review requests, License Exception AGR notifications and related documents must be submitted to the BIS via its Simplified Network Application Process (SNAP-R) system.

For more details, please visit <http://edocket.access.gpo.gov/2008/pdf/E8-18852.pdf>.

[Visa Waiver Program \(VWP\) Travelers Need Electronic Authorization Starting January 12, 2009](#)

Have plans to host an international visitor next year? Beginning January 12, 2009, all **Visa Waiver Program (VWP)** travelers will be required to have an electronic travel authorization to board a carrier and enter the US. The Electronic System for Travel Authorization (ESTA) is a new requirement implemented

by the 9/11 Act to determine the eligibility of VWP visitors to travel to the U.S. The program affects all 27 VWP countries.

Travelers must log on to the secure, web-based ESTA system and provide basic biographical and travel information. Each application is then checked against law enforcement databases, including the terrorist watch-list, lost and stolen passport records, and visa revocation/refusal files, to determine if the traveler poses any security risk. Applications must be submitted at least 72 hours prior to travel. For details, please go to www.cbp.gov/xp/cgov/travel/id Visa/esta/.

[Doing Business in Algeria](#)

Algeria's market of 33 million inhabitants, energy wealth, and growing demands for modern infrastructure have generated interest from governments and companies around the world. On one hand, Algeria's economy is expected to grow at a healthy rate of 3-5% over the next several years based on higher world prices for oil. High level Algerian government officials and businessmen have outwardly expressed their desire for greater U.S. business collaboration and involvement in water resources, environmental technologies, safety & security equipment, agriculture, petrochemicals, public works projects and medical equipment. Air Algerie remains an almost all-Boeing fleet for now, and U.S. firms dominate the hydrocarbon sectors. Algeria is a nontraditional market for many U.S. exporters and there are many opportunities in several new sectors such as health & nutrition, franchising, and home & housewares.

For more information about doing business in Algeria, please go to <http://www.buyusa.gov/algeria/en/> or contact one of the Oklahoma offices.

[Opportunities in the Energy Sector in Ecuador](#)

U.S. exporters to Ecuador should be aware of opportunities in the energy sector. Energy projects in Ecuador in which electrical equipment is required represent good opportunities to United States energy companies have the opportunity to export equipment and technical advice to Ecuador, especially in dry season, when local demand is high.

For more details about opportunities in the energy sector in Ecuador, please visit http://www.buyusainfo.net/docs/x_4279631.pdf.

Volume XXVI, Number 3

December 2008

[Exporting 101: Basics of Exporting Workshop February 12, 2009—Tulsa, OK](#)

The Oklahoma District Export Council, in conjunction with the Oklahoma U. S. Export Assistance Center and the Oklahoma Department of Commerce, will sponsor a fullday workshop in Tulsa on February 12, 2009, on ***Exporting 101—The Basics of Exporting***. Registration will begin at 8:30 a.m. The workshop will be held from 9:00 a.m. to 4:00 p.m. The workshop will be located in Room 155 at OSUTulsa, 700 N. Greenwood Ave., Tulsa.

For a fee of only \$35.00 participants will receive ***A Basic Guide to Exporting*** and nearly seven hours of expert advice on export assistance organizations, basic export market research, choosing direct/indirect exporting, choosing an export strategy, organizing an export operation, export pricing, establishing overseas markets, communications, evaluating overseas contacts, methods of payment and financing, and export quotations.

Presenters will include international bankers, international attorneys, international business practitioners, and Oklahoma U. S. Export Assistance Center International Trade Specialists.

Your registration fee will also include a networking luncheon. Checks should be made payable to the Oklahoma District Export Council and mailed to 301 N. W. 63rd Street, Suite 330; Oklahoma City, Oklahoma, 73116.

For your convenience, a registration form is included in page 3 of this newsletter. The cancellation policy for all workshops is a full refund up to 24 hours prior to the event. For a cancellation within 24 hours of the event, your registration fee will be applied to a future workshop of your choice or the amount that you paid will be applied to the cost of the annual Oklahoma World Trade Conference.

For further information or registration, call or 918-581-7650, 405-608-5302 or 800- TRYOKLA, extension 223.

Exporting 101: Shipping and Documentation Workshop - March 12, 2009—Tulsa, OK

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Canada: Dental Equipment and Supplies

The \$433 million Canadian dental equipment and supplies market is largely satisfied by imports and is estimated to grow 6-8 percent in 2009. The best prospects in the Canadian market are for products designed to meet the demand for cosmetic, aesthetic and restorative dentistry, as well as orthodontic and periodontal care. Demand for innovative and technologically advanced equipment such as laser instruments, computerized systems linked to cameras, and other diagnostic equipment including x-ray machines as well as emerging technologies like digital imaging all represent excellent export prospects for U.S. suppliers of these products. For more information about exporting dental equipment and supplies to Canada, please go to http://www.buyusainfo.net/docs/x_1992474.pdf.

Doing Business in the UAE

The UAE is a young country, having recently celebrated its 37th year as an independent state. It is open and highly cosmopolitan with a very large expatriate workforce. The UAE is a confederation of seven emirates. The best known is the business center of Dubai. The largest, Abu Dhabi, covers 80 percent of the land mass and holds most of the UAE's vast oil and gas reserves. The UAE has emerged in recent

years as one of the very top markets for U.S. exports in the Middle East/North Africa region, surpassing larger countries like Saudi Arabia and Egypt. While U.S. exports to the UAE in 2000 were only around \$2 billion, they now exceed \$13 billion.

The combination of vast oil wealth in Abu Dhabi, business acumen on the part of oil-poor Dubai, and the government's desire to rapidly develop the country has resulted in a sustained boom in business opportunities. In spite of current problems caused by the global financial crisis, the UAE will remain a good market for U.S. firms in infrastructure, oil and gas, defense, greenbuild technologies and services, solar energy, and health care products and services, to name a few.

U.S. products, services and companies are highly respected in the UAE for their technological edge, management experience and innovative spirit. The best prospects for U.S. exports include health care products and services, greenbuild products and services, power generation, water and wastewater treatment, alternative energy, aircraft parts and services, pollution control equipment, safety and security equipment, defense equipment and services, and air conditioning and refrigeration equipment. For more information about doing business in the UAE, please go to <http://www.export.gov/articles/marketofmonth/>.

[Envirotech Trade Mission to Croatia, Italy and Greece - March 30-April 4, 2009](#)

The U.S. Department of Commerce is proud to announce a timely opportunity to meet business prospects in Croatia, Italy and Greece. The Environmental Technologies team will lead an official U.S. delegation to Western Europe mthis March-April.

Where: Zagreb, Croatia; Milan, Italy; and Athens, Greece, March 30-April 4, 2009

Who should apply? Best prospects include the following sectors: air and sea pollution control, alternative fuels, ecoconstruction, emissions control, energy conservation, environmental safety, recycling, remediation and restoration, renewable energy, waste management, waste-to-energy, and water treatment.

Why? Croatia, Italy and Greece offer strategic platforms for leveraging business in the burgeoning Western Europe regional market. These three expanding markets in Europe are stepping up efforts to meet ambitious European Union (EU) goals for sustainable development and resource management. Join today to start your company on this exciting opportunity.

When? Participation closes February 12, 2009. For further information or to apply, please go to http://www.export.gov/envirocleanenergymission/doc_envrio.asp.

[Automotive Parts Industry in Japan](#)

Due to the recent downturn of the global economy, the auto industry has been severely affected and even big players such as GM, Ford, and Toyota are experiencing a huge drop in sales and cash flows. However, the industry is also moving in new directions and new markets are being created. Two significant trends in the automotive parts market are the increasing emphasis on environmental technologies and structural changes in outsourcing. To view the market research report about the automotive parts industry in Japan in its entirety, please go to http://www.buyusainfo.net/docs/x_7706515.pdf.

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that attracts over 4,000 industry specialists from more than 30 countries.

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For more details about the mission, please go to <http://www.buyusa.gov/>

[Visa Waiver Program \(VWP\) Travelers Need Electronic Authorization](#)

Beginning January 12, 2009, all **Visa Waiver Program (VWP)** required to have an electronic travel authorization to board a carrier and enter the US. The Electronic System for Travel Authorization (ESTA) is a new requirement implemented by Beginning January 12, 2009, all **Visa Waiver Program (VWP)** travelers will be the 9/11 Act to determine the eligibility of VWP visitors to travel to the U.S. Applications For further details, see www.cbp.gov/xp/cgov/travel/id visa/esta/.

[Mark Your Calendar! 26th Annual Oklahoma World Trade Conference—The Reed Center—Midwest City, OK—April 8, 2009](#)

Mark your calendar to attend the 26th annual Oklahoma World Trade Conference, April 8, 2009, in Midwest City at the Reed Center. The conference is sponsored by the Oklahoma District Export Council in coordination with the U. S. and Oklahoma Departments of Commerce.

The topic of the morning session will be **Dueling Tigers: Part One—India—Mega Market Opportunities and Challenges in China and India**. The presentation by an expert speaker will be followed by a discussion of panelist and a question-and-answer session.

At the luncheon the **2009 Governor's Award for Excellence in Exporting and U.S. Department of Commerce Export Achievements Certificates** will be presented and a subject matter expert will deliver the keynote address: **A Global Recession and Its Impact on World Trade**.

The afternoon session will be a discussion of **Dueling Tigers: Part Two—China—Mega Market Opportunities and Challenges in China and India**. This presentation will also be followed by a discussion of panelist and a question-and-answer session.

For an Oklahoma business interested in maximizing its efforts in the international marketplace, this will be a very informative update on the dramatic changes taking place in today's global marketplace.

Conference Fees:

Registration - \$85.00

Student – ID required - \$25

Luncheon Program only - \$35

Corporate Table (8 Attendees)- \$595.00

Corporate Contributory Sponsorship (4 Attendees) - \$500

Display Table (Includes Registration for 2 Attendees) - \$270.00

Registration fees include information packets, continental breakfast, and a plated luncheon. **For secure on-line registration and credit card payment go to: <http://www.acteva.com/gookdecowtc2009>**.

We accept Visa, Master- Card, Discover, and American Express. For off-line registration make your check payable to the Oklahoma District Export Council and mail your check and registration to 301 N.W. 63rd Street, Suite 330, Oklahoma City, Oklahoma 73116. You may also register and pay at the door.

For your convenience, a registration form is included below. For further information or registration, call 405/608- 5302 , 918/581-7650 or 800- TRYOKLA, extension 223.

Exporting 101: Shipping and Documentation Workshop - March 12, 2009—Tulsa, OK

The Oklahoma District Export Council, in conjunction with the Oklahoma U. S. Export Assistance Center and the Oklahoma Department of Commerce, will sponsor a full day workshop in Tulsa, on March 12, 2009, on ***Exporting 101 – Export Shipping and Documentation Workshop***.

Registration will begin at 8:30 a.m. The workshop will be held from 9:00 a.m. to 4:00 p.m. The workshop will be located in Room 121 at OSUTulsa, 700 N. Greenwood Avenue, Tulsa.

For a fee of only \$35.00 participants will receive “A Basic Guide to Exporting” and nearly seven hours of expert advice from freight forwarders and Oklahoma U. S. Export Assistance Center International Trade Specialists. The following subjects will be covered: export licensing; utilizing a freight forwarder; export quotations; shipping methods; export packing; export documentation; and insurance. This will be an excellent opportunity to have your questions answered by the experts.

Your registration fee will also include a networking luncheon. Checks should be made payable to the Oklahoma District Export Council and mailed to 301 N. W. 63rd Street, Suite 330, Oklahoma City, Oklahoma, 73116.

For your convenience, a registration form is included on page 4 of this newsletter. The cancellation policy for all workshops is a full refund up to 24 hours prior to the event. For a cancellation within 24 hours of the event, your registration fee will be applied to a future workshop of your choice or the amount that you paid will be applied to the cost of the annual Oklahoma World Trade Conference. For further information or registration call 918-581-7650, 405-608-5302 or 800-TRYOKLA, extension 223.

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For your convenience, a registration form is included below. For further information or registration, call 405/608- 5302 , 918/581-7650 or 800- TRYOKLA, extension 223.

Caribbean Webinar Series

Dominican Republic – February 12, 2009 – 2:00 – 3:00 p.m. EST – \$35

To register and pay online, please go to

<https://emenuapps.ita.doc.gov/ePublic/newWebinarRegistration.jspSmartCode=9Q3T>.

Jamaica and Trinidad and Tobago – March 11, 2009 – 2:00 – 3:00 p.m. EST – \$35

To register and pay online, please go to

<https://emenuapps.ita.doc.gov/ePublic/newWebinarRegistration.jspSmartCode=9Q4K>.

Bahamas and Barbados – April 20, 2009 – 2:00 – 3:00 p.m. EST – \$35

To register and pay online, please go to

<https://emenuapps.ita.doc.gov/ePublic/newWebinarRegistration.jspSmartCode=9Q4D>.

Upcoming Trade Missions

Trade Mission to Colombia - March 8-13, 2009

This multi-sector mission to Bogota, Barranquilla, and Cartagena will help U.S. firms position themselves for long-term business in Latin America's fifth largest market for U.S. exports. The pending U.S.- Colombia Trade Promotion Agreement stands to boost opportunities for U.S. suppliers of consumer and industrial exports in most sectors.

For more information or to register, contact Brie Knox at brie.knox@mail.doc.gov or by phone at 504-589-6703. Apply by February 16, 2009.

Solar Trade Mission to India - March 22-27, 2009

This groundbreaking mission will put U.S. firms in direct contact with potential business partners and government decision-makers who are on the forward edge of shaping India's solar energy sector. For more information or to register, please go to

<http://www.buyusa.gov/pacificsouth/indiatrademission.html>

or contact Cynthia Torres by phone at 760-342-1310 or by email at Cynthia.Torres@mail.doc.gov. Apply by February 13, 2009.

Aerospace Executive Service at Latin America Aero and Defense 2009 - April 14-17, 2009

This aerospace trade mission to the Latin America Aero and Defence 2009 show in Rio de Janeiro, Brazil, will include pre-screened business appointments at the Riocentro trade show location, exhibitor access to the trade show, and a product literature display at the show. For more details, visit <http://www.buyusa.gov/connecticut/laad2009.html> or contact Melissa Grosso by e-mail at Melissa.Grosso@mail.doc.gov or by phone at 860-638-6955. Apply by March 1, 2009.

Building for the Future: U.S. Building Products Trade Mission to Hong Kong, Singapore, and Bangkok - April 20-28, 2009

Opportunities for U.S. suppliers of green technologies are opening up in Southeast Asia. This mission will promote eco-friendly, energyefficient U.S. design and engineering services, building systems, lighting, heating/ventilation/air conditioning, and building products.

For more information, please go to www.buyusa.gov/globaldesignbuild/futurebuildmission.html or call Sean Timmins at 202-482-1841. Apply by February 20, 2009.

Healthcare and Medical Equipment Trade Mission to Astana and Almaty, Kazakhstan - May 11-14, 2009

The mission will include one-on-one business appointments, site visits, participation in a health products seminar, and promotion in a catalog show at the 16th annual Kazakhstan International Health Care Exhibition in Almaty. Please go to http://www.buyusa.gov/kazakhstan/en/medical_trademission.html for more information or contact Tembi Secrist by phone at 206-553-5615 x229 or by e-mail at Tembi.Secrist@mail.doc.gov. Apply by March 15, 2009.

Helping Clean-Energy Companies Enter the Emerging Markets of China and India

During the past several years, the clean-energy market has expanded rapidly, driven by an increased demand for renewable resources and the need to more efficiently produce and consume energy. In particular, China and India offer numerous opportunities to U.S. firms looking to advance clean-energy development worldwide.

The Department of Commerce, through its Office of Energy and Environmental Industries, is committed to turning those opportunities into a reality for U.S. companies. The department recently underwrote two comprehensive studies about the clean-energy markets in those two countries, ***Clean Energy: An Exporter's Guide to China*** and ***Clean Energy: An Exporter's Guide to India***. The reports offer U.S. exporters information regarding the potential for clean-energy development, as well as a detailed look at the regulatory policies and trade barriers.

For more information and to view the clean-energy reports on China and India, please go to http://trade.gov/press/publications/newsletters/ita_0808/clean-energy_0808.asp.

EU Energy Efficiency Requirements

Products which use sources of energy, such as televisions, computers, fans, and lighting, will be subject to new mandatory EU energy efficiency requirements in the near future. With the adoption of a framework directive 2005/32/EC in 2005, the European Commission laid the groundwork for specific "implementing measures" affecting a broad range of energy using products (EuP). The goal is to minimize the use of energy at the design stage and throughout production, transport, packaging, etc.

Products in compliance with EuP implementing measures can be easily recognized because they will carry a CE marking. The CE marking will cover relevant product safety (if applicable) as well as energy efficiency requirements. For more details, please go to <http://www.buyusainfo.net/docs/>

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Doing Business in Portugal

Bordered by the Atlantic Ocean and Spain, Portugal invokes a romantic notion of breathtaking scenery, rich history, beautiful tiles and cobble-stone streets. The small country of Portugal is one of the oldest countries in Europe, having essentially established its current borders in the 13th century. It joined the European Union in 1986 and is one of the founding countries of the Eurozone. Over the last two decades, Portugal has made various reforms, privatized and liberalized key areas of the economy, and has achieved a healthy level of growth. The U.S. is currently Portugal's top non-EU trading partner and a focus market for Portuguese foreign direct investment. As in many other southern European countries, personal relationships are a key component of doing business here. Portugal can also be an excellent base of operations for doing business in Brazil, Africa and in the rest of Europe. For further details about doing business in Portugal, please go to http://www.export.gov/articles/mom_portugal.asp.

[Export Licenses](#)

An export license grants permission to conduct a certain type of export transaction. It is issued by the appropriate licensing agency after a careful review of the facts surrounding the given export transaction. Most export transactions do not require specific approval in the form of licenses from the U.S. Government. In fact, a relatively small percentage of all U.S. export transactions require licenses from the U.S. government. It is up to the exporter to determine whether the product requires a license and to research the end use of the product, in other words, to perform "due diligence" regarding the transaction. Exporters should learn which federal department or agency has jurisdiction over the item they are planning to export in order to find out if a license is required. For more information, please go to http://www.export.gov/regulation/exp_reg_licenses.asp.

[Western Hemisphere Travel Initiative](#)

The Western Hemisphere Travel Initiative (WHTI) requires U.S. and Canadian travelers to present a passport or other document that denotes identity and citizenship when entering the U.S. It is a result of the Intelligence Reform and Terrorism Prevention Act of 2004 (IRTPA). The goal of WHTI is to facilitate entry for U.S. citizens and legitimate foreign visitors, while strengthening U.S. border security. Standard documents will enable the Department of Homeland Security to quickly and reliably identify a traveler. **WHTI will go into effect June 1, 2009 for land and sea travel into the U.S.** WHTI went into effect for air travelers on January 23, 2007. For more information go to http://www.getyouhome.gov/html/eng_map.html.

[U.S. Department of Commerce Executive Trade Mission To Libya and Algeria – November 4-8, 2009](#)

Fast-growing economies, vast capital reserves, and major infrastructure needs put Libya and Algeria among the world's most promising markets for U.S. suppliers. To help U.S. firms leverage opportunities in these markets, a senior-level Department official will lead a trade mission to Tripoli, Libya and Algiers, Algeria, November 4-8, 2009. For more information and to apply for the trade mission (apply by August 1, 2009) please go to http://www.export.gov/northafricamission/doc_eg_northafricamission.asp.

[Incoterms](#)

Incoterms are 13 standardized definitions of commonly used shipping and trade terms that cover issues such as control of goods and financial responsibilities such as payment of cargo insurance and freight. Incoterms provide traders with a common set of rules outlining each party's obligations, thus reducing misunderstandings.

The International Chamber of Commerce (ICC) establishes and publishes the Incoterms. To use the terms correctly, trade practitioners should consult the ICC for the complete, authorized [Incoterm definitions](#). For more information, please go to http://www.export.gov/logistics/exp_incoterms_internatl_logist.asp.

[New Updated Trade Finance Guides Available for Companies](#)

The U.S. Department of Commerce has published an updated version of the **[Trade Finance Guide: A Quick Reference for U.S. Exporters](#)**. This concise and easy to understand guide is designed to help U.S. companies, especially small and medium-sized enterprises, learn the basics of trade finance so that they can turn their export opportunities into actual sales and achieve the ultimate goal of getting paid—especially on time—for those sales. The Trade Finance Guide is available in PDF format as a complete document and as individual chapters. Please go to http://www.ita.doc.gov/media/Publications/abstract/trade_finance_guide2008desc.html to view the guide.

Market Research Reports:

Chile: 2009 Dental Industry Overview

According to the Ministry of Health, the prevailing oral health problems in the Chilean population are present across all age groups. The most recurrent oral pathologies are: dental caries, gingival and periodontal diseases and maxilla-dental abnormalities. In 2008, imports of dental equipment, supplies/tools, and anesthetics reached US\$ 47.22 million, of which the United States has a 34% market share, followed by Germany with an 11%. Local production is practically nonexistent. The expected growth for 2009 is approximately 4%. For more details, please visit http://www.buyusainfo.net/docs/x_6812817.pdf.

United Kingdom: Home Gym and Fitness Equipment

The market for personal and/or home gym and fitness equipment was estimated at \$223 million in 2008, a 9.3% increase from 2005. The home gym and fitness market includes semi-professional equipment (such as treadmills and exercise bikes), as well as novelty exercisers. Imported brands are more dominant in this segment of the market than in the commercial/professional equipment sector. Prospects for continued growth in the gym and fitness equipment market indicate that the home gym and fitness equipment market will increase by 25% in value between 2007 and 2011. For more information and to view the market research report, please go to http://www.buyusainfo.net/docs/x_1567030.pdf.

Egypt: Agriculture Equipment Industry

The agricultural sector accounts for nearly 20% of the Egyptian GDP and employs approximately 34% of the workforce. The total market for agricultural machinery is estimated at \$1.25 billion, with an expected annual growth of 4%. Egypt is a prolific producer of commodities, including tomatoes, potatoes, grapes and strawberries. In spite of its high productivity, it remains the world's largest food importer due to its rapidly growing population. Only 4% of Egypt's landmass, mainly around the Nile Delta, qualifies as agricultural land, and hence the government has made land reclamation projects a priority. This will trigger an increase in imports of agriculture and irrigation equipment. To view the market research reports in its entirety, please go to http://www.buyusainfo.net/docs/x_8464541.pdf.

Egypt: Telecommunications Market

The Government of Egypt recognizes that a well-developed information and communications technology platform is the key to achieving high and sustainable economic growth. In October 1999, the Government committed to this ideal by creating the Ministry of Communications and Information Technology (MCIT), giving a strong boost to a sector that grew at nearly 20% annually in the last three years. Best prospects include: Switches, base stations, towers, wireless, software/hardware, VoIP, IP Multi Media Systems (IMS), IPTV, GPS, Radio Frequency Identification (RFID), and wireless, triple play convergence, and call centers. For further details on the market research report, please go to http://www.buyusainfo.net/docs/x_6966325.pdf.

Kazakhstan: Road Construction Equipment

The Government of Kazakhstan recently launched a program to develop its road infrastructure over the next decade, with overall project costs of about \$30 billion. Kazakhstan's transportation infrastructure, inherited from the Soviet Union, is insufficiently developed. The Ministry of Transport and Communications is currently announcing tenders for road construction between China and Russia, with nearly \$1 billion in financing from multilateral development banks. Despite the global economic crisis, Kazakhstan plans to continue to pursue infrastructure projects, both in road and rail construction and modernization. For more information and to view the market research report, please go to http://www.buyusainfo.net/docs/x_2172033.pdf.

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**The Bureau of Industry and Security
Outreach and Educational Services Division
And the Oklahoma District Export Council**

**Presents “Complying with U.S. Export Controls” and
“Complying with ITAR - Export Defense Articles and Service”**

**September 15-17, 2009 - Sheraton at the Reed Conference Center,
Midwest City, Oklahoma**

Complying with U.S. Export Controls (September 15-16)

The two-day program is led by BIS's professional counseling staff and provides an in-depth examination of the Export Administration Regulations (EAR). The program will cover the information exporters need to know to comply with U.S. export control requirements on commercial goods. There will be a focus on what items and activities are subject to the EAR; steps to take to determine the export licensing requirements for your item; how to determine your export control classification number (ECCN); when you can export or reexport without applying for a license; export clearance procedures and record keeping requirements; Export Management System (EMS) concepts; and real life examples in applying this information. Presenters will conduct a number of "hands-on" exercises that will prepare you to apply the regulations to your own company's export activities. This program is well suited for those who need a comprehensive understanding of their obligations under the EAR. Technical, policy, and enforcement professionals from BIS, as well as specialists from other agencies such as the Office of Foreign Assets Control will participate in certain programs.

Complying with ITAR - Export Defense Articles (September 17)

This full day program is designed for any person or company who exports (or temporarily imports) defense articles, defense services, or technical data. It will be presented by a member of the U.S. Department of State, Directorate of Defense Trade Controls (DDTC). The program is intended to enhance participants' understanding of the role of the DDTC in licensing exports (and temporary imports) of defense (munitions) articles and defense services covered by the United States Munitions List (USML). Specific topics to be covered will include an overview of DDTC; commodity jurisdiction; registration and eligibility; license preparation; license review process; agreements preparation; ITAR exemptions and a compliance overview.

Registration

Advance registration is required for the seminar and space is limited. The fees for the conference are: \$420 for both BIS and ITAR (3 days); \$350 for BIS only (2 days); \$195 for ITAR (1 day). The fee includes continental breakfast, coffee break, and materials for the three-day program. Please let us know of any accessibility or dietary requirements in attending this program. The registration fee is not refundable after August 15, 2009. Substitutions may be made at any time. Registration will be accepted until Thursday, September 10, 2009, or until registration is filled. For online registration and to guarantee placement for this seminar, please go to <http://www.acteva.com/booking.cfm?bevaaid=182767> (password: bisitarok). For off line registration, make your check payable to the Oklahoma District Export Council and mail your check and registration to 301 N.W. 63rd Street, Suite 330, Oklahoma City, Oklahoma 73116. A registration form is included below.

For additional information, please contact the Oklahoma City U.S. Export Assistance Center at (405)608-5302, (800)879-6552, extension 223 or oklahomacity.office.box@mail.doc.gov or the Tulsa U.S. Export Assistance Center at (918)581-7650.

Accommodations

A special conference rate of \$83.00 USD (plus tax) for a single/double room has been arranged with the Sheraton Hotel at the Reed Conference Center, 5750 Will Rogers Blvd, Midwest City, Oklahoma. Please make your reservations directly with the hotel by calling (405) 455-1800 or (800) 325-3534. Mention **"Oklahoma District Export Council/BIS Seminar"** for the conference rate. Hotel website information: www.starwoodhotels.com/sheraton/property/area/index.html?propertyID=1494

Other Questions?

For more information or questions on the topics to be covered, please call BIS's Outreach and Educational Services Division at (202) 482-6031 or contact either one of our offices at (405)608-5302, (800)879-6552, extension 223, (918)581-7650 or oklahomacity.office.box@mail.doc.gov.

Doing Business in 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 against the country and has 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 more information about doing business in Libya go to <http://www.buyusa.gov/libya/en/doingbusinessinlibya.html>.

AES Webinars:

It is imperative that companies understand the new AES requirements that have been enforced since October 1, 2008 and how to avoid possible penalties and seizure of commodities. The U.S. Census Bureau's Foreign Trade Division and the U.S. Commercial Service are offering a series of webinars designed to educate U.S. exporters on the new regulations.

Please Note: This is a five part series and you must register for each session separately. There is a fee of \$50 for each session. To register click on the date that you'd like to participate under the title of each session.

- Export Commodity Classification
[Register to participate on May 21](#)
- AES Overview
[Register to participate on May 28](#)
- How to Use PCLink
[Register to participate on June 2](#)
- CBP Enforcement Guidelines
[Register to participate on June 4](#)

Protecting Intellectual Property:

Most U.S. small businesses are not aware that their patent or trademark does not protect them in other countries. If you are an exporter, or think you might want to export in the future, you will need to seriously consider securing protection for your intellectual property (IP) in those foreign markets of interest to you. It is a good idea to get the appropriate forms of IP protection before you start doing business in another country. For information about how your company can protect its trademarks, patents, and copyrights overseas, or to file an intellectual property-related trade complaint please go to <http://www.stopfakes.gov/>.

Doing Business in Canada

The United States and Canada share the longest common border between any two nations in the world - a border that spans more than 5,000 miles with 140 border crossings, and offers access to most of Canada's 33.5 million inhabitants, who live within 160 miles of the border. Our combined trade in goods, services and foreign direct investment adds up to a trillion dollar economic partnership.

This geographical proximity coupled with common free market values, language, business practices, and a similar standard of living - where U.S. goods and services account for approximately 60 percent of purchases - make Canada our most important export market in the world, and an ideal market for U.S. companies wanting to make their first export sale. And thanks to the North American Free Trade Agreement (NAFTA), there are no tariffs on industrial and most agricultural products imported from the United States. For more information about doing business in Canada, please go to http://www.export.gov/articles/marketofmonth/eg_main_019003.asp.

Export Credit Insurance:

Ex-Im Bank's export credit insurance policies enables U.S. exporters to both finance their export activities and mitigate the risk of non-payment. For further information about export credit insurance, please go to <http://www.exim.gov/products/insurance/index.cfm>.

Office of Foreign Assets Control:

The Office of Foreign Assets Control (OFAC) of the US Department of the Treasury administers and enforces economic and trade sanctions based on US foreign policy and national security goals against targeted foreign countries, terrorists, international narcotics traffickers, and those engaged in activities related to the proliferation of weapons of mass destruction. For more information about how the Office of Foreign Assets Control (OFAC) at the U.S. Department of Treasury economic sanctions on specific countries please go to <http://www.treasury.gov/offices/enforcement/ofac/>.

Feature Your Company on U.S. Commercial Service Websites:

Featured U.S. Exporters (or FUSE) is a directory of U.S. products featured on U.S. Commercial Services websites around the world. It gives your company an opportunity to target specific markets in the local language of business. Listings are offered to qualified U.S. exporters seeking trade leads or representation in over 50 markets around the world. For further details, please visit <http://www.buyusa.gov/home/fuse.html>.

Market Research Reports:

Saudi Arabia: Construction Sector

Saudi Arabia has enjoyed four years of strong growth driven by rising oil revenues, and these revenues have stimulated massive project spending. In addition, the Saudi Arabian government has taken important steps to improve the business environment. With further reform anticipated and oil prices expected to remain high, it's believed that the Kingdom is set for a continued strong period of growth, especially in the construction and infrastructure sectors. For more details, please visit http://www.buyusainfo.net/docs/x_8761089.pdf.

Indonesia: Environmental Technologies

The total market demand in 2008 for Indonesian environmental technologies equipment was \$180 million. If the domestic and export markets remain stable, it is predicted that the growth of total domestic demand will increase by 5 to 8 percent annually over the next five years. Despite the current unfavorable economic situation, a number of companies, especially essential and export oriented ones, have been able to withstand the negative impact of the crisis and are still financially capable of purchasing environmental equipment. For more information and to view the market research report, please go to http://www.buyusainfo.net/docs/x_2515825.pdf.

Colombia: Processed Food and Beverage Equipment

The processed food and beverage equipment industry (FPP) is highly diversified and one of the fastest growing sectors of the Colombian economy. End-users of equipment and technology in most of the sub-sectors of this industry vary widely in terms of revenues and production. Although there are a significant number of large food processors, the segment with the highest market potential for U.S. equipment is the SME group (small and medium sized companies). These companies need to invest in modern and more efficient production equipment to expand their installed capacity in order to stay abreast of demand for their products. For further details on the market research report, please go to http://www.buyusainfo.net/docs/x_6953955.pdf.

Mark Your Calendar! 26th Annual Oklahoma World Trade Conference to Be Held in Midwest City on April 8th at the Reed Center

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Registration will begin at 9:00 a.m., and the conference will be held from 9:30 a.m. to 3:00 p.m. To open the conference, the Honorable Turner Mann, Vice-Mayor of Midwest City, will issue a Proclamation of World Trade Day in Midwest City.

The topic of the morning session will be **Dueling Tigers: Part 1 – India – Mega Market Opportunities and Challenges in India and China.**

The presentation by Anku Nath, Director, Trade Policy Advocacy, U.S.-India Business Council, Washington, D.C., will be followed by a discussion of two Oklahoma company panelists. The panel discussion will include Dr. Sada D. Joshi, President, Joshi Technologies International, Inc., Tulsa, and Larry Denny, President, Den-Con Tool Company, Inc., Oklahoma City. A question-and-answer session will follow.

Even though the Indian market has been impacted by the global recession, the market, with its one billion plus population, presents lucrative and diverse opportunities for U.S. exporters with the right products, services, and commitment. India is one of the fastest-growing emerging markets in the world, and the second fastest in Asia. U.S. exports to India in 2008 were \$18.6 billion, a 10 percent increase from the previous year. India's requirements for equipment and services for major sectors such as energy, environmental, healthcare, high-tech, infrastructure, transportation, and defense have exceeded tens of billions of dollars in the past year.

Although India's infrastructure and slow reform process can present potential challenges, many companies have found great success in the market. Key factors to doing business successfully in India include finding good partners who have knowledge of the local market and procedural issues, good planning, aggressive due diligence and follow up, and patience and commitment.

At the luncheon the **2009 Governor's Award for Excellence in Exporting** will be presented and the **U.S. Department of Commerce Export Achievement Certificates** will be presented to several Oklahoma companies.

Dr. Hossein Shafa, Professor and Burwell Endowed Chair of International Finance, Oklahoma City University, Oklahoma City, will deliver the keynote address: **A Global Trade Recession and Its Impact on World Trade.**

According to the International Monetary Fund's (IMF's) World Economic Outlook, the world economy is "entering a major downturn" in the face of "the most dangerous shock" to rich-country financial markets since the 1930s. IMF expects global growth (measured using purchasing-power parity) to come down to 3% in 2009, which is considered to be a global recession. IMF expects global gross domestic product (GDP) growth to decline to 0.9% in 2009 from 2.5% in 2008. Global trade is expected to decline 2.1% in 2009, the first decline since 1982, on reduced global demand and export credits. With the current state of the global economy, companies need to be aware of how the global recession will affect international trade and of potential challenges that will be faced when exporting their products.

The afternoon session will be a discussion of **Dueling Tigers: Part Two – China – Mega Market Opportunities in India and China.** The presentation by William S. Lawton, Senior International Trade Specialist, U.S. Department of Commerce, Ft. Lauderdale U.S. Export Assistance Center, Ft. Lauderdale, Florida, will be followed by a discussion of two Oklahoma company panelists. The panel discussion will include Jerry Fulcher, National Sales Director, Advanced Chemical Technologies, Oklahoma City, and Gary A. Robert, President, REN Corporation, Stillwater. A question-and-answer session will follow.

China has not escaped the recent global economic downturn. With an economy heavily dependent on exports to developed markets, the sharp drop in global consumer demand has had a significant effect on China's economy. However, overall economic growth in China is continuing and U.S. companies are benefiting. Over the past several years, increases of U.S. exports to China averaged close to 10% year on year. According to the U.S. Census Bureau in 2008, U.S. exports to China increased by 9.5 percent from the year prior, helping to make China one of the fastest-growing foreign markets for U.S. goods.

China-U.S. total trade grew to USD 409.2 billion, placing China as our second largest trading partner behind Canada. Although U.S. imports of Chinese goods greatly exceed U.S. exports to China, China remains our third largest export market.

American companies continue to have mixed experiences in China. Many have been extremely profitable, while others have struggled in the market. To be a success in China, American companies must thoroughly investigate the market, take heed of product standards, pre-qualify potential business partners and craft contracts that assure payment, and minimize misunderstandings between the parties. Although there can be challenges in doing business with China, several opportunities exist for companies looking to enter or expand into the market and the opportunities can be very rewarding.

Conference Fees:

Registration - \$85.00

Student – ID required - \$25

Luncheon Program only - \$35

Corporate Table (8 Attendees) - \$595.00

Corporate Contributory Sponsorship (4 Attendees) - \$500

Display Table (Includes Registration for 2 Attendees) - \$270.00

Registration fees include information packets, continental breakfast, and luncheon.

For secure on-line registration and credit card payment go to:

<http://www.acteva.com/go/okdecowtc2009>

We accept Visa, MasterCard, Discover, and American Express. For off-line registration make your check payable to the Oklahoma District Export Council and mail your check and registration to 301 N.W. 63rd Street, Suite 330, Oklahoma City, Oklahoma 73116. You may also register and pay at the door. Cancellation policy is a full refund until April 1st. From April 2-7, refunds will be subject to a \$35.00 cancellation fee per registrant. No refunds will be given the day of or after the event.

Mexico Retaliation: NAFTA Trucking Dispute

On Monday, March 16, Mexico announced it would retaliate against the United States for the cancellation of the Cross-Border Trucking Demonstration Program. The list of 89 products was published on Wednesday, March 18, 2009 and effective the next day.

Background: Under the NAFTA, the United States and Mexico agreed to phase-out restrictions on cross-border passenger and cargo services. In 1995, however, the United States announced it would not lift restrictions on Mexican trucks. In 2001, a NAFTA dispute settlement panel found the U.S. restrictions to be in breach of its NAFTA obligations.

In 2007 Mexico agreed to cooperate in a joint demonstration program as a step towards full NAFTA implementation. It allowed up to 100 trucking firms from Mexico to transport international cargo beyond the commercial zones along the U.S.-Mexico border and up to 100 U.S. trucking firms to transport international cargo into Mexico. Bus companies and hazardous material carriers were excluded. The Trucking Pilot Program began on September 6, 2007, and was originally designed to run for one year. By an exchange of letters between the U.S. and Mexican Transportation Secretaries on August 4, 2008, the Trucking Pilot Program was extended up to an additional two years to ensure that it could produce sufficient data to evaluate its safety impact. However, the recently passed omnibus spending bill ended funding for the program. President Obama signed the bill into law on March 11. The retaliation list provided by Mexico follows the data caveats. For more information and to view the Mexico retaliation list, please go to

http://www.ita.doc.gov/td/industry/otea/301alert/mx_ret.html.

Upcoming Trade Missions

British Columbia Mining Opportunities 2009: Trade Mission to Vancouver, Canada

- May 5-6, 2009
- Apply April 3, 2009

U.S. suppliers of mining equipment and services won't want to miss this opportunity to make valuable contacts in western Canada's dynamic mining sector. The North American Free Trade Agreement allows

most U.S.-made products duty-free access into Canada. Contact Judy Simonite by e-mail at Judy.Simonite@mail.doc.gov or by phone at 604-685-3382. For more information or to register, please go to: <http://www.buyusa.gov/canada/en/bcminingopportunities2009.html>

Aerospace Supplier Development Mission to Montreal, Canada

- May 5-6, 2009
- Apply by April 6, 2009

Market briefings, pre-screened business appointments, visits to key aerospace original equipment manufacturers, and opportunities to speak with procurement managers about supply chain opportunities are among the benefits of this mission -- an ideal venue for U.S. aerospace companies seeking international business in a low-risk, important market that has the world's fifth largest aerospace industry. For more information or to register, please go to <http://www.buyusa.gov/canada/en/aerospacemissionmontreal.html> or contact Diane Mooney at 206-553-5615, ext.236 or Diane.Mooney@mail.doc.gov

Executive Trade Mission to Chile and Peru

- June 1-5, 2009
- Apply by April 17, 2009

Under the leadership of Walter Bastian, Deputy Assistant Secretary for the Western Hemisphere, this mission to Santiago, Chile and Lima, Peru will put U.S. firms in contact with pre-screened potential business representatives and clients in two important FTA partner markets. The mission will promote U.S. products, services, and technologies in a wide range of industry sectors. Contact Louis Quay at 202-482-3973 or Jessica Arnold at 202-482-2026 or e-mail andeanmission@mail.doc.gov.

RepCAN 2009 U.S. Matchmaker and Exhibition

- September 28-October 6, 2009
- Apply by July 31, 2009

This multi-sector matchmaker/exhibit in Toronto (September 28-29), Montreal (September 30-October 1), and Vancouver (October 5-6), offers a cost-effective way to establish profitable relations with prospective agents, distributors and end-users in any one, or all three, of Canada's primary regional markets. Canada's proximity, open market, and receptivity to U.S. goods and services make it the number one gateway to the international marketplace for thousands of small and mid-sized U.S. companies. For further details, please contact Madellon C. Lopes at 416-595-5412 ext 227 or madellon.lopes@mail.doc.gov.

Executive Trade Mission to Libya and Algeria

- November 4-8, 2009
- Apply by August 1, 2009

Increasingly market driven economies, vast capital reserves, and ambitious infrastructure projects put Libya and Algeria among the world's most promising markets for U.S. exporters. The Department's first executive trade mission to Tripoli, Libya and Algiers, Algeria will promote U.S. products and technologies in "best prospects" sectors, including but not limited to, energy, environmental protection, information technology, infrastructure, and safety and security. For more information, please contact Lisa Huot at 202-482-2796 or at northafricamission@mail.doc.gov.

Doing Business in Peru

Peru is one of the most rapidly expanding markets for U.S. goods and services. The U.S. is Peru's leading trading partner, accounting for approximately 20 percent of imports and exports. As of February 1, 2009, U.S. firms have greater access to Peru through the U.S. Peru Trade Promotion Agreement, commonly referred to as the Free Trade Agreement (FTA). To help U.S. firms take advantage of the increased market opportunities, the U.S. Department of Commerce is leading a trade mission to Peru and Chile, June 1-5, 2009.

Now, 80% of all U.S. consumer and industrial products are eligible for duty-free access into Peru, with the remaining tariffs to be phased-out over ten years. More than two-thirds of current American agricultural exports to Peru also benefit from such treatment. The FTA is designed to enhance protection of intellectual property and to streamline customs clearance procedures, including the establishment of a 48 hour time-frame for processing of inbound shipments. The U.S. International Trade Commission estimates that the FTA will boost annual U.S. exports to Peru by \$1.1 billion. For more information about doing business in Peru, please go to http://www.export.gov/articles/marketofmonth/mom_march09.asp or contact either one of the Oklahoma offices.

Market Research Reports:

China's Stimulus Package for the Electronics and Information Industries

On February 18th, 2009 China's Central Government approved a plan to boost the country's electronics and information industry. The plan by the State Council (China's 50-member government cabinet) is intended to boost innovation and technology over a period of three years, through 2012. For more details, please visit http://www.buyusainfo.net/docs/x_7698256.pdf.

India: Business Opportunities in Mining

India boasts significant mineral resources, producing 86 minerals. Coal constitutes over 80 percent of all mining activities with a turnover projected to be \$30 billion by 2012. The Indian government-owned mines contribute over 80 percent of the total value of mineral production. Nevertheless, there is a strong trend in favor of private-sector led mining. The mining sector has shown healthy growth over the past few years. The growth rate will likely continue, given the projected shortfall in coal supply and the current emphasis to increase coal production. For more information and to view the market research report, please go to http://www.buyusainfo.net/docs/x_2844179.pdf.

Impacts of the Economic Crisis in Brazil

The US Department of Commerce's network of five offices in Brazil (CS Brazil) has been monitoring the economic crisis and its impacts on the Brazilian economy to target business opportunities for U.S. firms. Though Brazil seems more prepared than many emerging economies, the crisis has begun to impact the country with rising unemployment and inflation, falling commodity prices and consumer spending, as well as tighter credit. In spite of this, opportunities exist for U.S. companies in energy, telecommunications, insurance and reinsurance, housing, environment, health, defense, and financial services. To view the market research reports in its entirety, please go to http://www.buyusainfo.net/docs/x_8091703.pdf.

Brazilian Import Market Opening for Used Capital Goods (Equipment/Machinery)

The Brazilian government removed one of its strongest import barriers for Brazilian buyers to purchase used equipment/machinery (capital goods). Directive No 77 published by the Diario Oficial da União (The Union's Official Journal) eliminates the need for an independent expert's technical analysis of mechanical and technical "age" and wear of the equipment to be imported. For more information and to view the market research report, please go to http://www.buyusainfo.net/docs/x_7813554.pdf.

Egypt: Telecommunications Market

The Government of Egypt recognizes that a well-developed information and communications technology platform is the key to achieving high and sustainable economic growth. In October 1999, the Government committed to this ideal by creating the Ministry of Communications and Information Technology (MCIT), giving a strong boost to a sector that grew at nearly 20% annually in the last three years. Best prospects include: Switches, base stations, towers, wireless, software/hardware, VoIP, IP Multi Media Systems (IMS), IPTV, GPS, Radio Frequency Identification (RFID), and wireless, triple play convergence, and call centers. For further details on the market research report, please go to http://www.buyusainfo.net/docs/x_6966325.pdf.

Basics of Exporting and Importing Seminar – June 25, 2009 – Tulsa, OK

UPS Supply Chain Solutions cordially invites you to attend the “Basics of Exporting & Importing Seminar - 2009.” Understanding the basics of international trade is an essential function of all global businesses. This seminar is designed to provide information and resources that will help you to better understand and comply with U.S. Export/Import regulations.

Topics: CTPAT, AES, Known Shipper, 10+2, Incoterms/International Payment, Export Documentation, Ocean, and Brokerage.

Seminar Date: Thursday, June 25th

Registration: 8:00 A.M. – 8:30 A.M.

Seminar Conclusion: 4:00 P.M.

Seminar cost: \$75.00 per person (Continental Breakfast/Lunch will be provided)

Location: Renaissance Hotel and Convention Center, 6808 S. 107th East Avenue, Tulsa, OK 74133

Please RSVP to Blanca Guzman (Email: guzman.blanca@ups.com) by Friday, June 19 2009. Space is limited, so sign up early! Payment is by check or money order only. Checks or money orders should be made payable to UPS Supply Chain Solutions.

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For additional information, please go to http://www.bis.doc.gov/seminarsandtraining/tulasok_sept_09.htm or contact the Oklahoma City U.S. Export Assistance Center at (405)608-5302, (800)879-6552, extension 223 or oklahomacity.office.box@mail.doc.gov or the Tulsa U.S. Export Assistance Center at (918)581-7650.

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Exporting Agricultural Products

The U.S. Department of Agriculture's Foreign Agricultural Service (USDA-FAS) has many resources, products, and services that can help a company explore the potential for international sales. Whether a beginning or experienced exporter, USDA-FAS Exporter Assistance benefits small and medium-sized companies! For more information about how the USDA-FAS can assist with exporting agricultural products, please go to http://www.fas.usda.gov/agx/exporter_assistance.asp.

Joshi Technologies International, Inc. (JTI) and Seaboard Foods Receive 2009 Governor's Award for Excellence in Exporting

Joshi Technologies International, Inc. (JTI) and Seaboard Foods received the 2009 Governor's Award for Excellence in Exporting. Natalie Shirley, Secretary of Commerce and Tourism, presented the awards during the 26th Annual Oklahoma World Trade Conference held at the Reed Center in Midwest City, Oklahoma on April 8, 2009.

Natalie Shirley also presented six Oklahoma exporters – Beam's Industries, Ely Energy, GEFCO (George E. Failing Company), REN Corporation, Seaboard Foods, and Xeta Comp Nanotechnology – with the U.S. Commercial Service's Export Achievement Certificate.

For further information about the recipients of the 2009 Governor's Award for Excellence in Exporting and the Export Achievement Certificates, please go to <http://www.okcommerce.gov/index.php?option=content&task=view&id=3075&Itemid=96>.

Canada Webinar Series:

NAFTA Documentation

Date: June 9, 2009

Time: 2:00 p.m. - 3:00 p.m. EDT

Price: \$35

Learn how to take advantage of the NAFTA Documentation rules and procedures to help start or expand your sales to Mexico and Canada. You will also get to know the resources available to you within the Federal Government. The North America Free Trade Agreement (NAFTA) removes most barriers to trade and investment among the United States, Canada and Mexico. Many tariffs have been eliminated completely, and others will be phased out in the coming years. **To register for the webinar, please go to <https://emenuapps.ita.doc.gov/ePublic/newWebinarRegistration.jsp?SmartCode=9Q8J>.**

U.S.-Canada Non-Resident Importer Program

Date: June 17, 2009

Time: 2:00 p.m. - 3:00 p.m. EDT

Price: \$35

This webinar will cover the U.S. Canada Non-Resident Importer Program, the specific benefits offered by the NRI to U.S. exporters. In this webinar you will understand pricing, how to ease the trade process for your customers, increase your competitive advantages, create a price advantage, improve shipment control, maximize shipment tracking, and expand your market reach into Canada.

This webinar will help U.S. small and medium sized businesses by providing information to help U.S. exporters dramatically reduce their shipping costs and customs clearances fees as well as provide

accurate delivered to-the-door pricing for their Canadian customers. **To register for the webinar, please go to <https://emenuapps.ita.doc.gov/ePublic/newWebinarRegistration.jsp?SmartCode=9Q8I>.**

Market Research Reports:

South Africa: Construction and Building Material Industry

The South African construction industry is experiencing significant growth that will be sustained well after 2010. Current investment in the building and construction centers amounts to \$22 billion per year. Public and private sector demand is driving the growth in infrastructure investment. South Africa's Accelerated and Shared Growth Initiative for South Africa (ASGISA). ASGISA is a national initiative, which addresses first and second economies by growing investment and infrastructure that targets an economic growth rate of 6% and aims to have poverty and unemployment by 2014. ASGISA is driving public sector investment and associated private sector investment. For more information and to view the market research report, please go to http://www.buyusainfo.net/docs/x_5368951.pdf.

Australia: Packaging Equipment

The estimated value of domestic consumption of packaging equipment in Australia is US\$347 million a year, with imports supplying approximately 70 percent. Food, beverage, and pharmaceutical are the key end-user industries for packaging equipment. Australia imported US\$267 million of packaging equipment in 2008. The main sources were Italy, Germany, and the U.S. Italian and German suppliers together represented almost 50 percent of import market share. Imports from the U.S. totaled US\$30 million, for a 11.2 percent market share. Principal U.S. imports were filling, closing, sealing, and labeling machinery; strapping machines; and multi-purpose machines for packing, wrapping and other functions. Best prospects for U.S. exporters are inspection equipment to control and automate quality; high-tech machinery for filling, closing, and sealing; and multi-function machines to rationalize packaging operations. For more details, please visit http://www.buyusainfo.net/docs/x_9390721.pdf.

India: Dental Equipment Market

The Indian Healthcare Industry is experiencing a rapid transformation. The industry is estimated at \$35 billion and is expected to reach over \$75 billion by 2012 and \$150 billion by 2017. There is a growing demand for quality healthcare in India. The population of one billion is growing at a rate of 1.6 percent per year. The changing demographics and the increase in lifestyle-related diseases have altered the behavior of the health-seeking consumer. According to the World Health Report, India spends about 5 percent of its Gross Domestic Profit (GDP) on the healthcare sector. It is estimated that this figure will rise to 6.1 percent by 2012. For further details on the market research report, please go to http://www.buyusainfo.net/docs/x_5821243.pdf.

Indonesia: Medical Equipment and Supplies:

As the fourth most populous country in the world, Indonesia offers great potential for the medical equipment and supplies market. The market shows consistent growth of 10 to 20 percent. In the last two years from 2007 to 2008, the total imports of medical equipment grew from \$332 million to \$369 million. The U.S. is the largest exporter of medical equipment to Indonesia accounting for over 15 percent of total imports. Import duties ranging from 0-5 percent are imposed on medical equipment and supplies. In addition, a VAT of 10 percent is imposed on all imported products. U.S. companies must appoint an agent or a distributor to register and sell their products in Indonesia. For more details, please go to http://www.buyusainfo.net/docs/x_9646856.pdf.

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Commercial News USA Special Promotions for September-October 2009

\$500 Discounts for Rural Exporters

Exporters located in rural areas of the U.S. may be eligible for a \$500 grant on 1/9 or larger size ads in Commercial News USA. Discounted ad rates begin at just \$395. Companies can see if they qualify by using the search box at www.thinkglobal.us/rural.

Special \$199 Rate for New-To-Export Companies

Commercial News USA is offering companies that are new to exporting a special opportunity to advertise for just \$199. One ad will reach buyers, distributors, and wholesalers in 176 countries--both in print and online. More information is available online at www.thinkglobal.us/199

The American Publishers Guide

U.S. publishing companies have a new, economical tool to help them find potential buyers and partners around the world. Commercial News USA, the official export promotion magazine of the U.S. Department of Commerce, is planning an "American Publishers Guide" special edition of the magazine. The Commercial News USA special edition will be published in time for distribution in advance of the Frankfurt Book Fair, October 14-18, 2009. The 2009 edition will include 25,000 copies. For more details go to www.thinkglobal.us/publishing.

Showcase Section: \$399 Ads

The USA Product Showcase section of Commercial News USA offers advertisers the opportunity to reach markets worldwide for just \$399. For more information on this program, go to www.thinkglobal.us/399.

30th Anniversary = 30% Discounts

Take advantage of the magazine's special 30th Anniversary rates and save 30% on any size display ad or \$100 on your next listing ad (except Showcase and New-To-Export sections). Discount applies to one-time rates only. May not be combined with other discounts. More information on rates is available online at www.thinkglobal.us/advertiser/rates.php.

North Africa Weathers the Global Economic Crisis

In challenging economic times at home, U.S. companies should consider going for export growth abroad. One of the most attractive growth markets in the world today is North Africa. The Middle East and North Africa as a whole are projected to grow by 2.6% this year, faring better than most every other region in response to the global economic downturn. Oil-producing markets are growing at an impressive 2.3%. Neighboring non-oil-producing markets are showing even more robust 3.2% growth. The International Monetary Fund attributes the region's resilience to prudent financial and economic management and to the continued high public spending of oil-producing countries. As oil-exporting countries sustain demand by drawing on monetary reserves, neighboring oil-importing countries benefit from economic spillovers, lower energy costs, and still-resilient tourism and remittances. For more information about doing business in North Africa, please go to http://www.export.gov/articles/marketofmonth/eg_main_019295.asp.

Shanghai Expo 2010:

The Shanghai Expo 2010 (Expo) is a World's Fair to be held in Shanghai, China from May to October 2010. The Expo's theme of "Better City, Better Life" focuses on improvement of the quality of life in the world's cities. Approximately 70 million visitors, including an anticipated 60 million from China are expected to attend the Expo. More than 175 countries will have a presence at the Expo through country pavilions. A U.S. pavilion offers an outstanding venue to showcase American business, culture, and values in one of China's most dynamic cities and to foster an even stronger friendship between the American and Chinese peoples. For further information about the Shanghai Expo, please go to <http://www.export.gov/china/shanghaiepo2010/>.

Market Research Reports:

South Africa: Construction and Building Material Industry With roughly 35% of the region's revenues, Brazil remains Latin America's largest telecom market. Net revenue from telecom equipment including services was near US\$62 billion in 2008 and the market estimates this to reach US\$74 billion in 2012. Sector revenues are split among fixed carriers (32%), mobile carriers (34%), manufactured products (16%) and services (18%). Motorola, Nokia, Nortel and Cisco have manufacturing facilities in Brazil, giving the country one of the region's best telecom infrastructures. For more information and to view the market research report, please go to http://www.buyusainfo.net/docs/x_5368951.pdf.

Uruguay: Medical Equipment

Uruguay imports almost all its medical equipment. Major market opportunities are for new, technologically advanced supplies and equipment, particularly in the areas of noninvasive procedures, ultrasound, magnetic resonance imaging and CT scans. All products must be registered with the Ministry of Public Health by a local representative. For more details, please visit http://www.buyusainfo.net/docs/x_5085554.pdf.

Mexico: Agribusiness Opportunities

Mexico is among the top 15 world leaders in the agribusiness industry, with 27,300 hectares of permanent cropland. Mexico is also 10th in the world in terms of meat production, providing a total of 4,911 metric tons for red meat alone. For poultry production, Mexico is in third place globally. 2008 was one of the most dynamic years for the Mexican agribusiness industry, thanks to a steady influx of new technologies, machinery, and fertilizers from US, Canadian, and European firms. NAFTA's eradication of virtually all tariffs concerning agricultural imports starting on January the 1st of 2008 have provided Mexican producers with the ability to move their products with more ease into US markets, doubling their efforts in production and quality, and has also allowed the importation of US and Canadian products such

as powdered milk, beans, corn, sugar, chicken legs, orange juice, and some grains and oleaginous crops mainly used as feed supplements for the cattle, swine and poultry industry etc. For further details on the market research report, please go to http://www.buyusainfo.net/docs/x_357285.pdf.

Panama: Safety and Security

The outlook for the Panamanian safety and security market is positive and expected to grow by 10% in 2009 to \$36 million, notwithstanding the slowdown in the economy due to global uncertainty. In 2008, an estimated \$33 million of safety and security products were imported, up 17% from \$28 million in 2007, following an increase of 15% over imports of \$24 million in 2006. Local production of safety and security equipment is minimal and there is a marked preference for U.S. products due to their reliability, innovation and diversity, as well as the close geographic proximity and favorable conditions for air and sea freight from the U.S. For more information, please go to http://www.buyusainfo.net/docs/x_515922.pdf.

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[Frequently Asked Questions \(FAQs\) about Export Licensing Requirements for Commercial Items](#)

Q. Is there a list of restricted countries to which I can not export?

A. Restrictions vary from country to country and from item to item. The most restricted destinations are the embargoed countries and those countries designated as supporting terrorist activities, including Cuba, Iran, North Korea, Sudan, and Syria.

Q. How do I know if my shipment needs an export license?

A. The first step is knowing your item's Export Control Classification Number (ECCN). ECCN entries are found on the Commerce Control List (CCL) and identify reasons for control which indicate licensing requirements to certain destinations. Other reasons an export license may be required for your shipment relate to concerns about the parties to the transaction and the end-use of the item.

Q. Do all items have an ECCN ?

A. Many commercial goods are not on the Commerce Control List and do not have an ECCN. These goods are designated as EAR99. EAR99 items generally consist of low level technology, consumer goods, etc. and do not require a license in most situations. However, if your proposed export of an EAR99 item is to an embargoed country, to an end-user of concern, or in support of a prohibited end-use, you may be required to obtain an export license.

Q. Where do I find the Commerce Control List?

A. The Commerce Control List is part of the Export Administration Regulations (EAR) which can be found on the Government Printing Office's EAR database at http://www.access.gpo.gov/bis/ear/ear_data.html#ccl. Scroll down the page to Part 774 and below are the ten categories of the Commerce Control

For the complete guide of FAQs about export licensing requirements, please go to http://www.bis.doc.gov/pdfpublications/bis_booklet.pdf.

[Know Your Customer Guidance](#)

Certain provisions in the Export Administration Regulations (EAR) require an exporter to submit an individual validated license application if the exporter "knows" that an export that is otherwise exempt from the validated licensing requirements is for end-uses involving nuclear, chemical, and biological weapons (CBW), or related missile delivery systems, in named destinations listed in the regulations. The Bureau of Industry and Security (BIS) has issued the following guidance on how individuals and firms should act under this knowledge standard. This guidance does not change or revise the EAR.

- Decide whether there are "**red flags**" or possible violations of the EAR. For more information on red flags, please go to <http://www.bis.doc.gov/enforcement/redflags.htm>.
- Do not self-blind
- Reevaluate all the information after the inquiry
- Refrain from the transaction, disclose the information to BIS and wait.

For more details about the *Know Your Customer Guidance*, please go to <http://www.bis.doc.gov/enforcement/knowcust.htm>.

[Doing Business in the Nordics](#)

The Nordic region encompasses Denmark, Finland, Norway and Sweden. It is an attractive and lucrative market for U.S. companies, with 25 million consumers looking for high quality, state-of-the-art technology and reputable products and services from abroad, especially from the United States. The region also serves as a gateway to the Baltic countries and northwest Russia, increasing the number of potential consumers to 80 million. For more information about doing business in the Nordics, please go to http://www.export.gov/articles/marketofmonth/eg_main_019703.asp.

Bright Green – December 12-13, 2009 – Denmark

"Bright Green" is a spectacular trade fair in parallel with the official COP15 summit and the place for official COP15 visitors and international press to witness the cleantech industry's real solutions to real problems.

When: December 12-13, 2009

Where: The Forum, Copenhagen, Denmark, 12 minute metro ride from official COP15 venue

How: *Visitor Onsite Outreach Program*

- Meet with potential partners, officials and other stakeholders
 - Network at the Ambassadorial reception
 - The Commercial Service provides the onsite venue and assists companies with outreach
 - Your company will also be featured in the Commercial Service's U.S. CleanTech Profile Guide
- Cost \$1,000 - to enroll please contact Tuula Javanainen

U.S. CleanTech Profile Guide

- Opportunity to be part of Bright Green without leaving your office
- Complete guide of U.S. cleantech exporters by sub-sector distributed to potentially over 15,000 Bright - Green participants
- Your company will receive a full page marketing feature
- Cost \$300 - to enroll please contact Tuula Javanainen

Asian Aerospace 2009 – September 7-10, 2009 – Hong Kong

As one of the top three aviation events in the world, Asian Aerospace Expo returns for its second run in the economic powerhouse of China. The first Asian Aerospace hosted more than 100 U.S. companies, 575 exhibitors, and 12,000 visitors. Asian Aerospace is held in conjunction with Aircraft Interior Expo (AIX), Asia Pacific Aviation Training (APATS), Air Freight Asia (AFA) and Asian Business Aviation (ABA). The U.S. Commercial Service is hosting a free networking reception, providing U.S. exhibitors a vital

Market Research Reports:

Australia: Renewable Energy

Power generation forms a large sector in Australia with around \$85 billion of investment in generation, transmission, and distribution assets. Annual generation stands at 261,799 gigawatt hours. Coal-fired generators and renewable energy sources respectively account for 83 percent and 6.5 percent of electricity generated. Renewable energy resources play an essential role in Australia's effort to lower carbon emissions and remain a pivotal element in maintaining Australia's energy security. Australian Government support for renewable energy assists industry development, reduces barriers to the national electricity market, and allows access to these resources by the community at-large. For more information and to view the market research report, please go to http://www.buyusainfo.net/docs/x_599420.pdf.

Egypt: Construction Equipment

Construction is one of the most active sectors of the Egyptian economy accounting for 8% of the total Egyptian employment and contributed in 2008 about 6% to GDP. There are 100 different industries linked to the construction industry. Construction equipment is a major sub-sector in Egypt's substantial construction industry, with an annual growth of 15% over the last three years. U.S. products maintain the predominant market share in the construction equipment market. Demand on used equipment is growing, due to price differentials. Public sector or government-owned companies are not allowed to purchase used equipment. For more details, please visit http://www.buyusainfo.net/docs/x_4471813.pdf.

India: Oil and Natural Gas Industry

Oil and gas provide forty-five (45) percent of India's primary energy requirements. They are critical inputs for downstream industries like petrochemicals, fertilizers and energy. Crude oil demand is currently approximately 146 million metric tons (MMT) while the domestic production of crude is only about 34 MMT. Additionally, crude oil demand is likely to increase to about 235 MMT by 2012. India's crude oil import dependency is likely to increase from the current level of 72% to approximately 90% by 2025. India has witnessed a spectacular growth in the oil & gas sector over the years. India plans to add 2.14 million

barrels per day (BPD) of refining capacity to its existing 2.98 million BPD and expects domestic demand for oil products to expand at a compounded annual growth rate of 2.9 percent to 132 MMT by 2012. For further details on the market research report, please go to http://www.buyusainfo.net/docs/x_6184170.pdf.

Portugal: Aerospace Industry

The Portuguese aerospace sector has benefited greatly from internationalization, with a special focus on Africa and Latin American markets. According to industry specialists, Portugal's air traffic will continue to grow and current plans to upgrade existing fleets and expand and modernize present airports and airfields will create many opportunities for U.S. companies. For more information and to view the market research report, please go to http://www.buyusainfo.net/docs/x_5791045.pdf.

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August 2009

**The Bureau of Industry and Security
Outreach and Educational Services Division
And the Oklahoma District Export Council**

**Presents "Complying with U.S. Export Controls" and
"Complying with ITAR - Export Defense Articles and Service"**

**September 15-17, 2009 - Sheraton at the Reed Conference Center,
Midwest City, Oklahoma**

Complying with U.S. Export Controls (September 15-16)

The two-day program is led by BIS's professional counseling staff and provides an in-depth examination of the Export Administration Regulations (EAR). The program will cover the information exporters need to know to comply with U.S. export control requirements on commercial goods.

Complying with ITAR - Export Defense Articles (September 17)

This full day program is designed for any person or company who exports (or temporarily imports) defense articles, defense services, or technical data.

Registration

Advance registration is required for the seminar and space is limited. The fees for the conference are: \$420 for both BIS and ITAR (3 days); \$350 for BIS only (2 days); \$195 for ITAR (1 day). The fee includes continental breakfast, lunch, coffee break, and materials for the three-day program. For online registration and to guarantee placement for this seminar, please go to <http://www.acteva.com/booking.cfm?bevoid=182767> (password: bisitarok). For off line registration, make your check payable to the Oklahoma District Export Council and mail your check and registration to 301 N.W. 63rd Street, Suite 330, Oklahoma City, Oklahoma 73116. A registration form is included below.

For additional information, please go to http://www.bis.doc.gov/seminarsandtraining/tulasok_sept_09.htm or contact the Oklahoma City U.S. Export Assistance Center at (405)608-5302, (800)879-6552, extension 223 or oklahomacity.office.box@mail.doc.gov or the Tulsa U.S. Export Assistance Center at (918)581-7650.

Other Questions?

For more information or questions on the topics to be covered, please call BIS's Outreach and Educational Services Division at (202) 482-6031 or contact either one of our offices at (405)608-5302, (800)879-6552, extension 223, (918)581-7650 or oklahomacity.office.box@mail.doc.gov.

[Frequently Asked Questions \(FAQs\) about Export Licensing Requirements for Commercial Items](#)

Q. If my item is EAR99, does that mean I don't need a license?

A. EAR99 items will generally ship under the designation "NLR" which stands for "No License Required". However, if your proposed export of an EAR99 item is to an embargoed country, to an end-user of concern or in support of a prohibited end-use, you may be required to obtain an export license.

Q. If I determine my item is classified EAR99 and I can ship under NLR, what do I need to do?

A. You indicate "NLR" as your authorization for export on the Automated Export System record. By submitting via AES (or designating your freight forwarder to do so), you are certifying that your item is eligible for NLR. You should also keep records relating to your NLR determination and the export transaction for five years.

Q. What do you mean by prohibited end-user or end-use?

A. If you know or have reason to know your item would support a proliferation activity, such as nuclear, chemical/biological, or missile proliferation activities in a country of concern, a license would be required. Part 744 of the Export Administration Regulations spells out the specific regulations related to end-user and end-use controls.

Q. Do the licensing requirements change depending on how I'm sending the item?

A. No. Export license requirements stay the same regardless of the method of shipment or transmission. This includes technology shipments via the Internet or items carried in a briefcase. [Note: although license requirements may not change, license exception availability may (i.e. BAG or TMP.)] For the complete guide of FAQs about export licensing requirements, please go to http://www.bis.doc.gov/pdfpublications/bis_booklet.pdf.

[Don't Let This Happen To You! – Actual Investigations of Export Control and Antiboycott Violations](#)

The Violation: Company made 45 exports of controlled pumps and valves to Taiwan, China, and Israel, without the required export licenses. The items are controlled for their potential use in chemical and biological weapons, and would have required a license for shipment to Taiwan, China, or Israel. Company had previously received a Warning Letter for the unlicensed export of controlled pumps.

The Penalty: Company agreed to pay a \$264,000 administrative penalty.

The Violation: Company exported power amplifiers to the People's Republic of China without the required licenses. The amplifiers are controlled for national security reasons.

The Penalty: Company was sentenced to one year of supervised probation and a \$15,000 criminal fine, together with a \$85,000 criminal forfeiture previously ordered. In addition, the company was denied export privileges for five years.

The Violation: Company exported crime control items (handcuffs, riot helmets, fingerprinting equipment, and face shields) without first obtaining the required licenses, and exported three shipments in excess of the licensed value to foreign consignees in 41 countries including Egypt, Mexico and France. In addition, company failed to file Shipper's Export Declarations ("SEDs") for some shipments and misrepresented the license authority on SEDs that it filed for other shipments.

The Penalty: Company agreed to pay an administrative penalty of \$1,102,200.

The Violation: Company and its former president failed to obtain required export licenses for shipments of detector log video amplifiers (DLVA). The items are controlled for national security reasons. Company shipped the items to a company controlled by the Chinese government. Company also failed to obtain export licenses under the deemed export provisions of the Export Administration Regulations for Chinese nationals who worked at the company controlled by the Chinese government and were trained in DLVA manufacturing technology controlled by the EAR.

The Penalty: Company agreed to pay a \$339,000 criminal fine. The president of the company was sentenced in July 2005 to imprisonment for twelve months and one day. BIS assessed the company a \$275,000 administrative penalty(suspended) and the president a \$187,000 administrative penalty (suspended) and issued orders denying both the company and the president's export privileges for 20 years.

The Violation: Company, through its branch office in Abu Dhabi, United Arab Emirates ("UAE"), re-exported helmets, gas masks, detection equipment, filters, and other related safety equipment to Iran and Syria from the UAE without the required U.S. government authorization.

The Penalty: Company agreed to pay an administrative penalty of \$470,000.

Multilateral Development Banks (MDBs)

Multilateral Development Banks (MDBs) are international organizations that provide billions of dollars in financing and technical assistance to governments in developing countries all around the world. Many companies are familiar with some of these organizations, such as the World Bank, and how they help many developing countries, but may not realize that MDB projects also provide opportunities for U.S. companies to grow or establish a new business presence in those markets.

MDB funds create opportunities for U.S. companies in projects across a wide spectrum of industries. Since MDB-funded project spending is usually broken up into a large number of smaller purchases rather than a few large contracts, there are many opportunities for small and medium-sized companies to pursue. For more information about MDBs, please go to

http://www.export.gov/articles/marketofmonth/eg_main_020102.asp.

International Property Rights (IPR) Webinar – The Top 15 IP Mistakes Many Small Businesses are Making – September 17, 2009 – 9:00 a.m. Central Time

This free webinar will focus on key factors that will enable small and medium sized businesses to:

- Examine their business to see what may be eligible for IP protection;
- Do a cost/benefit analysis to determine which IP protection measures make sense; and
- Find out how to protect and enforce IP rights internationally.

For more information or to register for the webinar, please go to

<http://www.buyusa.gov/philadelphia/iprwebinar.html>.

Market Research Reports:

Canada: Aerospace and Defense Industry

Canada offers one of the most open, accessible and transparent markets for U.S. goods and services outside of the United States. As the sixth highest military spending economy in NATO, the Government of Canada (GoC) is a significant purchaser of aerospace, defense and security products. U.S. organizations account for the largest share of military contract awards by the GoC. In fact, Canada trades US\$3.5 billion of defense and security products and technologies annually. For more information and to view the market research report, please go to http://www.buyusainfo.net/docs/x_9679227.pdf.

Colombia: Building Materials Industry

During the last two years, the government of Colombia has increased its efforts to reactivate the construction industry which has attracted new investment in this key sector. Construction activity has increased in urban areas, including new shopping centers, industrial plants and road infrastructure. This offers favorable conditions for U.S. companies exporting building products and equipment. The total market of Building Materials has grown steadily during the last three years. In 2008, the market reached US\$872.2 million representing 13.4% growth over 2007. Imports from the United States represent 17.9% of the total imports. Some of the best prospects for building products imports into Colombia include:

glazed ceramic; non-wired glass; unglazed ceramic; cooper tubes and pipes. For more details, please visit http://www.buyusainfo.net/docs/x_8073890.pdf.

China: Energy Efficiency Market and Opportunities

As China goes through an unprecedented era of economic growth, it also struggles with energy demands as well as pollution from the coal used to said demand. China is searching for energy alternatives as it realizes the need for sustainability. In order to find ways to reduce energy consumption, the NDRC (National Development and Reform Committee) has set a series of goals that should be achieved by 2010 in the 11th 5 year plan. This paves the way for growth in the green energy market in China, where the government has invested an estimated \$438.9 billion USD for the next 3 years. It is currently one of the most dynamic industries and is well sponsored by the government. It is an area where foreign expertise is needed and where there are opportunities for foreign companies to thrive. For further details on the market research report, please go to http://www.buyusainfo.net/docs/x_6184170.pdf

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[Exporting 101: Basics of Exporting Workshop – October 15, 2009 – Tulsa, OK](#)

The Oklahoma District Export Council, in conjunction with the Oklahoma U.S. Export Assistance Center and the Oklahoma Department of Commerce, will sponsor a full-day workshop in Tulsa on October 15, 2009, on **Exporting 101 - The Basics of Exporting**. The workshop will be located at OSU-Tulsa, North Hall, 700 North Greenwood Avenue, Tulsa, OK. Registration will begin at 8:30 a.m. The workshop will be held from 9:00 a.m. to 4:00 p.m. For a fee of only \$35.00 participants will receive nearly seven hours of expert advice on export assistance organizations, basic export market research, choosing direct/indirect exporting, choosing an export strategy, organizing an export operation, export pricing, establishing overseas markets, communications, evaluating overseas contacts, methods of payment and financing, and export quotations. Presenters will include international bankers, international attorneys, international business practitioners, and Oklahoma U.S. Export Assistance Center International Trade Specialists. **Your registration fee will also include a networking luncheon.**

Checks should be made payable to the Oklahoma District Export Council and mailed to 301 N.W. 63rd Street, Suite 330; Oklahoma City, Oklahoma, 73116. To pay by credit card, please contact Ashley Wilson at 800-TRYOKLA, extension 223 or 405-608-5302.

For your convenience, a registration form is included on page 2. The cancellation policy for all workshops is a full refund up to 24 hours prior to the event. For a cancellation within 24 hours of the event, your registration fee will be applied to a future workshop of your choice or the amount that you paid will be applied to the cost of the annual Oklahoma World Trade Conference. For further information or registration call 918-581-7650, 405-608-5302 or 800-TRYOKLA, extension 223.

[Exporting 101: Shipping and Documentation Workshop – November 12, 2009 – Tulsa, OK](#)

The Oklahoma District Export Council, in conjunction with the Oklahoma U. S. Export Assistance Center and the Oklahoma Department of Commerce, will sponsor a full-day workshop in Tulsa, on November 12, 2009, on **Exporting 101 – Export Shipping and Documentation Workshop**. Registration will begin at 8:30 a.m. The workshop will be held from 9:00 a.m. to 4:00 p.m. The workshop will be located at OSU-Tulsa, North Hall, 700 North Greenwood Avenue, Tulsa, OK. For a fee of only \$35.00 you will receive nearly seven hours of expert advice from freight forwarders and Oklahoma U. S. Export Assistance Center International Trade Specialists. The following subjects will be covered: export licensing; utilizing a freight forwarder; Incoterms; export quotations; shipping methods; export packing; export documentation; and insurance. This will be an excellent opportunity to have your questions answered by the experts. **Your registration fee will also include a networking luncheon.**

Checks should be made payable to the Oklahoma District Export Council and mailed to 301 N.W. 63rd Street, Suite 330; Oklahoma City, Oklahoma, 73116. To pay by credit card, please contact Ashley Wilson at 800-TRYOKLA, extension 223 or 405-608-5302.

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Doing Business in China

China remains a robust and viable market for U.S. companies. U.S. exports to China totaled more than \$30 billion for the first six months of 2009. Despite the global slowdown which led to a 15% drop in U.S. exports to China during this period, 75% of U.S. companies operating in China remain profitable and positive about the country's economic outlook.

The recent \$585 billion Chinese stimulus plan has created new opportunities for U.S. businesses in China. As the Chinese government and industry attempt to drive long-term sustainable growth through the injection of funds into infrastructure, healthcare, clean energy and other fields, they look to foreign corporations to provide technology and value-added services. With over 95% of the stimulus directed towards regions outside Beijing, Shanghai, and Guangzhou, China's dynamic emerging markets offer strong and growing opportunities. For more information about doing business in China, please go to http://www.export.gov/articles/marketofmonth/eg_main_020391.asp.

Doing Business in India

The Indian market with its one billion plus population, presents lucrative and diverse opportunities for U.S. exporters with the right products, services, and commitment. India's requirements for equipments and services for major sectors such as energy, environmental, healthcare, high-tech, infrastructure, transportation, and defense will exceed tens of billions of dollars in the mid-term as the Indian economy further globalizes and expands. India's GDP, with 8.7% growth for 2007-08 and an expected 6.1% growth for 2009, makes it one of the fastest growing economies in the world and the second fastest in Asia. India has potential for a sustained growth of 8-10% for the next couple of years. For more information about doing business in India, please go to http://www.export.gov/india/eg_main_018046.asp.

Aerospace Executive Service at the Singapore Air Show – February 1-4, 2010

The U.S. Commercial Service is pleased to announce the Aerospace Executive Service at the Singapore Air Show, which will be held February 1-4, 2010. The Aerospace Executive Service (AES) is designed to deliver an effective business development package for small- and medium-sized companies combining aspects of a trade mission, trade show presence and networking activities.

The Singapore Air Show is Asia's largest aerospace and defense event and stands as one of the top three air shows in the world, serving as a global marketplace and networking platform for the global aerospace community. Encompassing all civil and military sectors of the international aerospace industry, the Singapore Air Show is the foremost venue for companies to showcase their products and services in the Asia-Pacific.

For further information about the Aerospace Executive Service at the Singapore Air Show or to register, please go to <http://www.buyusa.gov/eme/sa.html>.

How to Obtain Market Research for a Specific Country or Product

The U.S. Commercial Service [Market Research Library](#) (MRL) is one of the best ways to obtain country and industry specific market research. The website provides access to the MRL, which contains more than 100,000 market reports, web sites, events, and trade directory listings. In the MRL you can find the **Country Commercial Guides (CCGs)**, which provide comprehensive views of a selected country's commercial environment, including, market, economic, and political conditions, best export sectors, trade regulations, investment incentives, finance techniques, upcoming trade events, marketing strategies,

services for exporters, business travel tips, etc. In addition to the CCGs there are several industry and country market research reports. To access the Market Research Library, please go to http://www.export.gov/mrktresearch/eg_main_018209.asp.

Doing Business in Mexico

Mexico is the second largest market in the world for U.S. exports. Given the magnitude of trade between the United States and Mexico, there are abundant opportunities for U.S. firms in Mexico. Mexico's geographic proximity to the United States has propelled the maquiladora industry, with thousands of factories near the U.S.-Mexico border, manufacturing products for export into the United States and Canada.

Some of the most promising sectors for exports to Mexico include: airport & ground support equipment, automotive parts & supplies, education & training services, environmental technologies & equipment, franchising, hotel & restaurant equipment, housing & construction, security & safety equipment, telecommunications equipment, transportation infrastructure equipment & services, and travel & tourism services.

For more information about doing business in Mexico, please go to http://www.buyusainfo.net/docs/x_2817461.pdf.

Harmonized System (HS) and Schedule B numbers

Harmonized System (HS) numbers are used to classify products for customs purposes. By international agreement, most countries recognize the same first 6 "harmonized" digits. To get a duty rate, one needs to have the complete product number used by the importing country. Since this is sometimes difficult, companies can use the Schedule B number to approximate. Schedule B Numbers are used to classify exported products in the United States and are based on the international HS system. HS numbers and Schedule B numbers will be the same up to the first 6 digits as the importing country's classification code, after which, they will likely be very close or the same. For more information about HS and Schedule B numbers, please go to http://www.export.gov/logistics/eg_main_018119.asp

Market Research Reports:

France: Overview of the Plastics Products Industry

The European plastics industry is comprised of more than 1.6 million people in about 50,000 companies (mainly small and medium-sized enterprises in the converting sector). Its turnover is about €300 billion per year. The plastics industry includes polymer producers (represented by Plastics Europe), converters (represented by EuPC) and machine manufacturers (represented by EUROMAP). France is one of the main actors in Europe, along with Italy and UK. It ranks after Germany, the primary Western European plastics market, and behind United States and Japan in the rest of the world. For more information and to view the market research report, please go to http://www.buyusainfo.net/docs/x_3875531.pdf.

Canada: Aerospace and Defense Industry

Canada offers one of the most open, accessible and transparent market for U.S. goods and services outside of the United States. As the sixth highest military spending economy in NATO, the Government of Canada (GoC) is a significant purchaser of aerospace, defense and security products. U.S. organizations account for the largest share of military contract awards by the GoC. In fact, Canada trades US\$3.5 billion of defense and security products and technologies annually. For more details, please visit http://www.buyusainfo.net/docs/x_9679227.pdf.

Germany: Automotive Original Equipment – Parts and Systems

U.S. manufacturers of automotive parts and services will find ample opportunities in the German market, if they take into account that Germany abides by strict environmental policies and safety standards. German importers of automotive original equipment and systems are very receptive to U.S. products. The

German automotive industry employs 750,000 employees and, with sales of Euro 290 billion, accounts for 20 percent of Germany's economy and has the highest percentage of exports. For further details on the market research report, please go to http://www.buyusainfo.net/docs/x_7727288.pdf.