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Trading Opportunities for
Developing Countries
Second session
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* The attached country presentation is circulated in the form and language in which it was received.

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Export Programs

A Business Directory of
U.S. Government
Resources

April 1993

TRADE INFORMATION CENTER

The Trade Promotion Coordinating Committee has established a comprehensive information center for U.S. companies seeking information on federal programs and activities that support U.S. exports, including information on overseas markets and industry trends. The center provides detailed information on the resources listed in this directory, including a computerized calendar of U.S. Government-sponsored domestic and overseas trade events. The center's nationwide toll-free number is:

**1-800-USA-TRADE
(1-800-872-8723)**

A special line is available for those who are deaf or hearing-impaired:
TDD 1-800-833-8723

The Trade Promotion Coordinating Committee

Chaired by:

Secretary of Commerce
Ronald H. Brown

Member Agencies:

Department of State
Department of the Treasury
Department of Defense
Department of Interior
Department of Agriculture
Department of Commerce
Department of Labor
Department of Transportation
Department of Energy
Office of Management and Budget
Office of the U.S. Trade Representative
Council of Economic Advisers
Environmental Protection Agency
Small Business Administration
Agency for International Development
Export-Import Bank of the United States
Overseas Private Investment Corporation
U.S. Trade and Development Agency
U.S. Information Agency



Dear Business Executive:

This comprehensive guide, *Export Programs: A Business Directory of U.S. Government Resources*, was developed by the Trade Promotion Coordinating Committee (TPCC) to provide you with information on all U.S. Government export assistance programs. The TPCC is an inter-agency task force comprised of 19 Federal agencies which strives to coordinate the trade promotion activities and services of its members.

A major program of the Committee is the Trade Information Center, which provides detailed information on the listings in this directory and guides individuals through the export process. Since opening in May 1991, the Center has been a valuable resource to businesses nationwide through its toll-free number, 1-800-USA-TRADE.

A strategy of expanded export promotion for American businesses will help rebuild our manufacturing base and organize our economy to compete globally. I encourage you to make full use of Federal export tools such as this directory, and the Trade Information Center, to assist your business overseas and restore America's world-wide economic leadership.

Sincerely,

Ronald H. Brown
Secretary of Commerce

Export Programs

A Business Directory of U.S. Government Resources

The U.S. Government's Trade Promotion Coordinating Committee, an interagency group tasked with the development and coordination of U.S. export promotion programs, prepared this directory. The guide provides the reader with an overview of U.S. Government export assistance programs and contact points for further information and expertise in using these programs.

The U.S. Government has a wealth of resources available to assist U.S. companies develop export strategies. These programs are categorized by specific functions as follows: export counseling; market information and trade leads; overseas activities; domestic activities; financing assistance; and technical assistance. In addition to the categorized listings, an alphabetical index of programs and agencies is provided for quick and easy reference.

The Trade Promotion Coordinating Committee is chaired by the Secretary of Commerce, Ronald H. Brown. Its membership includes the Departments of State, Treasury, Defense, Interior, Agriculture, Labor, Transportation, and Energy, as well as the Office of Management and Budget, Office of the U.S. Trade Representative, Council of Economic Advisers, Environmental Protection Agency, Small Business Administration, Agency for International Development, Export-Import Bank of the United States, Overseas Private Investment Corporation, U.S. Trade and Development Agency, and the U.S. Information Agency.

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TRADE INFORMATION CENTER

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EXPORT COUNSELING

International Trade Administration (ITA) • U.S. Department of Commerce - ITA offers assistance and information to help exporters. ITA units include: (1) domestic and overseas commercial officers, (2) country experts and (3) industry experts. Each unit promotes products and offers services and programs for the U.S. exporting community.

- **U.S. and Foreign Commercial Service (US&FCS)** - To help U.S. firms compete more effectively in the global market place, the US&FCS has a network of trade specialists in 68 U.S. cities and 66 countries worldwide. US&FCS offices provide information on foreign markets, agent/distributor location services, trade leads, and counseling on business opportunities, trade barriers, and prospects abroad.

There are 47 **District Offices** and 21 branch offices in cities throughout the United States and Puerto Rico. Most offices maintain business libraries containing the Commerce Department's latest reports. District office trade specialists can provide the business community with local export counseling and a variety of export programs and services, including the **Export Qualifier Program**. In this program, specialists help firms determine their readiness to export through a computerized program. Specific recommendations are proposed to help strengthen and enhance a company's exporting ability.

Commercial officers in the **Overseas Posts** collect information about trends and barriers to trade in their areas and seek out trade and investment opportunities to benefit U.S. firms. They provide a range of services to potential exporters traveling abroad, such as providing assistance with appointments with key buyers and government officials.

Contact: For the address and phone number of your nearest Department of Commerce District Office, see Appendix, or call 1-800-USA-TRADE.

- **International Economic Policy Country Desk Officers (IEP)** - The Department of Commerce source for information on trade potential for U.S. products in specific countries. Individual IEP country desk officers, plus several regional business information centers, highlight new opportunities for trade and investment. These specialists can look at the needs of an individual firm wishing to sell in a particular country in the full context of that country's economy, trade policies, and political situation. Desk officers collect information on their assigned country's regulations, tariffs, business practices, economic and political developments, trade data, and market size and growth, keeping a current pulse on the potential markets for U.S. products, services, and investments.

Contact: For a specific country desk officer call (202) 482-3022

The following **REGIONAL BUSINESS CENTERS** have been established to respond to the greatly expanded need for information on new opportunities for trade and investment in various areas of the world:

Business Information Service for the Newly Independent States (BISNIS) -

BISNIS provides "one-stop shopping" for U.S. firms interested in doing business in the Newly Independent States (NIS) of the former Soviet Union. Information is available on commercial opportunities in the NIS, sources of financing, up-to-date lists of trade contacts, as well as on U.S. Government programs supporting trade and investment in the region. BISNIS publishes a monthly bulletin containing information on upcoming trade promotion events, updates on U.S. Government programs in the region, and practical advice on doing business in the NIS.

Contact: Business Information Service for the Newly Independent States, (202) 482-4655, FAX (202) 482-8723

Eastern Europe Business Information Center (EEBIC) - The center has a wide range of publications on doing business in Eastern Europe, including: lists of potential partners, investment regulations, priority industry sectors, and notices of upcoming seminars, conferences, and trade promotion events. EEBIC publishes a monthly newsletter, *Eastern Europe Business Bulletin*, and in cooperation with the Agency for International Development publishes the bimonthly *Eastern Europe Looks for Partners* which highlights partnership opportunities for U.S. firms with Eastern European companies. EEBIC also serves as a referral point for programs of voluntary assistance to the region.

Contact: Eastern Europe Business Information Center, (202) 482-2645, FAX (202) 482-4473

Japan Export Information Center (JEIC) - JEIC provides business counseling services and accurate information on exporting to Japan. JEIC is the point of contact for information on business in Japan, market entry alternatives, market information and research, product standards and testing, tariffs, and non-tariff barriers. The center maintains a commercial library and participates in seminars on various aspects of Japanese business.

Contact: Japan Export Information Center, (202) 482-2425, FAX (202) 482-0469

Latin America/Caribbean Business Development Center - In cooperation with the Agency for International Development, this center promotes and facilitates private sector business

development in Latin America and the Caribbean. The center offers U.S. firms a variety of services, including the monthly *LAC Business Bulletin*, the *Andean Trade Preference Act Guidebook*, and other publications, informational seminars, sector studies, trade and investment missions, and individual business counseling.

Contact: Latin America/Caribbean Business Development Center, (202) 482-0841, FAX (202) 482-2218

Single Internal Market 1992 Information Service (SIMIS) - SIMIS serves as the major contact point within the U.S. Government for U.S. business questions on commercial and trade implications of the European Community's single market program. SIMIS maintains a comprehensive database of EC directives and regulations as well as specialized documentation published by the EC Commission, the U.S. government, and the private sector. Services provided by SIMIS include: a basic information packet on EC 1992, *Europe Now* (a quarterly newsletter), sectoral guides to EC legislation, informational seminars, business counseling.

Contact: Single Internal Market Information Service, (202) 482-5276, FAX (202) 482-2155

Office of Multilateral Affairs - OMA serves as a contact point for U.S. multilateral trade policy issues related to the General Agreements on Tariffs and Trade (GATT), the Organization for Economic Cooperation and Development (OECD), the United Nations and other international organizations. OMA is involved in the following trade policy areas: bilateral investment treaties, expropriation, GATT (rules, concessions, negotiations, science and technology agreements, and policy), General System of Preferences (GSP), section 301 and special 301 issues, intellectual property rights, Multilateral Trade Negotiations (MTN) including the Uruguay Round, trade and the environment, and related trade policy initiatives.

Contact: Louis Murphy, Director, (202) 482-0603, FAX (202) 482-5939

• **Trade Development Industry Officers (TD)** - Industry specialists work with manufacturing and service industry associations and firms to identify trade opportunities and obstacles by product or service, industry sector, and market. They also develop export marketing plans and programs. To assist U.S. businesses in their export efforts, industry experts conduct executive trade missions, trade fairs, marketing seminars, and business counseling. Industry specialists are organized into four major sectors:

- Technology & Aerospace Industries
- Basic Industries
- Textiles, Apparel & Consumer Goods Industries
- Service Industries & Finance

In addition to the major industry sectors, cross-sectoral units provide statistical data and analyses useful in export development and coordinate TD's overall export promotion efforts:

- Office of Trade & Economic Analysis
- Office of Export Promotion Coordination

Contacts: For further information on services provided by industry trade specialists, call (202) 482-1461, FAX (202) 482-5697

Office of Export Trading Company Affairs - The office (1) promotes the formation and use of export trading companies and export management companies, (2) offers information and counseling to businesses and trade associations regarding the U.S. export intermediary industry, and (3) administers the **Export Trade Certificate of Review** program which provides limited antitrust protection to U.S. firms for joint export activities. The office also manages *The Export Yellow Pages*, a directory of U.S. suppliers, banks, service organizations, and export trading companies. To register your company in this free directory, contact your local ITA district office.

Contact: George Muller, Office of Export Trading Company Affairs, (202) 482-5131, FAX (202) 482-1790

Multilateral Development Bank (MDB)

Liaison Team - The MDB Team keeps U.S. engineers, equipment manufacturers, and consultants aware of opportunities arising from MDB project lending to developing countries. The Team counsels firms, retrieves project information, maintains outreach efforts, advises on procurement disputes, and reviews procurement policies at the various MDBs.

Contacts: Commerce contact for World Bank, Janice Mazur, (202) 482-4332; for Inter-American Development Bank, Michelle Miller, (202) 482-1246; for African Development Bank, Barbara White, (202) 482-4160; for Asian Development Bank, Mary Alice Healey, (202) 482-4333; FAX for all contacts, (202) 482-4775

Office of Multilateral Development Bank Operations • ITA/U.S. Department of Commerce

- MBDO of the US&FCS provides management oversight to the procurement liaison officers located at the Asian and African Development Banks and the European Bank for Reconstruction and Development. The office also counsels U.S. firms, ensures project information is available on a timely basis, and organizes and develops outreach programs throughout the U.S. The development banks assist in financing social and economic infrastructure and privatization projects in developing countries. The liaison officers located in Manila, Abidjan, and London are dedicated to the identification of these projects at the earliest stage possible, in-depth counseling of U.S. firms on bank opportunities, and advocacy of behalf of U.S. firms.

Contacts: Office of MDBO, Brenda Ebeling, (202) 482-3399, FAX (202) 482-5179; for African Development Bank, Catherine Houghton,

(225) 21-46-16, FAX (225) 22-24-37; for Asian Development Bank, Janet Thomas, (632) 813-3248, FAX (632) 816-7684; and European Bank for Reconstruction and Development, Tom Kelsey (44) 71-338-6569, FAX (44) 71-338-6487

Japan Untied Overseas Development Assistance Program - This program is a central source for information about how to access procurement through Japan's foreign aid program. In 1990, developing countries benefitted from approximately \$10 billion in Japanese foreign aid, which includes grant aid, "soft loans," and technical cooperation. About \$5 billion was available for procurement by U.S. suppliers.

Contact: Robert Lurensky, Office of Energy, Environment, and Infrastructure (Trade Development), (202) 482-4002, FAX (202) 482-0316; Elizabeth Johns, Office of Japan (International Economic Policy), (202) 482-4527, FAX (202) 482-0469

Bureau of Export Administration • U.S. Department of Commerce - BXA is responsible for control of exports for reasons of national security, foreign policy, and short supply. Licenses on controlled exports are issued, and seminars on U.S. export regulations are held domestically and overseas.

Export license applications may be submitted and issued through computer via the **Export License Application and Information Network (ELAIN)**. The **System for Tracking Export License Application (STELA)** provides instant status updates on license applications by use of a touch-tone telephone.

The Export Licensing Voice Information System (ELVIS) is an automated attendant that offers a range of licensing information and emergency handling procedures. Callers may order forms and publications or subscribe to the *Office of Export Licensing (OEL) Insider Newsletter*, which provides regulatory updates.

While using ELVIS, a caller has the option to speak to a consultant.

Contacts: Iain Baird, Office of Export Licensing, (202) 482-8536, FAX (202) 482-3322; ELAIN (202) 482-4811; STELA (202) 482-2752; ELVIS (202) 482-4811

National Marine Fisheries Service • National Oceanic and Atmospheric Administration/ U.S. Department of Commerce - NMFS specialists work with fishing industry representatives and organizations to facilitate access to foreign markets. In cooperation with the U.S. and Foreign Commercial Service, NMFS assists exporters seeking to find and explore new export opportunities for fish and fish products, especially to the Japanese and European markets. It also provides inspection services for fishery exports and issues U.S. Government certification.

Contacts: Office of Trade and Industry Services, Fisheries Promotion and Trade Matters, Prudence Fox, (301) 713-2379, FAX (301) 588-4853; Inspection Services Division, Richard Cano, (301) 713-2355, FAX (301) 588-4853

Regional Bureaus • U.S. Department of State Country desk officers in regional bureaus maintain regular contact with overseas diplomatic missions and provide country specific economic and political analysis for U.S. companies. There are the Bureaus of African, Inter-American, European, Near East and South Asian, and East Asian and Pacific Affairs.

Contact: State Operator, (202) 647-4000

Bureau of Economic and Business Affairs • U.S. Department of State - The Bureau formulates and implements policies regarding foreign economic matters and international trade promotion and business services. It works (1) with the Business Council for International Understanding to arrange business briefings for senior diplomats, (2) with the Executive Council on Foreign Diplomats to arrange briefings by State officials for business and to place

U.S. Foreign Service Officers in long term assignments in U.S. industry, and (3) with other business groups.

Contact: Al White, Director, Office of Commercial, Legislative and Public Affairs, (202) 647-1942, FAX (202) 647-5713

Bureau of International Communications and Information Policy • U.S. Department of State -

This Bureau aims to enhance the competitiveness of the U.S. communications industry and to secure global market access for U.S. providers and users of telecommunications, broadcasting equipment, and services.

Contact: Doreen McGirr, Office of Development and Satellites, (202) 647-5231, FAX (202) 647-0158

Foreign Agricultural Service • U.S. Department of Agriculture -

The FAS maintains 15 overseas agricultural trade offices to help exporters of U.S. farm and forest products in key overseas markets. The facilities vary depending on local conditions, but may include a trade library, conference rooms, office space, and kitchens for preparing product samples.

Contact: AgExport Services Division, (202) 720-6343, FAX (202) 690-4374

U.S. Trade Assistance and Promotion Office (TAPO) • U.S. Department of Agriculture -

TAPO is a single contact point within FAS for agricultural exporters seeking foreign market information.

The office also counsels firms who believe they have been injured by unfair trade practices.

Contact: Homer Sabatini, TAPO, (202) 720-7420, FAX (202) 690-4374

Agricultural Research Service • U.S. Department of Agriculture -

Provides exporters with information, research, and consultations on a wide array of topics, including shipping, storage, insect control, pesticide residues, and market disorders.

Contact: Richard Soper, International Activities, (301) 504-5605, FAX (301) 504-5298

Agricultural Cooperative Service • U.S. Department of Agriculture -

Researches export opportunities for U.S. farmer cooperatives and advises on strategies for exporting.

Contact: Tracey Kennedy, International Trade Program, (202) 690-1428, FAX (202) 720-4641

Committee on Renewable Energy Commerce and Trade • U.S. Department of Energy -

Established in 1983, CORECT is an interagency working group of 14 Federal agencies, administered by DOE, which coordinates federal programs to assist export efforts of renewable energy and energy efficiency industries. CORECT assistance to industry deals primarily with issues related to technical competitiveness, market development, and federal financing assistance.

Contact: Thomas Hall, Office of Conservation and Renewable Energy, (202) 586-8302, FAX (202) 586-8134

Export Assistance Initiative • U.S. Department of Energy -

DOE export-related activities help to (1) identify overseas opportunities and discriminatory trade barriers, (2) evaluate U.S. laws and regulations which may restrict trade, (3) identify financing alternatives, and (4) work with other U.S. Government agencies in export promotion.

Contact: George Helland, Office of Export Assistance, (202) 586-0153, FAX (202) 586-3047

Office of the U.S. Trade Representative -

USTR staff can provide publications to exporters confronted by foreign barriers to trade and unfair trade practices. Offices are organized according to sectoral responsibilities.

Contacts: Suzanne Early, Agricultural Affairs, (202) 395-6127; Don Eiss, Office of Industry, (202) 395-5656; Harry Broadman, Investment, Science and Technology, (202) 395-3606; Douglas Selin, Investment, (202) 395-7271; Emery Simon, Intellectual Property, (202) 395-6864; Dick Self, Services, (202) 395-4510; Caroyl Miller, Office of Textiles, (202) 395-3026; FAX for all offices (202) 395-3911

Office of the General Counsel • Office of the U.S. Trade Representative - USTR is responsible for administering trade cases that provide relief from unfair trade practices under Section 301 of the Trade Act of 1974. Individual exporters should contact USTR concerning procedures for filing a complaint.

Contact: Jeane Davidson, Office of the General Counsel, (202) 395-3432, FAX (202) 395-3639

Export Legal Assistance Network • Small Business Administration - ELAN is a nationwide group of attorneys with experience in international trade who provide free initial consultations to small businesses on export-related matters.

Contact: For the address and phone number of your nearest Small Business Administration District Office, call 1-800-U-ASK-SBA. Judd Kessler, National Coordinator, ELAN, (202) 778-3080, FAX (202) 778-3063

Office of Minority Small Business and Capital Ownership Development • Small Business Administration - One mission of the office is to encourage minority small business participation in international trade through its 7(j) Management and Technical Assistance Program. SBA contracts for the services of professional management firms to provide management assistance and international trade-related services to eligible small businesses.

Contact: Martin Gold, Division of Management and Technical Assistance, (202) 205-6420, FAX (202) 205-7549

Small Business Institutes • Small Business Administration - All SBIs provide in-depth management counseling to eligible small businesses. Some SBIs provide international trade counseling, depending on local needs and program strengths.

Contact a Business Development Officer at your local SBA District Office. For the address and phone number of your SBA District Office, call 1-800-U-ASK-SBA. John Bevriss, Office of Business Development, (202) 205-6665, FAX (202) 205-7416

Minority Resource Center • Office of Small and Disadvantaged Business Utilization/ Agency for International Development - Focuses on increasing the participation of U.S. small businesses and disadvantaged enterprises in A.I.D. development assistance activities by providing individual counseling on how to market and do business with A.I.D.; sponsoring conferences and seminars on how to do business with A.I.D.; maintaining the **A.I.D. Consultant Registry Information System (ACRIS)**; and coordinating the **A.I.D. Procurement Information Access System (PIAS)**, a facet of the U.S. Department of Commerce's Economic Bulletin Board, that identifies export opportunities for U.S. entities.

Contact: Ivan Ashley, Office of Small and Disadvantaged Business, (703) 875-1551, FAX (703) 875-1862

Trade and Investment Services • Bureau for Private Enterprise/Agency for International Development - Under the TIS program, PRE engages the resources of the **International Executive Service Corps (IESC)** to support, worldwide, a range of industry-specific trade and investment services designed to link businesses in the U.S., developing countries, and the emerging democracies. TIS activities are designed to assist in the expansion of U.S. and developing country business through development of joint and co-ventures, including the sale or licensing of U.S. equipment and technology, long-term sales and co-production agreements.

Contact: Ed Wise, Office of International Business Development, (202) 663-2680, FAX (202) 663-2670

Services for Small Business • Export-Import Bank

- Eximbank offers briefing programs which are available to the small business community, including regular seminars and group briefings held both within the bank and around the country. To encourage small businesses to sell overseas, Eximbank offers a special toll-free Hotline to provide information on the availability and use of export credit insurance, guarantees, and loans extended to finance the sale of U.S. goods and services abroad. A West Coast office has been set up to bring the bank's programs closer to small exporters in Alaska, Arizona, California, Hawaii, Idaho, Nevada, Oregon, and Washington.

Contacts: Hotline: 1-800-424-5201; Eximbank West Coast Office, 11000 Wilshire Boulevard, Suite 9103, Los Angeles, CA 90024, Contact in West Coast: Art Obester (310) 575-7425, FAX (310) 575-7428

City-State Program • Export-Import Bank -

Eximbank works with state and local government agencies to offer export counseling and financial assistance to the businesses in their jurisdictions. Cooperative programs currently operate in more than 20 states and regions and the commonwealth of Puerto Rico.

Contact: Joyce Papes, Marketing Officer, (202) 566-4490, FAX (202) 566-7524

Hotline • Overseas Private Investment Corporation

- The OPIC Hotline responds to all preliminary inquiries or initial requests for information regarding OPIC's programs and services.

Contact: 1-800-424-OPIC, (202) 336-8799

Investor Services • Overseas Private Investment Corporation

- Investor Services is an OPIC initiative designed to assist small and medium-sized U.S. firms, as well as new-to-market companies, with their overseas

investment planning and implementation needs. Fee-based services provide counseling to American firms on business plan development, project structuring, joint venture partner identification, and location of project financing sources.

Contact: Dan Riordan, Investor Services, (202) 336-8620, FAX (202) 408-5145

State and Local Catalyst Programs • Trade and Development Agency - TDA continues its program of working with state governments and other local entities through an agreement with the National Association of State Development Agencies.

Contact: Barbara Bradford, (703) 875-4357, FAX (703) 875-4009

MARKET INFORMATION AND TRADE LEADS

Economic Bulletin Board • U.S. Department of Commerce - The EBB, a personal computer-based electronic bulletin board, is your online source for trade leads as well as for the latest statistical releases from the Bureau of the Census, the Bureau of Economic Analysis, the Bureau of Labor Statistics, the Federal Reserve Board, and other federal agencies.

Subscribers to the 300/1200/2400 bps EBB pay an annual registration fee of \$35, which includes a \$12 credit for access time to the system. Continued access is billed quarterly at \$0.20 per minute between 8 a.m. and 12 noon EST, \$0.15 per minute between noon and 6 p.m. EST, and \$0.05 per minute at all other times and on weekends and holidays. Subscribers to the 9600 bps EBB pay an annual registration fee of \$100, and all access time is billed quarterly at \$0.50 per minute at all times.

Contact: EBB Staff, (202) 482-1986, FAX (202) 482-2164; or try the EBB as a guest user by dialing (202) 482-3870 with your personal computer and modem (8 bit words, no parity, 1 stop bit)

The Economic Bulletin Board/Fax • U.S. Department of Commerce - Use your FAX machine to receive trade leads and the latest trade and economic information from the federal government. No subscription fees are required. Access EBB/FAX by dialing 1-900-RUN-A-FAX (1-900-786-2329) from your fax machine. The charge is \$0.65 per minute.

Contact: EBB/FAX, (202) 482-1986, FAX (202) 482-2164

National Trade Data Bank • U.S. Department of Commerce - The NTDB is a "one-stop" source for export promotion and international trade data collected by 17 U.S. Government agencies. Updated each month and released on two CD-ROM, the NTDB enables a user with an IBM-compatible personal computer equipped with a CD-ROM reader to access over 100,000 trade-related documents.

The NTDB contains (1) the latest Census data on U.S. imports and exports by commodity and country; (2) the complete *CIA World Factbook*; (3) current market research reports compiled by the U.S. and Foreign Commercial Service; (4) the complete Foreign Traders Index, which contains over 45,000 names and addresses of individuals and firms abroad interested in importing U.S. products; and (5) many other data series.

The NTDB is available at over 800 federal depository libraries nationwide.

The NTDB can be purchased for \$35 per monthly issue or \$360 for a 12-month subscription.

Contact: For the address and phone number of your nearest Department of Commerce District Office, see Appendix, or call 1-800-USA-TRADE for a listing of local federal depository libraries equipped with the NTDB. For ordering and other specific information, call NTDB Staff (202) 482-1986, FAX (202) 482-2164

Agent/Distributor Service • ITA/U.S. Department of Commerce - A customized search helps identify agents, distributors, and foreign representatives for U.S. firms based on the foreign companies' examination of U.S. product literature. A fee of \$250 per country is charged.

Contact: For the address and phone number of your nearest Department of Commerce District Office, see Appendix, or call 1-800-USA-TRADE.

Customized Sales Survey • ITA/U.S. Department of Commerce - A custom-tailored research service provides firms with specific information on marketing and foreign representation for their individual products in selected countries. Interviews or surveys are conducted to determine overall marketability of the product, key competitors, price of comparable products, customary distribution and promotion practices, trade barriers, possible business partners, and applicable trade events. Fees for CSS surveys vary from \$500 to \$4,000 per country.

Contact: For the address and phone number of your nearest Department of Commerce District Office, see Appendix, or call 1-800-USA-TRADE.

World Traders Data Report • ITA/U.S. Department of Commerce - A service for checking the reputation, reliability, and financial status of a prospective trading partner. For \$100, an exporter can obtain this information, along with a recommendation from commercial officers at the U.S. Embassy as to the suitability of the company as a trading partner.

Contact: For the address and phone number of your nearest Department of Commerce District Office, see Appendix, or call 1-800-USA-TRADE.

Gold Key Service • ITA/U.S. Department of Commerce - Offered by many U.S. and Foreign Commercial Service overseas posts, this is a custom-tailored service for U.S. firms planning to visit a country. It combines market research, assistance in developing sound market strategy, orientation briefings, introductions to potential partners, interpreter for meetings, and effective follow-up planning. The fee varies.

Contact: For the address and phone number of your nearest Department of Commerce District Office, see Appendix, or call 1-800-USA-TRADE.

Trade Opportunities Program • ITA/U.S. Department of Commerce - TOP provides companies with current sales leads from international firms seeking to buy or represent their products or services. TOP leads are printed daily in leading commercial newspapers and are also distributed electronically via the Department of Commerce Economic Bulletin Board. There is a nominal annual fee and connect time charge.

Contacts: For the address and phone number of your nearest Department of Commerce District Office, see Appendix, or call 1-800-USA-TRADE; for the Department of Commerce Economic Bulletin Board, call (202) 482-1986, FAX (202) 482-2164

Export Contact List Service • ITA/U.S. Department of Commerce - This database retrieval

service provides U.S. exporters with names, addresses, products, sizes, and other relevant information on foreign firms interested in importing U.S. goods and services. Similar information on U.S. exporters is also provided to foreign firms seeking U.S. suppliers. Names are collected and maintained by Commerce district offices and commercial officers at foreign posts.

Contact: For the address and phone number of your nearest Department of Commerce District Office, see Appendix, or call 1-800-USA-TRADE.

Business America • ITA/U.S. Department of Commerce - This principle Commerce Department publication presents domestic and international business news. Each biweekly issue includes a "how to" article for new exporters, a discussion of U.S. trade policy, news of government actions that may affect trade, and a calendar of upcoming trade shows, exhibitions, fairs, and seminars. An annual subscription is \$61.

Contact: Doug Carroll, ITA Office of Public Affairs, (202) 482-3251, FAX (202) 482-5819. Subscriptions: U.S. Government Printing Office (Stock #703-011-00000-4-W), (202) 783-3238

Commercial News USA • ITA/U.S. Department of Commerce - The 10-times yearly catalog-magazine is published by the U.S. and Foreign Commercial Service to promote U.S. products and services to overseas markets. *Commercial News USA* is disseminated in paper copy to 125,000 business readers via U.S. embassies and consulates in 141 countries, and to more than 650,000 private-sector and foreign government Electronic Bulletin Board users in 18 countries. Selected portions are also reprinted in newsletters that are tailored in content and language to the individual country and distributed to potential buyers, agents, American Chambers of Commerce abroad, and other multipliers. U.S. firms can have their products or services highlighted for a fee that varies by the size of the listing.

Contact: For the address and phone number of your nearest Department of Commerce

District Office, see Appendix, or call *Commercial News USA* at (202) 482-4918, FAX (202) 482-5362

Major Projects Branch • ITA/U.S. Department of Commerce - MPB (1) coordinates government assistance and helps U.S. firms to compete for major infrastructure and industrial projects overseas, (2) identifies upcoming projects and develops specific information about them, (3) monitors developments in specific industrial sectors, (4) provides one-on-one business counseling, and (5) offers guidance on appropriate market business contacts, contract bidding procedures, and strategies. MPB's Major Projects Reference Room, Rm. 2014-B at the U.S. Department of Commerce, is a one-stop shopping center for project information from around the world. U.S. firms can review U.S. and Foreign Commercial Service project reports, appraisal reports produced by the multilateral development banks (MDB), literature on MDB project cycles, sample bidding documents, and country development plans.

Contact: Project Managers, (202) 482-5226, FAX (202) 482-3954

International Data Base • Bureau of the Census/U.S. Department of Commerce - The **Center for International Research** compiles and maintains up-to-date global demographic and social information for all countries in its **International Data Base (IDB)**, which is available to U.S. companies seeking to identify potential markets overseas. A computer tape of information in the IDB can be purchased for \$175. Printed tables on selected subjects for selected countries can be purchased for a minimum charge of \$75.

Contact: Peter Johnson, Systems Analysis and Programming Staff, (301) 763-4811, FAX (301) 763-7610

U.S. Travel and Tourism Administration • U.S. Department of Commerce - USTTA promotes export earnings through trade in tourism. USTTA (1) stimulates demand internationally for travel to the United States, (2) coordinates marketing projects and programs with U.S. and international travel interests,

(3) encourages and facilitates promotion in international travel markets by U.S. travel industry principles, (4) works to increase the number of new-to-market travel businesses participating in the export market, (5) generates cooperative marketing opportunities for private industry and regional, state, and local governments,

(6) researches and provides timely and pertinent data, (7) carries on training programs in international marketing for U.S. professionals, and (8) works to remove government-imposed travel barriers.

Contact: Ed Shedlick, Director, Public Sector Relations, (202) 482-4904, FAX (202) 482-2887

Agriculture Trade and Marketing Information Centers • U.S. Department of Agriculture - These centers, part of the **National Agricultural Library**, help locate relevant material from their large collection of trade and marketing information and provide copies of research and data from their **AGRICOLA** database.

Contact: Mary Lassanyi, Agriculture Trade and Marketing Information Center, (301) 504-5414 or (301) 504-5509, FAX (301) 504-5472

Economic Research Service • U.S. Department of Agriculture - ERS staff provides economic data, models, and research information on agricultural economies, agricultural policies of foreign countries, and bilateral agricultural trade and development relationships. ERS maintains files on (1) the production and marketing of major commodities, (2) pricing data, (3) use, development, and conservation of natural resources, and (4) overseas performance of the U.S. agricultural industry. It also publishes regional agriculture and trade reports, commodity outlook circulars, and a variety of research publications on country-specific issues.

Contact: Bob Robinson, Director, Agriculture and Trade Analysis Division, (202) 219-0700, FAX (202) 219-0759

Country Market Profiles • U.S. Department of Agriculture - Country Market Profiles are

country-specific 2-4 page descriptions of 40 overseas markets for high value agricultural products. They provide market overviews, market trends, and information on U.S. market positions, competition, and general labeling and licensing requirements.

Contact: Sandy Johnson, FAS Information Division, Publications Branch (202) 720-7937, FAX (202) 720-3229

AgExport Connections • U.S. Department of Agriculture - The **AgExport Action Kit** provides information which can help put U.S. exporters in touch quickly and directly with foreign importers of food and agricultural products. To receive a free copy of the Action Kit, FAX your request to the number listed below.

There are four specific services of AgExport Connections:

- **Trade Leads** are inquiries from foreign buyers sent daily to USDA by the Foreign Agricultural Service's 80 overseas offices. They are made available daily on electronic bulletin boards, several times a week in the *Journal of Commerce*, weekly on the **AgExport FAX polling system**, and weekly in the *AgExport Trade Leads Bulletin*. Fees vary.
- **Buyer Alert** is a weekly overseas newsletter which can introduce your food and agricultural products to foreign buyers at no charge. *Buyer Alert* is electronically transmitted from Washington to Foreign Agricultural Service (FAS) attachés and trade officers, who distribute it within their countries of responsibility.
- **Foreign Buyer Lists** may be used to match products to prospective buyers worldwide. The database contains over 18,000 foreign firms covering 70 countries and over 235 food and agricultural commodities. Lists are processed by either specific commodity or specific country and cost \$15 each.
- **U.S. Supplier Lists** may be used to source food and agricultural products for export. Over 6,500 names comprise this database, which is also distributed worldwide to FAS overseas offices. Listings are available by commodity and cost \$15 each.

Contact: David Salmon, AgExport Connections, (202) 690-3424, FAX (202) 690-4374

Computerized Information Delivery Service • U.S. Department of Agriculture - CIDS provides instant access to USDA reports and news releases, making time sensitive agricultural information available to any location within seconds of release. For a fee, CIDS provides information on trade leads, market reports, economic outlooks, and certain statistics.

Contact: Russell Forte, (202) 720-5505, FAX (202) 720-0324

Foreign Labor Trends • U.S. Department of Labor - Foreign Labor Trends are a series of reports, issued annually, that describe and analyze labor trends in more than 70 foreign countries. The reports, which are prepared by the American Embassy in each country, cover labor-management relations, trade unions, employment and unemployment, wages and working conditions, labor and government, international labor activities, and other significant developments. A list of key labor indicators is also included.

Contact: Harold Davey, Office of Foreign Relations, (202) 219-6257, FAX (202) 219-9613

Coal and Technology Export Program • U.S. Department of Energy - This program promotes the export of U.S. clean coal equipment and services by acting as an information source on coal and coal technologies.

Contact: Peter Cover, Office of Fossil Energy, (202) 586-7297, FAX (202) 586-1188

Export Information System • Small Business Administration - XIS data reports provide specific product or service information on the top 25 world markets and market growth trends for the past five years.

Contact: Gerry Chiaruttini, Office of International Trade, (202) 205-6720, FAX (202) 205-7272

Center for Trade and Investment Services • Bureau for Private Enterprise/Agency for International Development - CTIS is the focal point in AID for the collection and dissemination of information on the Agency's programs and

activities that support international private enterprise in the developing countries where AID operates. CTIS is a full service, comprehensive "one-stop-shop" for information about AID's trade and investment programs and business opportunities in countries served by AID. The Center's objective is to further economic development abroad by facilitating increased business activity between the private sectors of AID-assisted countries and the U.S. Currently, AID has offices in over 80 countries in Asia, Africa, Latin America and the Caribbean, the Near East, the emerging democracies in Eastern Europe and in the Newly Independent States of the former Soviet Union.

Contact: CTIS staff, 1-800-USAID-4-U, (202) 663-2660, FAX (202) 663-2670

Investor Information Service • Overseas Private Investment Corporation - This information clearinghouse provides "one-stop shopping" for basic economic, business and political information and data from a variety of sources on some 120 developing countries and 16 geographic regions. This service is available for purchase in country and region specific kits.

Contact: Suzette Waddington, Investor Services, (202) 336-8662, FAX (202) 408-5145

Opportunity Bank • Overseas Private Investment Corporation - This computer data system matches a U.S. investor's interest with specific overseas investment opportunities. A modest fee is charged for matching requests. It is also available through Lexis/Nexis, a private sector online source for legal and business information as well as other news.

Contact: Suzette Waddington, Investor Services, (202) 336-8662, FAX (202) 408-5145

Export and Import Trade Data Base • Bureau of the Census/U.S. Department of Commerce - Maintains worldwide export and import statistics tracked by mode of transportation and port of entry or exit. Various levels of classification including the Harmonized System of Commodity Classification, Standard International Trade Classification, Standard Industrial Classification Based Codes, and End-Use Classification are available. Customized tabulations and reports

can be prepared to user specifications. Prices begin at \$25 and vary depending upon user requirements and job size.

Contact: Trade Data Services Branch,
(301) 763-7754

OVERSEAS ACTIVITIES

Trade Fairs and Exhibitions • ITA/U.S. Department of Commerce - About 80 worldwide events are selected annually for recruitment by the Commerce Department or by the private sector under Commerce's Certification Program. Exhibitors receive pre- and post-event logistical and transportation support, design and management of the USA pavilion, and extensive overseas market promotional campaigns to attract appropriate business audiences.

For further information on trade fairs and exhibitions, call 1-800-USA-TRADE.

Trade Missions • ITA/U.S. Department of Commerce - Focusing on one industry or service sector, trade missions provide participants with detailed marketing information, advanced planning and publicity, logistical support, and pre-arranged appointments with potential buyers, government officials, and others. Participants pay between \$2,000-5,000 depending on locations and number of countries visited. The missions usually consist of 5-12 U.S. business executives.

For further information on trade missions call 1-800-USA-TRADE.

Matchmaker Trade Delegations • ITA/U.S. Department of Commerce - These Commerce-recruited and planned missions are designed to introduce new-to-export or new-to-market businesses to prospective representatives and distributors overseas. This is followed by an intensive trip filled with meetings with prospective clients and in-depth briefings on the economic and business climate of the countries visited. Trade specialists from the Department of Commerce evaluate the potential of a firm's product in the target markets, find and screen contacts, and handle logistics.

Contact: Judy Riendeau, Export Promotion Services, (202) 482-3119, FAX (202) 482-0178

Certified Trade Mission Program • ITA/U.S. Department of Commerce - These are over-

seas events planned, organized, and led by both Federal agencies and non-Federal export promotion organizations (such as industry trade associations, agencies of state and local governments, chambers of commerce, regional groups, and other export-oriented groups), under the sponsorship of the U.S. Department of Commerce. This program provides a flexible and adaptable format in which to conduct business overseas, and may include individual business appointments tailored to each mission member's needs, plant and factory tours, or possibly a seminar format for technical products. The program office provides guidance and support to participating groups and coordinates communications with the commercial sections of U.S. Embassies and Consulates regarding the mission's purpose, itinerary and budget.

Contact: Anita Blackman, Export Promotion Services, (202) 482-4908, FAX (202) 482-0115

Multi-State Trade Days Program • ITA/U.S. Department of Commerce - A program designed to promote the export interests of U.S. companies in markets where doing business via trade missions and product literature displays has proven effective. A low-cost, simple trade promotion vehicle, coordinated through state economic development agencies, the program typically assists small-and medium-sized infrequent exporters in making sales and establishing market representation in fast growing markets. State-recruited companies provide a state representative (who will physically represent them at an event) with product literature and other appropriate promotional materials, and identifies the kinds of business relationships they are seeking from foreign contacts.

Contact: Anita Blackman, Export Promotion Services, (202) 482-4908, FAX (202) 482-0115

Catalog Exhibitions • ITA/U.S. Department of Commerce - Whether the company is looking for sales or representation overseas, the catalog exhibitions provide a low-cost, low-risk vehicle to generate leads. Using the resources of U.S.

embassies worldwide, product catalogs and videos are shown by Commerce commercial officers to potential agents, distributors, or buyers in selected world markets.

Contact: James Boney, Export Promotion Services, (202) 482-3973, FAX (202) 482-0115

U.S. Travel and Tourism Administration • U.S. Department of Commerce - To carry out its travel development programs in international markets, USTTA has offices in Toronto, Montreal, Vancouver, Mexico City, Tokyo, Sydney, London, Paris, Frankfurt, Milan, Amsterdam, and Miami (to serve South America). Trade development activities in countries without direct USTTA representation are carried out in cooperation with Visit USA committees, comprised of representatives of the U.S. and international travel industry in those countries.

Contact: Don Wynegar, Deputy Assistant Secretary for Tourism Marketing, (202) 482-4752, FAX (202) 482-2887

U.S. Embassies and Consulates • U.S. and Foreign Commercial Service (US&FCS); Department of State; Foreign Agricultural Service (FAS) - US&FCS Foreign Commercial Service Officers are present in U.S. embassies in 66 leading export markets. They collect information about trends and barriers to trade in their areas and seek out trade and investment opportunities to benefit potential exporters at home and traveling abroad.

Department of State commercial and economic staffs provide political and economic briefings and advice on the business culture and practices of the host country to American firms. Their Foreign Service Officers are responsible for commercial work in 84 embassies and 36 consulates not covered by the US&FCS, and work closely with their US&FCS colleagues worldwide.

The Foreign Agricultural Service maintains 15 overseas agricultural trade offices to assist exporters of U.S. farm and forest products in key overseas markets. The facilities vary

depending on local conditions, but may include a trade library, conference rooms, office space and kitchens for preparing product samples. The Foreign Agricultural Service maintains over 50 other overseas offices to represent the interest of the interest of the U.S. agriculture. Most of these offices are located in U.S. Embassies.

Contacts: State Department Operator, (202) 647-4000; AgExport Services Division, (202) 720-6343, FAX (202) 690-4374; or call 1-800-USA-TRADE

Trade Shows • U.S. Department of Agriculture - The Foreign Agricultural Service (FAS) sponsors about 15 major shows overseas annually and fills its pavilions on a first-come, first-served basis. The types of events include:

- **International Food Shows** held regularly in leading foreign markets. FAS participates in trade-oriented food and beverage expositions which attract exhibitors and buyers from many foreign countries.
- **Agent Food Exhibits** organized and managed by FAS offices overseas in cooperation with foreign agents of U.S. food companies. The exhibits usually are held in hotels with the agents displaying the complete line of food products of the companies represented.
- **Agricultural and Livestock Shows** held worldwide. FAS offices organize exhibits featuring U.S. breeding stock, livestock genetics, and seeds at national agricultural shows.

Contact: Richard Blabey, Trade Show Office, (202) 720-9423, FAX (202) 690-4374

Investment Missions • Overseas Private Investment Corporation - These events are held in developing countries offering excellent investment opportunities for U.S. firms. The investment missions introduce U.S. business executives to key business leaders, potential joint venture partners, and senior foreign government officials in the host country.

Also, those looking for procurement and trade leads may find these missions helpful.

Contact: Peter Ballinger, Investment Missions, (202) 336-8628, FAX (202) 408-5145 or (202) 408-5155

Investment Missions (Sub-Saharan Africa) • Agency for International Development • Overseas Private Investment Corporation - Focusing on Sub-Saharan Africa, OPIC and AID research and identify solid investment projects in Africa, and seek out American companies for potential joint ventures or business partnerships. AID provides financial support for OPIC to conduct investment missions and feasibility studies in Africa.

Contact: Agency for International Development: Neil Billig, Bureau for Africa, (202) 647-0603, FAX (202) 647-7430; Overseas Private Investment Corporation: David Miller, (202) 336-8631, FAX (202) 408-5145 or (202) 408-5155

Sub-Saharan Africa Export Processing Zone Project • Agency for International Development • Overseas Private Investment Corporation - A jointly funded project between AID and OPIC to establish the first privately owned and operated export processing zone in Sub-Saharan Africa.

Contact: Neil Billig, Office of New Initiatives, (202) 647-0603, FAX (202) 647-7430

"Doing Business" Television Program • U.S. Information Agency - This half-hour long monthly televised business program is sent by satellite to more than one hundred countries highlighting innovation and excellence in U.S. business. The program consists of segments on new products, services, and processes of interest to overseas buyers and promising research.

Contact: Paul Vamvas, Worldnet Television, (202) 501-8450, FAX (202) 501-6689

DOMESTIC ACTIVITIES

Foreign Buyer Program • ITA/U.S. Department of Commerce - FBP supports major domestic trade shows featuring products and services of U.S. industries with high export potential. U.S. and Foreign Commercial Service officers worldwide recruit qualified foreign buyers to attend the shows. The shows are extensively publicized through embassy and regional commercial newsletters, catalog-magazines, foreign trade associations, chambers of commerce, travel agents, government agencies, corporations, import agents, and equipment distributors in targeted markets. An **International Business Center** is sponsored at each foreign buyer show which provides interpreters, multilingual brochures, counseling, and private meeting rooms.

Contact: Bill Crawford, Export Promotion Services, (202) 482-0481, FAX (202) 482-0115

Visitors Program • U.S. Department of Transportation - The Department maintains a foreign visitors program for officials interested in U.S. transportation policy and facilities.

Contacts: Bernestine Allen, International Transportation and Trade, (202) 366-4398, FAX (202) 366-7417; Nancy Uhlmann, Federal Aviation Administration, (202) 267-8186, FAX (202) 267-5306

Office of International Trade • Small Business Administration - OIT works in cooperation with other federal agencies and public- and private-sector groups to encourage small business exports and to assist small businesses seeking to export. The office's outreach efforts include sponsoring and developing "how to" and market-specific publications for exporters. OIT directs and coordinates SBA's export initiatives including the **Export Legal Assistance Network (ELAN)** and the **Export Information System (XIS)**. It also promotes SBA's two loan guarantee programs designed specifically for international trade.

Contact: Office of International Trade, (202) 205-6720, FAX (202) 205-7272

Technical Symposia • Trade and Development Agency - TDA sponsors a variety of technical symposia geared to meet the development needs of foreign countries. Conducted in cooperation with and co-funded by industry and other U.S. Government agencies, these symposia are intended to familiarize foreign governments and industry with U.S. products and services and to encourage U.S. firms to export.

Contact: Carol Stillwell, Information Officer,
(703) 875-4357, FAX (703) 875-4009

Reverse Trade Missions • Trade and Development Agency - Although TDA does not fund traditional trade missions to foreign countries, it may fund visits to the United States by high-level foreign government officials to meet with U.S. Government and industry representatives. These foreign officials represent procurement authorities of specific projects interested in purchasing U.S. equipment and services. The missions are usually co-funded by U.S. industry.

Contact: Carol Stillwell, Information Officer,
(703) 875-4357, FAX (703) 875-4009

International Visitors Program • U.S. Information Agency - Foreign individuals or groups are brought to the United States for about one month. The programs feature visits by business leaders and foreign government officials who have the opportunity to meet with their U.S. Government counterparts and U.S. business executives.

Contact: William Codus, Office of Education/
Voluntary Visitors, (202) 619-5217, FAX (202)
205-0792

FINANCING ASSISTANCE

Export Financing Hotline • Export-Import Bank - Through its special toll-free number, Eximbank encourages U.S.-based businesses to sell their goods and services overseas by offering export credit insurance, pre-export financing through working capital guaranteed loans, and medium and long-term loans and guarantees to overseas buyers.

Contact: 1-800-424-5201, (202) 566-4423 (Alaska, Hawaii, District of Columbia)

Credit Services • Export-Import Bank - Eximbank uses its repayment records to provide credit information for U.S. exporting firms and the commercial banking community. Eximbank can provide information useful in the financing of export sales to a specific country or an individual company abroad. However, Eximbank will not divulge confidential financial data on foreign buyers to whom it has extended credit, nor will it disclose classified or confidential information regarding particular credits or conditions in foreign countries.

Contact: Edward So, (202) 566-4690 or (202) 566-8790, FAX (202) 566-7524

Working Capital Guarantee Program • Export-Import Bank - The program helps small and medium size businesses obtain critical pre-export financing from commercial lenders. Eximbank will guarantee 100 percent of the principal and interest on loans or revolving lines of credit which are extended to eligible exporters. The funds may be used for such pre-export activities as buying raw materials or foreign marketing.

Contact: James Crist, U.S. Division, (202) 566-8819, FAX (202) 566-7524

Export Credit Insurance • Export-Import Bank - Eximbank offers insurance which covers political and commercial risks on export receivables.

- **The New-to-Export Policy** is available to firms just beginning to export or with average annual export credit sales of less than \$2,000,000 for the past two years and

who meet U.S. SBA guidelines for the definition of a small business. The policy offers enhanced coverage and a lower premium than usually found in regular insurance policies.

- **The Umbrella Policy** is available to commercial lenders, state agencies, export trading companies, and similar organizations to insure export receivables of their small business clients.
- **The Bank Letter of Credit Policy** insures commercial banks against loss on irrevocable letters of credit issued by foreign banks for U.S. exporters.
- **The Multi-Buyer Policy** insures all or a reasonable spread of an exporter's short-term or medium-term export credit sales.
- **The Financial Institution Buyer Credit Policy** insures individual short-term export credits extended by financial institutions to foreign buyers.
- **The Short-Term Single-Buyer Policy and the Medium-Term Single-Buyer Policy** allow exporters to insure their receivables against loss due to commercial and specified political risks on a selective basis.
- **Lease Insurance Policies** offer a lessor the opportunity to expand its overseas leasing program by providing comprehensive insurance for both the stream of lease payments and the fair market value of the leased products.

Contact: Robert Charamella, Insurance Division, (202) 566-8955, FAX (202) 566-7524

Guarantee Program • Export-Import Bank - The program provides repayment protection for private sector loans to credit worthy buyers of U.S. capital equipment and services exports. Coverage is available for loans of up to 85 percent of the U.S. export value, with repayment terms of one year or more. Most guarantees provide comprehensive coverage of both political and commercial risks, but political risk only coverage is also available. Eximbank's guarantee is available for fixed or floating rate export loans in dollars or convertible foreign currencies.

Contact: Ken Telesca, Export Finance Group, (202) 566-8187, FAX (202) 566-7524

Loan Program • Export-Import Bank - The program provides competitive, fixed interest rate financing for U.S. export sales of U.S. capital equipment and related services. Eximbank extends direct loans to foreign buyers of U.S. exports and intermediary loans to responsible parties that make loans to foreign buyers. Coverage is available for loans of up to 85 percent of the U.S. export value. For the most part, Eximbank lending rates are the official minimum rates based on U.S. Treasury rates and on fixed spreads agreed on by members of the Organization for Economic Cooperation and Development (OECD) and depend on the repayment period. An OECD matrix rate is available for poorer countries.

Contact: Ken Telesca, Export Finance Group, (202) 566-8187, FAX (202) 566-7524

Lease Guarantees • Export-Import Bank - Eximbank offers lease guarantees for finance and operating leases to foreign entities covering U.S. manufactured goods.

Contact: Arthur Pilzer, Latin America Division, (202) 566-8943, FAX (202) 566-7524

Engineering Multiplier Program • Export-Import Bank - The program stimulates exports of U.S. architectural, industrial design and engineering services. Eximbank will extend loans or guarantees for up to 85 percent of the U.S. export value of services involving projects with the potential of generating U.S. export orders of \$10 million or double the original export contract, whichever is greater. It also will guarantee commercial financing for approved project-related costs in the host country of up to 15 percent of the U.S. export value.

Contact: John Wisniewski, Engineering Division, (202) 566-8802, FAX (202) 566-7524

Operations and Maintenance Contracts Program • Export-Import Bank - The program helps U.S. firms competing for overseas contracts to operate, maintain, and upgrade new or established projects. Eximbank will provide loans or guarantees for up to 85 percent of the U.S. export value of operations and maintenance transactions with repayment terms of up to five years. The contract must provide a long-term benefit to the owner, such as training local personnel

to take over operation or establishing permanent procedures to assure good operation of the project.

Contact: John Wisniewski, Engineering Division, (202) 566-8802, FAX (202) 566-7524

Market Promotion Program • U.S. Department of Agriculture - Authorized by the Food, Agricultural, Conservation and Trade Act of 1990 and administered by USDA's Foreign Agricultural Service, the Market Promotion Program (MPP) promotes a wide variety of U.S. commodities in almost every region of the world. Surplus stocks or funds from the Commodity Credit Corporation are used to partially reimburse agricultural organizations conducting specific foreign market development projects on eligible products in specified countries. Proposals for MPP programs are developed by trade organizations and private firms; they are then submitted to USDA by a deadline specified in the program announcement which is published annually in the Federal Register.

Contact: Sharon McClure, Marketing Operations Staff, (202) 720-4327, FAX (202) 720-8461

Federal International Energy and Trade Development Opportunities Program • U.S. Department of Energy • Agency for International Development • Trade and Development Agency - This interagency program offers financial support to U.S. firms for pre-feasibility studies leading to potential energy trade and development opportunities.

Contact: Peter Cover, Office of Fossil Energy, (202) 586-7297, FAX (202) 586-1188

Small Business Investment Companies • Small Business Administration - Licensed by SBA, firms whose investment strategies include export activities may receive equity capital or term working capital in excess of SBA's \$750,000 statutory limit.

Contact: Claude Cooper, Investment Division, (202) 205-6512, FAX (202) 205-6959

Export Revolving Line of Credit Program • Small Business Administration - The program guarantees loans up to \$750,000, for export-related

purposes, including: (1) pre-export financing of labor and materials used in the manufacture of goods for export, or to purchase goods or services for export, (2) specific expenses related to the penetration and development of foreign markets, and (3) insured accounts receivable generated from sales of goods and services for export. The maximum maturity is generally 12 months but may be renewed twice for a total of 36 months.

Contact: Sheldon Snook, Office of International Trade, (202) 205-6720, FAX (202) 205-7272

International Trade Loan Guarantee Program • Small Business Administration - The program offers loan guarantees of up to \$1 million for facilities and equipment and up to \$250,000 for working capital (1) to small businesses that can significantly expand existing export markets or develop new export markets or (2) to those adversely affected by import competition. Maturities of loans may extend up to 25 years.

Contact: Sheldon Snook, Office of International Trade, (202) 205-6720, FAX (202) 205-7272

7(a) Business Loan Guarantee Program • Small Business Administration - Financing for fixed-asset acquisition or general working capital purposes may be obtained; the program encourages private lenders to make loans of up to \$750,000 to borrowers who could not borrow on reasonable terms, i.e. long-term maturities, not lower interest rates, without government aid.

Contact: Mike Dowd, Office of Financial Assistance, (202) 205-7511, FAX (202) 205-7064

Private-Sector Revolving Fund • Bureau for Private Enterprise/Agency for International Development - PRE will consider loans or guarantees for projects in developing countries that have a substantial developmental impact by (1) sustaining sound environmental development, (2) generating net employment opportunities, (3) earning net foreign exchange, and (4) developing managerial and technical skills, or transferring technologies. Specific replicable programs supporting leasing,

privatization, small business, U.S. exports, franchising, and expansion of financial markets are available. Financing/guarantees are available for up to 50 percent of the total project cost, usually in the range of \$150,000 to \$6,000,000. The maximum term is 10 years.

Contact: Steve Eastham, Office of Investment, (202) 663-2323, FAX (202) 663-2149

Forfait Guarantee Program • Agency for International Development - AID's Forfait Guarantee Program assists exporters in obtaining nonrecourse financing for U.S. exports to AID assisted developing countries. Financing is on a nonrecourse basis when the buyer's notes, endorsed by the buyer's bank, are purchased by the forfait house. The exporter is then responsible only for the quality of the financed export and other obligations, such as installation and maintenance, that the exporter has separately undertaken with the buyer.

Contact: Dan Roberts, Office of Investment, (202) 663-2323, FAX (202) 663-2149

ASEAN Private Investment and Trade Opportunities Project • Agency for International Development - Begun in 1989, this project commits \$13 million of AID funding over several years to expand trade and investment between the U.S. and the Association of Southeast Asian Nations (ASEAN) countries in priority developmental areas such as energy, environmental controls, and agribusiness.

Contact: Dominick D'Antonio, Asian Affairs Office, (202) 647-3261, FAX (202) 647-3517

Philippine Assistance Program (PAP) • Agency for International Development - The program provides \$25 million for pre-feasibility and feasibility studies to promote U.S. trade and investment in the Philippines. PAP seeks to identify suitable major projects that will lead to follow-on business for U.S. exporters and investors.

Contact: Don Clark, Asia/East Asia, (202) 647-4516, FAX (202) 647-3517

The Africa Growth Fund • Agency for International Development • Overseas Private Investment Corporation - An OPIC sponsored capital

fund venture, privately owned and privately managed, makes available equity and equity equivalent investment in Sub-Saharan Africa.

Contact: Jeffrey Dunshee, Equator Bank, (203) 249-7777, FAX (203) 247-8429

Development Funds • Overseas Private Investment Corporation - Five investment funds have been established to promote development in various regions and business sectors; these Growth Funds cover Africa, Asia Pacific, Latin America, and Eastern Europe as well as Environmental Investment.

Contact: Information Officer, Public Affairs, (202) 336-8799, FAX (202) 789-2566

Investment Insurance • Overseas Private Investment Corporation - OPIC offers a number of programs to insure U.S. investments in friendly, less developed countries against the risks of (1) political violence toward assets and business income, (2) expropriation, and (3) inconvertibility of local currency. Coverage is available for new investments, expansion or modernization of existing plants, and additional working capital needs. OPIC will insure 90 percent of the investment. Special programs are also available for contractors, exporters, and lessors.

Contact: Information Officer, Public Affairs, (202) 336-8799, FAX (202) 789-2566

Finance Programs • Overseas Private Investment Corporation - Medium- to long-term financing for overseas investment projects is made available through loan guarantees and direct loans. Direct loans generally range from \$500,000 to \$6 million and are reserved exclusively for projects significantly involving U.S. "small businesses" or cooperatives. Guarantees from \$2 million to \$50 million are available for projects sponsored by any U.S. company, regardless of size. OPIC's financing commitment may range up to 50 percent of total project costs for new ventures and up to 75 percent for expansion of existing successful operations, with final maturities of five to 12 years or more. A special small contractor's guarantee program is also available.

Contact: Information Officer, Public Affairs, (202) 336-8799, FAX (202) 789-2566

Lease Financing Program • Overseas Private Investment Corporation - The program offers loans and guarantees to foreign leasing companies in which there is a significant U.S. private business interest. Terms of the guarantees are typically from four to seven years.

Contact: Information Officer, Public Affairs, (202) 336-8799, FAX (202) 789-2566

Small Contractor's Guarantee Program • Overseas Private Investment Corporation - The program will guarantee an eligible financial institution for up to 75 percent of an on demand standby letter of credit or other form of payment guarantee issued on behalf of a small business construction or service contractor.

Contact: Information Officer, Public Affairs, (202) 336-8799, FAX (202) 789-2566

Feasibility Studies • Trade and Development Agency - A primary activity of TDA is the grant funding of feasibility studies, consultancies, and other project planning services for major projects in developing countries. The studies are conducted by U.S. private sector firms and represent a wide range of host government high priority sectors including: agribusiness, educational technology, electronics, energy, minerals development, telecommunications, transportation, and waste management. TDA's participation usually ranges from \$150,000 to \$750,000 for public-sector projects. Applications for feasibility studies are accepted with host government endorsement.

Contact: Ask for Regional Director for the country in which the study will take place, (703) 875-4357, FAX (703) 875-4009

Technical Assistance Grants • Trade and Development Agency - TDA funds activities designed to bring U.S. technical assistance to bear on a variety of projects.

Contact: Carol Stillwell, (703) 875-4357, FAX (703) 875-4009

Grants to Multilateral Development Banks • Trade and Development Agency - In recent years, TDA has established grants at the World Bank and other multilateral development banks (MDBs). These MDBs use TDA funds to hire U.S. consultants for projects being considered for financing by the

multilateral banks. Other donor countries have established similar funds to ensure that multilateral bank-funded projects use technical specifications and standards that favor or at least do not discriminate against their companies. TDA funds are directed for the same purpose, and TDA exercises its right to veto projects that are unlikely to benefit the U.S. economy.

Contact: Barbara Bradford, (703) 875-4357, FAX (703) 875-4009

Training Grants • Trade and Development Agency - TDA provides grants to train workers and technicians in modern technologies and equipment where such assistance can improve opportunities for U.S. exporters.

Contact: Carol Stillwell, (703) 875-4357, FAX (703) 875-4009

TECHNICAL ASSISTANCE

District Export Councils • ITA/U.S. Department of Commerce - Working alongside Commerce District Offices, 51 DECs bring 1,700 of the nation's top private sector representatives to advise exporters.

Contact: For the address and phone number of your nearest Department of Commerce District Office, see Appendix, or call 1-800-USA-TRADE.

Inspection Certificates for Seafood Exports • National Oceanic and Atmospheric Administration/U.S. Department of Commerce - The National Marine Fisheries Service conducts inspections and analyses of fishery commodities for export, and issues official U.S. Government certificates attesting to the findings. Bilingual certificates can be provided for shipments to France and Belgium. These services are provided for a fee.

Contact: Richard Cano, National Seafood Inspection Program, (301) 713-2355, FAX (301) 588-4853

National Institute of Standards and Technology • Technology Administration/U.S. Department of Commerce - NIST provides information about foreign standards and certification requirements and maintains a General Agreement on Tariffs and Trade (**GATT**) **Hotline** with a recording that reports on the latest technical notifications of proposed foreign regulations that may affect trade. NIST also assists U.S. exporters in identifying European Community (EC) standards and directives for products to be marketed to the EC. An **EC Hotline** provides information on directives and draft Committee European Normalization (CEN) and Committee European Normalization Electrotechnical (CENELEC) standards.

Contacts: National Center for Standards & Certification Information, (301) 926-1559, FAX (301) 975-2128; GATT Hotline (301) 975-4041; EC Hotline (301) 921-4164

Metric Program • National Institute of Standards and Technology • Technology Administration/U.S. Department of Commerce - The metric program provides assistance on foreign metric import regulations and on matters relating to the U.S. transition to the metric system; referrals to metric coordinators in other federal agencies, metric-related organizations, and state metric contacts; and information on metric standards.

Contact: Gary Carver, Metric Program, (301) 975-5019, FAX (301) 975-3839

Food Safety and Technical Services • U.S. Department of Agriculture - This program coordinates USDA activities which focus on food safety regulations and other technical issues that may serve as barriers to international trade of U.S. agricultural products and commodities.

Contact: Lyle Sebranek, Office of Food Safety and Technical Services, (202) 720-1301, FAX (202) 690-0677

Inspection Certificates for Food and Agricultural Exports • U.S. Department of Agriculture - Several agencies within the Agriculture Department provide inspection services when certificates are required to clear imported products through overseas customs.

- **The Animal and Plant Health Inspection Service (APHIS)** offers potential exporters information concerning health and sanitation standards for animals, plants, and agricultural products both entering and exiting the United States.

Contact: Susan Boussier, Documents Management Branch, (301) 436-5524, FAX (301) 436-8455

- **The Federal Grain Inspection Service (FGIS)** provides inspections under the U.S. Grain Standards Act and the Agricultural Marketing Act. FGIS also conducts mandatory inspections for all exported grain. Products examined by FGIS include rice, peas, beans, lentils, all grains, and grain-based processed products.

Contact: John Giler, Standards and Procedures Branch, (202) 720-0252, FAX (202) 720-1015

- **The Food Safety and Inspection Service (FSIS)** guarantees that meat and poultry products are properly labeled and U.S. inspected and approved.

Contact: William Dubbert, Food Safety and Inspection Service, (202) 720-3473, FAX (202) 690-3856

Voluntary Food Quality Certification Service • U.S. Department of Agriculture - This program provides contract review and assistance to U.S. firms to develop specifications on all food items that can be certified.

Contact: Roger Luttrell, Food Quality Assurance Staff, (202) 720-9939, FAX (202) 690-0102

Transportation and Marketing Division • U.S. Department of Agriculture - Provides publications and guidance to help exporters efficiently use transportation resources and maintain product quality in transit.

Contact: Jim Caron, International Branch, (202) 690-1314, FAX (202) 690-1340

Cooperation/Technology Sharing • U.S. Department of Transportation - The Department maintains an active program to gain access to and share technology and experience in all modes of transportation with other nations to reduce research costs and avoid duplication of parallel national efforts. The program takes many forms: (1) exchanges of information and personnel, (2) seminars, and (3) complimentary, task-sharing or cost-sharing research.

Contact: Bernestine Allen, International Transportation and Trade, (202) 366-4398, FAX (202) 366-7417

Technical Assistance • U.S. Department of Transportation - The Department provides technical assistance to developing countries on a wide range of problems in the areas of transportation policy, highways, aviation, rail, and ports. It also supports AID in its foreign aid development program.

Contacts: Bernestine Allen, International Transportation and Trade, (202) 366-4398, FAX

(202) 366-7417; Herbert Bachner, Federal Aviation Administration, (202) 267-3173, FAX (202) 267-5306; John Cutrell, Federal Highway Administration, (202) 366-0111, FAX (202) 366-9626; Thomas Ferarra, Federal Railroad Administration, (202) 366-0933, FAX (202) 366-7688; James Treichel, Maritime Administration, (202) 366-5773, FAX (202) 366-3746

ATA Carnet • U.S. Customs Service/U.S. Department of Treasury - The ATA Carnet is a special international customs document which may be used for temporary exports, particularly professional equipment and commercial samples, that are out of the country for less than one year. The carnet is issued in lieu of the usual customs documents required and eliminates value-added taxes, duties, and temporary import bonds. 46 participating countries accept the carnet as a guarantee against the payment of customs duties which may become due on goods temporarily imported under a carnet and not reexported.

Contact: Jerrald Worley, International Programs, (202) 927-0440, FAX (202) 927-6892

International Technology Transfer Activities • Environmental Protection Agency - EPA helps promote the adoption and sale of U.S. environmental technologies and services abroad. It fosters the creation of environmental protection regimes and provides technical assistance, especially to developing countries, to help solve environmental problems. EPA also works to harmonize international environmental standards to ensure that U.S. industry does not suffer a competitive disadvantage.

Contact: Scott Bidner, Office of International Activities, (202) 260-2087, FAX (202) 260-4470

Small Business Development Centers • Small Business Administration - SBDCs provide international trade managerial and technical assistance, research studies, and other types of specialized assistance to small business exporters.

Contact: Judy Dunn, Office of Small Business Development Centers, (202) 205-6766, FAX (202) 205-7727

SCORE Program • Small Business Administration - One-on-one assistance is provided by members of the **Service Corps of Retired Executives**, many with years of practical experience in international trade. Specialists assist small firms in evaluating export potential and in strengthening domestic operations by identifying financial, managerial, or technical problems.

Contact: Dave Buffam, National SCORE Office, (202) 205-6762, FAX (202) 205-7636

International Executive Service Corps • Agency for International Development - AID has a multi-year commitment totalling \$20 million to support IESC activities. Composed of retired senior U.S. corporate executives, IESC provides technical assistance to businesses and organizations worldwide.

Contact: Russ Anderson, Office of Emerging Markets, (202) 663-2384, FAX (202) 663-2149

Technical Assistance Trust Funds for U.S. Consultants • Trade and Development Agency - Funds available to finance consultancies and feasibility studies. To inquire about projects financed by World Bank or developing countries contact:

- **African Development Bank**

Contact: Abidjan, Ivory Coast, 011-22-5-204015, FAX 011-22-5-332172. In Washington, D.C., contact Bael Haj Merghoub, (202) 473-3145

- **World Bank/International Bank for Reconstruction And Development:** Funds are available to finance preparation and appraisal activities.

Contact: Carol Stitt, Senior Business and Financial Advisor, (202) 473-1795, FAX (202) 676-0637

- **International Finance Corporation:** IFC finances project-related activities (i.e. sector surveys, feasibility studies).

Contact: Ursula Schmitz, Office of Consultant Liaison, (202) 473-0642, FAX (202) 334-8705

Definitional Missions • Trade and Development Agency - After receiving a request to fund a major study for a new project, TDA usually hires a technically qualified U.S. consultant to visit the country and discuss the plan with the project sponsors. In addition to making recommendations as to whether the project should be funded or not, the Definitional Missions consultant works with the project sponsor to define the work program for the proposed feasibility study.

Contact: Della Glenn, (703) 875-4357, FAX (703) 875-4009

Feasibility Studies • Trade and Development Agency - Feasibility Studies assess the economic, financial, and technical viability of a potential project. The host countries must hire U.S. firms to undertake the detailed studies of the technical and economic feasibility of the proposed projects. The average size of a feasibility study grant is nearly \$400,000.

Contact: Carol Stillwell, (703) 875-4357, FAX (703) 875-4009

A BASIC GUIDE TO EXPORTING

The 1992 edition of ***A BASIC GUIDE TO EXPORTING*** is available at Government Printing Office (GPO) bookstores across the country.

This publication helps business develop an export strategy, find economic market research, ship overseas, complete export documentation, respond to overseas inquiries, and take advantage of available government export assistance programs. ***A BASIC GUIDE TO EXPORTING*** is a publication of the International Trade Administration, U.S. Department of Commerce.

To order your copy, call 202-783-3238. Ask for stock number 003-009-00604-0. The cost is \$9.50.

International trade and export-related publications prepared by U.S. Government agencies can be purchased from the Superintendent of Documents, U.S. Government Printing Office, Washington, DC 20402, (202) 738-3238.

APPENDIX

U.S. DEPARTMENT OF COMMERCE U.S. and Foreign Commercial Service District Office Directory

ALABAMA

***Birmingham**

Room 302, Berry Building
2015 2nd Avenue North, 35203
205-731-1331, FAX 731-0076

ALASKA

Anchorage

Suite 319, World Trade Centre Alaska
4201 Tudor Center Drive, 99508
907-271-6237, FAX 271-6242

ARIZONA

Phoenix

Phoenix Plaza, Suite 970
2901 N. Central Avenue, 85012
602-640-2513, FAX 640-2518

ARKANSAS

Little Rock

TCBY Tower Building, Suite 700
425 West Capitol Avenue, 72201
501-324-5794, FAX 324-7380

CALIFORNIA

Los Angeles

Room 9200
11000 Wilshire Boulevard, 90024
310-575-7105, FAX 575-7220

***Newport Beach**

Suite 305
3330 Irvine Avenue, 92660-3198
714-660-1668, FAX 660-8039

San Diego

Suite 230
6363 Greenwich Drive, 92122
619-557-5395, FAX 557-6176

San Francisco

250 Montgomery Street, 14th floor, 94104
415-705-2300, FAX 705-2297

***Santa Clara**

5201 Great American Parkway
Suite 333, 95054
408-291-7625, FAX 291-7626

COLORADO

Denver

1625 Broadway, Suite 680, 80202
303-844-6622, FAX 844-5651

CONNECTICUT

Hartford

Room 610-B, Federal Building
450 Main Street, 06103
203-240-3530, FAX 240-3473

DELAWARE

Served by Philadelphia, Pennsylvania,
District Office

DISTRICT OF COLUMBIA

Served by Gaithersburg, Maryland, Branch
Office

FLORIDA

Miami

Suite 224, Federal Building
51 S.W. First Avenue, 33130
305-536-5267, FAX 536-4765

***Clearwater** 128 North Osceola Avenue,
34615; 813-461-0011, FAX 449-2889

***Orlando** Eola Park Center, Suite 695
200 E. Robinson Street, 32801
407-648-6235, FAX 648-6756

***Tallahassee** Room 366G, Collins Building
107 West Gaines Street, 32399-2000
904-488-6469, FAX 487-1407

GEORGIA

Atlanta

Plaza Square North
4360 Chamblee-Dunwoody Road, 30341
404-452-9101, FAX 452-9105

Savannah

Room A-107, 120 Barnard Street, 31401
912-652-4204, FAX 652-4241

HAWAII

Honolulu

P. O. Box 50026
300 Ala Moana Boulevard, Room 4106
96850
808-541-1782, FAX 541-3435

IDAHO

***Boise** - Portland, Oregon, District Office
2nd Floor, Joe R. Williams Building
700 West State Street, 83720
208-334-3857, FAX 334-2787

ILLINOIS

Chicago

Room 140
55 East Monroe Street, 60603
312-353-4450, FAX 886-8025

***Wheaton**

Illinois Institute of Technology
201 East Loop Road, 60187
312-353-4332, FAX 353-4336

***Rockford**

P.O. Box 1747
515 North Court Street, 61110-0247
815-987-4347, FAX 987-8122

INDIANA

Indianapolis

Penwood One, Suite 106
11405 N. Pennsylvania Street
Carmel, IN 46302
317-582-2300, FAX 582-2301

IOWA

Des Moines

Room 817, Federal Building
210 Walnut Street, 50309
515-284-4222, FAX 284-4021

KANSAS

***Wichita** - Kansas City, Missouri, District Office
151 N. Volutsia, 67214-4695
316-269-6160, FAX 683-7326

KENTUCKY

Louisville
Room 636B
Gene Snyder Courthouse Building
601 West Broadway, 40202
502-582-5066, FAX 582-6573

LOUISIANA

New Orleans
432 World Trade Center
#2 Canal Street, 70130
504-589-6546, FAX 589-2337

MAINE

***Augusta** - Boston, Massachusetts, District Office
77 Sewall Street, 04330
207-622-8249, FAX 626-9156

MARYLAND

Baltimore
413 U.S. Customhouse
40 South Gay Street, 21202
410-962-3560, FAX 962-7813

***Gaithersburg** - c/o National Institute of Standards & Technology
Building 411, 20899
301-975-3904, FAX 948-4360

MASSACHUSETTS

Boston
World Trade Center, Suite 307
Commonwealth Pier Area, 02210
617-565-8563, FAX 565-2530

MICHIGAN

Detroit
1140 McNamara Building
477 Michigan Avenue, 48226
313-226-3650, FAX 226-3657

***Grand Rapids** - 300 Monroe NW,
Room 409, 49503
616-456-2411, FAX 456-2695

MINNESOTA

Minneapolis
108 Federal Building
110 South 4th Street, 55401
612-348-1638, FAX 348-1650

MISSISSIPPI

Jackson
Suite 310
201 West Capitol Street, 39201-2005
601-965-4388, FAX 965-5386

MISSOURI

St. Louis
Suite 303
8182 Maryland Avenue, 63105
314-425-3302, FAX 425-3381

Kansas City

601 East 12th Street, Room 635, 64106
816-426-3141, FAX 426-3140

MONTANA

Served by Portland, Oregon, District Office

NEBRASKA

Omaha
11133 "O" Street, 68137
402-221-3664, FAX 221-3668

NEVADA

Reno
1755 East Plumb Lane, #152, 89502
702-784-5203, FAX 784-5343

NEW HAMPSHIRE

***Portsmouth** - Boston, Massachusetts,
District Office
601 Spaulding Turnpike, Suite 29, 03302
603-334-6074

NEW JERSEY

Trenton
Suite 100
3131 Princeton Pike, Building #6, 08648
609-989-2100, FAX 989-2395

NEW MEXICO

***Albuquerque** - Dallas, Texas, District Office
c/o Albuquerque Economic Development Office
851 University Boulevard, SE, #203, 87106
505-246-6205, FAX 246-6219

NEW YORK

Buffalo
1312 Federal Building
111 West Huron Street, 14202
716-846-4191, FAX 846-5290

***Rochester** - Suite 220
111 East Avenue, 14604
716-263-6480, FAX 325-6505

New York

26 Federal Plaza, Room 3718, 10278
212-264-0634, FAX 264-1356

NORTH CAROLINA

Greensboro
Room 400
400 West Market Street, 27401
919-333-5345, FAX 333-5158

NORTH DAKOTA

Served by Omaha, Nebraska, District Office

OHIO

Cincinnati
9504 Federal Building
550 Main Street, 45202
513-684-2944, FAX 684-3200

Cleveland

Room 600
668 Euclid Avenue, 44114
216-522-4750, FAX 522-2235

OKLAHOMA

Oklahoma City
6601 Broadway Extension, 73116
405-231-5302, FAX 841-5245

***Tulsa** - 440 South Houston Street, 74127
918-581-7650, FAX 581-2844

OREGON

Portland
Suite 242
One World Trade Center
121 SW Salmon, 97204
503-326-3001, FAX 326-6351

PENNSYLVANIA

Philadelphia
660 American Avenue, Suite 201
King of Prussia, 19406
215-962-4980, FAX 962-4989

Pittsburgh

2002 Federal Building
1000 Liberty Avenue, 15222
412-644-2850, FAX 644-4875

PUERTO RICO

San Juan (Hato Rey)
Room G-55, Federal Building
Chardon Avenue, 00918
809-766-5555, FAX 766-5692

RHODE ISLAND

***Providence** - Hartford, Connecticut, District Office
7 Jackson Walkway, 02903
401-528-5104, FAX 528-5067

SOUTH CAROLINA

Columbia
Strom Thurmond Federal Building, Suite 172
1835 Assembly Street, 29201
803-765-5345, FAX 253-3614

***Charleston**

JC Long Building, Room 128
9 Liberty Street, 29424
803-727-4361

SOUTH DAKOTA

Served by Omaha, Nebraska, District Office

TENNESSEE

Nashville
Parkway Towers, Suite 114
404 James Robertson Parkway, 37219-1505
615-736-5161, FAX 736-2454

***Memphis**

The Falls Building, Suite 200
22 North Front Street, 38103
901-544-4137, FAX 575-3510

***Knoxville** - 301 East Church Avenue, 37915
615-549-9268

TEXAS

Dallas

World Trade Center
2050 North Stemmons Freeway, Suite 170, 75242-0787
214-767-0542, FAX 767-8240

***Austin** - P.O. Box 12728
410 5th Street, 3rd Floor, 78711
512-482-5939, FAX 320-9474

Houston

Suite 1160, #1 Allen Center
500 Dallas, 77002
713-229-2578, FAX 229-2203

UTAH

Salt Lake City

Suite 105
324 South State Street, 84111
801-524-5116, FAX 524-5886

VERMONT

Served by Boston, Massachusetts, District Office

VIRGINIA

Richmond

8010 Federal Building
400 North 8th Street, 23240
804-771-2246, FAX 771-2390

WASHINGTON

Seattle

Suite 290
3131 Elliott Avenue, 98121
206-553-5615, FAX 553-7253

WEST VIRGINIA

Charleston

Suite 807
405 Capitol Street, 25301
304-347-5123, FAX 347-5408

WISCONSIN

Milwaukee

Room 596
517 East Wisconsin Avenue, 53202
414-297-3473, FAX 297-3470

WYOMING

Served by Denver, Colorado, District Office

* Denotes trade specialist at branch office.

ADDRESSES OF TPCC AGENCIES

U.S. Department of Commerce
14th Street & Constitution Avenue, NW
Washington, DC 20230

U.S. Department of State
2201 C Street, NW
Washington, DC 20520

U.S. Department of the Treasury
1500 Pennsylvania Avenue, NW
Washington, DC 20220

U.S. Department of Defense
The Pentagon
Washington, DC 20301

U.S. Department of the Interior
1849 C Street, N.W.
Washington, DC 20240

U.S. Department of Agriculture
12th Street and Jefferson Drive, SW
Washington, DC 20250

U.S. Department of Labor
200 Constitution Avenue, NW
Washington, DC 20210

U.S. Department of Transportation
400 Seventh Street, SW
Washington, DC 20590

U.S. Department of Energy
1000 Independence Avenue, SW
Washington, DC 20585

Office of Management and Budget
New Executive Office Building
726 Jackson Place, NW
Washington, DC 20503

Office of the U.S. Trade Representative
600 17th Street, NW
Washington, DC 20506

Council of Economic Advisers
Old Executive Office Building
17th Street & Pennsylvania Avenue, NW
Washington, DC 20500

Environmental Protection Agency
401 M Street, SW
Washington, DC 20460

Small Business Administration
409 Third Street, SW
Washington, DC 20416

Agency for International Development
State Department Building
2201 C Street, NW
Washington, DC 20523

Export-Import Bank of the United States
811 Vermont Avenue, NW
Washington, DC 20571

Overseas Private Investment Corporation
1100 New York Avenue, NW
Washington, DC 20527

U.S. Trade and Development Agency
Room 309, S.A.-16
Department of State
Washington, DC 20523-1602

U.S. Information Agency
301 4th Street, SW
Washington, DC 20547

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The TPCC staff, headquartered at the U.S. Department of Commerce, International Trade Administration, prepared this directory in cooperation with TPCC member agencies.

April 1993

ADVICE AND
ASSISTANCE FOR
EXPORTERS

United States Department
of Commerce

If you want to succeed in business these days, you can't worry just about competition from U.S. companies, you have to go head-on-head with firms from all over the world

—President George Bush

Exports play a critical role in creating jobs and bringing prosperity to the Nation

—Robert A. Mosbacher
Secretary of Commerce

The Success of U.S. Exporters Is Driving the U.S. Economy

The U.S. Department of Commerce can help you develop your export potential through a worldwide network of:

- Trade specialists
- Industry specialists
- Country specialists

These specialists work together to serve the U.S. business community. They provide services which will increase the competitiveness of your company in the world marketplace and promote your sales abroad.

Exporting Success Requires Commitment and a Keen Under- standing of Your Export Market...

Exporting can often prove to be rough and uncharted terrain. You could use a good guide — someone who knows your industry, knows where your products will sell the best, and knows how to sell them.

Let the specialists from the U.S. Department of Commerce help you gain the firm footing you need and map your way toward export success.

...an Experienced Guide Can Help

At the Department of Commerce, in the **TRADE DEVELOPMENT** organization, industry analysts and international trade specialists, covering hundreds of industries, are available to assist your company's export effort. Your company can use this export network to:

- **obtain** timely and specific overseas market information
- **analyze** trade conditions affecting your firm
- **assess** the international competitiveness of your industry
- **advise** your firm on important trade policies
- **identify** export opportunities for your products and services
- **evaluate** your company's readiness to export
- **inform** you of international trade events where you can make contacts with potential buyers and high-level government officials
- **set up** international distribution channels for your exports
- **guide** your company as you begin or expand exporting activities
- **counsel** your firm on trade financing opportunities

Your Exporting Contact in Washington

In order to address specific U.S. business interests in international trade, Trade Development is divided into seven industry sector units. These specialized units provide U.S. firms with a focal point in the Department able to meet all of their exporting needs. Trade Development's specialists are industry's advocates in the federal government:

- identifying trade opportunities for U.S. exports abroad
- initiating trade promotion strategies allowing U.S. firms to take advantage of ever-expanding sales opportunities in world markets
- coordinating international trade fairs, trade missions, pavilions in international trade shows, and domestic U.S. conferences
- providing daily one-on-one counseling to individual companies to help develop marketing strategies and identify potential customers
- cooperating closely with trade associations in planning trade events and exchanging information to ensure that industry's objectives are met
- working with other federal, state, and local government agencies to coordinate export promotion efforts

Industry Units

AEROSPACE

(202) 377-1872

Office of Aerospace Market Development (377-8228) supports the industry's competitive position as the #1 U.S. net exporter through:

- planning and managing the exhibition of U.S. aerospace products in the USA National Pavilion in major international aerospace trade shows including the biennial Paris Air Show
- promoting the products, technologies, and services of small aerospace companies in a low-cost manner through U.S. Aerospace Products Information Centers (APICs) at major international aerospace trade shows
- cosponsoring, with the aerospace industry, conferences on aerospace marketing, that focus on particular country markets, e.g., developments in Eastern Europe's aerospace industry
- coordinate support of U.S. Government agencies to assist in specific marketing campaigns.

Office of Aerospace Policy and Analysis (377-4222) works to identify and remove both foreign and domestic impediments to aerospace market access through:

- monitoring the implementation of domestic trade laws and international trade agreements affecting the U.S. aerospace industry in its international markets
- recommending trade policy actions that will benefit the U.S. aerospace industry

- providing analyses of the competitive position of the U.S. aerospace industry and its foreign competition.

AUTOMOTIVE AFFAIRS AND CONSUMER GOODS

(202)377-0823

Office of Automotive Industry Affairs (377-0554) works closely with industry to aggressively promote exports and to remove foreign trade barriers, and:

- coordinates pavilions in the biennial Tokyo Motor Show and other major international auto fairs and organizes domestic U.S. conferences on selling to Japanese auto companies
- works closely with the Japan Auto Parts Office, a public and private sector joint venture which serves as a liaison between U.S. auto parts suppliers and Japanese vehicle and parts manufacturers to increase sales opportunities for U.S. auto parts firms.

Office of Consumer Goods (377-0337) serves producers of goods designed for general public use, including furniture, sporting goods, jewelry, cosmetics, processed foods, housewares, and hardware through:

- preparing publications on consumer goods industries, focusing on best prospect markets, trade promotion events, and any relevant changes in world markets
- the Consumer Goods Japan Action Plan, developing long-term trade promotion programs to help U.S. consumer goods industries with high export potential capitalize on opportunities in the Japanese market

- cooperation with trade groups to sponsor border seminars on the Canadian market.

BASIC INDUSTRIES

(202) 377-0614

The **Basic Industries** unit serves a diverse group of industries which account for approximately \$74.5 billion in exports. The majority of these products are represented by raw material producers and advanced material manufacturers. After-value-added products are also represented. Basic Industries provides trade research, trade missions, trade fairs and individually-tailored trade development consultations.

Office of Energy (377-1466) serves petroleum, coal, gas, and other energy product industries. Principal focus has been in Eastern Europe, the Soviet Union, South America, and the Pacific Rim.

Office of Metals, Chemicals, and Commodities (377-0575) assists producers of advanced materials such as composites, ceramics, and high-strength alloys; ferrous and nonferrous metals; various agricultural commodities such as sugar, coffee, and rubber; chemicals and allied products such as pharmaceuticals. This office offers expertise in tariff issues, intellectual property rights, market access, and international environmental concerns.

Office of Forest Products and Domestic Construction (377-0384) serves producers of lumber, wood and paper products; domestic construction supplies. Housing exports have increased from \$50 million annual shipments to over \$500 million during 1991 due to this unit's expanded trade promotion focus.

CAPITAL GOODS AND INTERNATIONAL CONSTRUCTION

(202) 377-5023

Office of International Major Projects (377-5225) serves the U.S. architectural, engineering, and construction industries by promoting exports for major projects overseas, and:

- receives information on upcoming major projects worldwide and distributes it to U.S. firms
- maintains the Major Projects Reference Room which makes detailed project documents on multilateral development bank and U.S. government foreign assistance projects available to U.S. bidders
- helps American firms to take advantage of the U.S.-Japanese Public Works Agreement, which provides access to Japan's construction market for selected projects
- operates the Multilateral Development Bank Liaison Team, which assists U.S. firms bidding on contracts financed by the banks
- administers the Japan Untied Official Development Assistance (ODA) program, which assists American firms to obtain a share of projects financed with Japanese untied aid.

Office of Capital Goods (377-5455) conducts trade promotion activities directed at opportunities for mining machinery, food processing and packaging equipment, oil and gas field machinery, and environmental management equipment and services, and:

- assures that U.S. firms maximize exports using financing available from the multilateral development banks
- identifies commercial opportunities, assists in the development of business cooperation, and seeks the elimination of obstacles blocking increased U.S. trade with the Soviet Union through U.S.-U.S.S.R. working groups on construction machinery, oil & gas equipment, and food processing and packaging equipment
- works with the Department of Energy to promote the export of renewable energy equipment.

SCIENCE AND ELECTRONICS

(202) 377-3548

Science and Electronics works with high tech industries to enhance international competitiveness, guard intellectual property rights, and penetrate foreign markets, and:

- plans and manages a number of international trade fairs which have proven to be extremely effective in promoting high-tech products
- arranges panel and catalog displays at major trade shows and conferences, where smaller, new-to-export and new-to-market firms can be exposed to new business, establish representation, test the market, and generate sales without committing personnel or product
- publishes studies on selected industries in specific foreign markets
- leads groups of companies to the Soviet Union to explore market opportunities for medical instruments.

Office of Telecommunications (377-4466) includes network equipment, customer premises equipment, satellite, cellular, fiber optics, telecom services, telecom major projects.

Office of Computers and Business Equipment (377-0572) includes computers, systems, and software industries.

Office of Microelectronics and Instrumentation (377-2587) includes electronic components, electronics industry production and test equipment, scientific and analytical instrumentation, medical equipment and supplies, process control instruments, biotechnology, safety and security equipment.

SERVICE INDUSTRIES

(202) 377-5261

Office of Service Industries (377-3575) conducts business development and trade missions for individual service sectors, promoting: education and training, computer and information services, transportation, tourism, and marketing industries, finance, insurance, and leasing industries, professional services, and healthcare services.

The U.S.-Mexico insurance working group serves to develop business cooperation and to identify commercial opportunities in the Mexican market for U.S. insurance industries.

The Small Business Program develops programs and policies that specifically target the small and medium-sized entrepreneur (SMEs). The programs help SMEs develop their international marketing strategy.

Office of Export Trading Company Affairs (377-5131) helps companies to increase exports by taking advantage of the wide range of services provided by export trade intermediaries. These services include performing market research, appointing overseas distributors or commission representatives, exhibiting a client's products at international trade shows, advertising, shipping, and arranging documentation, as well as by taking title to a firm's products and exporting for their own account. Export intermediaries immediately make available marketing and other resources that might take years for a smaller firm to develop on its own.

TEXTILES AND APPAREL

(202) 377-3737

Office of Textiles and Apparel focuses its efforts on providing American companies access to major world showcases for their goods, and:

- conducts promotional efforts on the basis of selected markets and products with the best export potential
- sponsors export seminars in the United States for the textile and apparel industries
- publishes trade reports
- identifies foreign trade regulations affecting U.S. exports of textiles and apparel, and provides specific marketing information
- administers the textiles and apparel import quota program.

TRADE INFORMATION AND ANALYSIS

(202) 377-1316

Trade Information and Analysis deals with issues that cut across industry sectors. TIA furnishes statistical information and reports on such subjects as export financing, countertrade, state exports, U.S. trade performance, and international direct investment. TIA's products are available to export-minded firms in the Department's Foreign Trade Reference Room and through the National Trade Data Bank, the National Technical Information Service, the U.S. and Foreign Commercial Service, and the U.S. **Industrial Outlook**, and other reports available from the Government Printing Office.

Commerce Export Promotion Programs and Services for U.S. Businesses

The Department of Commerce has a vast array of services available to U.S. exporters. By tapping available resources, your business will receive expert counseling and assistance from the start and you will be on the way to a successful future in exporting.

TRADE PROMOTION EVENTS

The Department of Commerce offers two major types of trade promotion events. Each individual event is selected on the basis of appropriateness for the market and the industry. **Trade fairs**, industry-driven events with numerous exhibitors and large numbers of buyers and visitors, offer companies exposure in major international markets. **Trade missions** target specific markets on a smaller scale, and can provide firms with an entrée to important foreign market buyers and key government officials. In FY 1990, Trade Development successfully coordinated 79 industry-driven trade promotion events, benefitting over 1,600 U.S. companies.

INDUSTRY DESKS

Industry specialists work with manufacturing and service companies to identify export opportunities, conduct trade missions, and trade fairs, and marketing seminars, and offer general business counseling.

For further information, please refer to the industry desk listing at the end of this brochure.

EXPORT TRADE CERTIFICATE OF REVIEW

The Certificate of Review provides exporters with an antitrust pre-clearance for specified joint export activities between or among domestic competitors. Joint export activities provide economies of scale and risk diversification. Any U.S. firm or individual, or any domestic group or association, can apply. The application process is inexpensive, fast, and easy. While only export activities can be protected by a certificate, a firm's business activities need not be limited to exporting. For information call (202) 377-5131.

MULTILATERAL DEVELOPMENT BANKS

Multilateral development banks (World Bank, Inter-American, African, and Asian Development Banks) finance many of the major infrastructure projects in the developing countries. In order to maximize business opportunities for U.S. firms under this financing, trade specialists in the Office of International Major Projects function as liaison officers with the banks. For information call (202) 377-5225.

MULTI-STATE TRADE DAYS

These trade missions, consisting of delegates from several states, visit several countries where a high potential for expanded U.S. export sales exists. Each delegate represents an average of 25 companies from his/her state that seek new markets. In the host countries, delegates meet with qualified foreign sales representatives, distributors, and end-users. The delegates provide information on the companies they represent and then bring back sales leads to the companies for follow-up. Call (202) 377-2087.

NATIONAL TRADE DATA BANK

Subscriptions to receive trade information from 15 federal agencies on monthly CD-ROMs are available to private firms for an annual fee. For more information call (202) 377-1986.

ECONOMIC BULLETIN BOARD

The EBB is a personal computer-based electronic board that can be reached by most personal computers equipped with a modem and standard communications software. The EBB is your online source for trade leads as well as for the latest statistical releases from federal agencies. For further information phone (202) 377-1986.

Additional Department of Commerce Resources for Exporters:

TRADE INFORMATION CENTER

This "one-stop" information center provides U.S. companies with detailed information on the many federal programs and activities that support U.S. exports, including information on overseas markets and industry trends. Call 1-800-USA-TRADE (1-800-872-8723).

COUNTRY DESK OFFICERS

Country desk officers can provide firms with a wealth of information on export potential for specific countries. For their particular country, these specialists can offer advice relating to the needs of your firm in a country's overall economy, trade policies, and political situation, as well as U.S. policies toward that country. To reach a specific country desk officer, call (202) 377-3022.

COMMERCE DISTRICT OFFICES

The 68 district and branch offices, located throughout the United States and Puerto Rico, provide a close-to-home approach to Commerce's export programs and services. The offices are staffed by trade specialists trained to counsel companies as they develop an international market plan. The offices are a local link to the industry and country desks and foreign posts of the Department of Commerce. Many offices maintain business libraries open to the public. For the address and phone number of the Commerce office nearest to you, call (202) 377-4767.

FOREIGN COMMERCIAL SERVICE POSTS

Located in 67 countries worldwide, these posts seek out trade and investment opportunities to benefit U.S. firms and provide a wide range of services to potential exporters traveling abroad. A total of 120 posts represents 95 percent of the world market for U.S. products and services. Their connections with local business and government leaders and their knowledge of that region's business culture are invaluable resources to U.S. exporters. Many of these posts are part of larger trade centers which offer various seminars and maintain libraries of information relating to business in the region. For information, call (202) 377-8300.

BUREAU OF EXPORT ADMINISTRATION (BXA)

BXA controls the export of certain U.S. products, sensitive for reasons of national security, foreign policy and short supply. This includes products that range from specific military equipment and technology to scarce commodities. BXA counsels U.S. firms attempting to export controlled products about export regulations, issues export licenses on these controlled products, and holds domestic and overseas seminars on U.S. export regulations. Call (202) 377-8536.

Publications

The annual *U.S. INDUSTRIAL OUTLOOK* provides industry-by-industry reviews of the U.S. economy. With forecasts for 350 industries, and 450 tables and charts, the *OUTLOOK* can provide your business with concise industry analyses, projections, and coverage of international competitiveness. To order call (202) 783-3238.

BUSINESS AMERICA is designed especially for American businesses ready to enter into or expand exporting. This bi-weekly international trade magazine contains country-by-country marketing reports, incisive economic analyses, worldwide trade leads, advance notice of planned exhibitions of U.S. products worldwide, and success stories of selected U.S. exporting firms. For information call (202) 377-3251.

THE BASIC GUIDE TO EXPORTING, a comprehensive guide to exporting, outlines the general factors to consider when exporting, the varied sources of assistance available to exporters — the Department of Commerce, other federal agencies, state and local government offices, private resources — and breaks down the export process step-by-step. To order call (202) 783-3238.

Many other publications are also available. For more information, call (202) 377-5487.

Industry Desk Contacts

INDUSTRY	CONTACT	PHONE (202) 377-
A		
Abrasive Products	Presbury, Graylin	5157
Accounting	Chittum, J. Marc	0345
Adhesives/Sealants	Prat, Raimundo	0128
Advertising	Chittum, J. Marc	0345
Aerospace Financing Issues	Jackson, Jeff	0222
Aerospace Industry Analysis	Walsh, Hugh	0678
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Aerospace (Trade Policy)	Bath, Sally	4222
Aerospace (Trade Promotion)	Bowie, David	8228
Agribusiness (Major Projects)	Ruan, Robert	0355
Agricultural Chemicals	Maxey, Francis P.	0128
Agricultural Machinery	Wiening, Mary	4708
Air Couriers	Elliott, Frederick	1134
Air Conditioning Eqmt	Greer, Damon	5456
Air, Gas Compressors	McDonaid, Edward	0680
Air, Gas Compressors (Trade Promotion)	Zanetakos, George	0552
Air Pollution Control Eqmt	Jonkers, Loretta	0564
Air Transport Services	Johnson, C. William	5071
Aircraft & Aircraft Engines	Driscoll, George	8228
Aircraft & Aircraft Engines (Trade Promotion)	Bowie, David	8228
Aircraft Auxiliary Eqmt	Driscoll, George	8228
Aircraft Parts (Market Support)	Driscoll, George	8228
Aircraft Parts/Aux Eqmt (Trade Promotion)	Bowie, David	8228
Airlines	Johnson, C. William	5071
Airport Equipment	Driscoll, George	8228
Airport Equipment (Trade Promotion)	Bowie, David	8228
Airports, Ports, Harbors (Major Projects)	Piggot, Deboorne	3352
Air Traffic Control Eqmt	Driscoll, George	8228
Alcoholic Beverages	Kennedy, Cornelius	2428
Alternate Energy Systems (Trade Promotion)	Garden, Les	0556
Alum Sheet, Plate/Foil	Cammarota, David	0575
Alum Forgings, Electro	Cammarota, David	0575
Aluminum Extruded	Cammarota, David	0575
Aluminum Rolling	Cammarota, David	0575
Analytical Instruments	Nealon, Marguerite	8411
Analytical/Scientific Instru (Trade Promotion)	Manzollilo, Franc	2991
Animal Feeds	Janis, William V.	2250
Apparel	Dulka, William	4058
Apparel (Trade Promotion)	Molnar, Ferenc	2043
Asbestos/Cement Prod	Pitcher, Charles	0132
Assembly Equipment	Abrahams, Edward	0312

INDUSTRY CONTACT PHONE
(202) 377-

INDUSTRY	CONTACT	PHONE
A		
Audio Visual Equipment (Trade Promotion)	Beckham, Reginald	5478
Audio Visual Services	Siegmund, John	4781
Audiotext	Inoussa, Mary C.	5820
Automotive Affairs (Trade Promotion)	Allison, Loretta	5479
Auto Parts/Suppliers	Reck, Robert	1418
Auto Parts/Supplies (Trade Promotion)	White, John C.	0671
Auto Industry Affairs	Keitz, Stuart	0554
Avionics and Ground Support Eqmt (Trade Promotion)	Gwaltney, G. P.	3090
Avionics Marketing	Driscoll, George	8228
B		
Bakery Products	Janis, William V.	2250
Ball Bearings	Reise, Richard	3489
Basic Paper & Board Mfg	Smith, Leonard S.	0375
Bauxite, Alumina, Prim Alum	Cammarota, David	0575
Beer	Kenney, Neil	2428
Belting & Hose	Prat, Raimundo	0128
Beryllium	Duggan, Brian	0575
Beverages	Kenney, Cornelius	2428
Bicycles	Vanderwolf, John	0348
Biotechnology	Arakaki, Emily	3888
Biotechnology (Trade Promotion)	Gwaltney, G. P.	3090
Boat Building (Major Projects)	Piggot, Deboorne	3352
Boats, pleasure	Vanderwolf, John	0348
Books	Lofquist, William S.	0379
Books (Trade Promotion)	Kimmel, Edward K.	3640
Brooms & Brushes	Harris, John	1178
Breakfast Cereal	Janis, William V.	2250
Building Materials & Construction	Pitcher, Charles B.	0132
Business Eqmt (Trade Promotion)	Fogg, Judy	4936
Business Forms	Bratland, Rose Marie	0380
C		
CAD/CAM	McGibbon, Patrick	0314
CAD/Graphics Software	Swann, Vera	4936
Cable TV	Siegmund, John	4781
Canned Food Products	Hodgen, Donald A.	3346
Capital Goods (Trade Promotion)	Brandes, Jay	0560
Capital Goods	Harrison, Joseph	5455
Carbon Black	Prat, Raimundo	0128
Cellular Radio Telephone Eqmt	Gossack, Linda	4466
Cement	Pitcher, Charles	0132
Cement Plants (Major Projects)	White, Barbara	4160
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Ceramics Machinery	Shaw, Eugene	3494
Cereals	Janis, William V.	2250
Cheese	Janis, William V.	2250
Chemicals (Liaison & Policy)	Kelly, Michael J.	0128
Chemical Indus Mach (Trade Promotion)	Shaw, Eugene	3494
Chemical Plants (Major Projects)	Haraguchi, Wally	4877

INDUSTRY CONTACT PHONE
(202) 377-

INDUSTRY	CONTACT	PHONE
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Chemicals & Allied Products	Kamenicky, Vincent	0128
Civil Aircraft Agreement	Bath, Sally	4222
Civil Aviation Policy	Johnson, C. William	5071
Coal Exports	Yancik, Joseph J.	1466
Cobalt	Cammarota, David	0575
Cocoa Products	Manger, Jon	5124
Coffee Products	Manger, Jon	5124
Commercial Aircraft (Trade Policy)	Bath, Sally	4222
Commercial Lighting Fixtures	Whitley, Richard A.	0682
Commercial/Industrial Refrigeration Eqmt	Greer, Damon	5456
Commercial Printing	Lofquist, William S.	0379
Composites, Advanced	Manion, James	5157
Computer and DP Services	Atkins, Robert G.	4781
	Inoussa, Mary C.	5820
Computer Consulting	Atkins, Robert G.	4781
Computer Displays	Hoffman, Heidi	2053
Computer Networking	Spathopoulos, Vivian	0572
Computers, AI	Kader, Vicky	0572
Computers, Laptops	Hoffman, Heidi	2053
Computers, Mainframes	Miles, Timothy	2996
Computers, Personal	Woods, R. Clay	3013
Computers & Peripherals, Software (Trade Promotion)	Fogg, Judy A.	4936
Computers, Workstations	Miles, Timothy	2996
Computers and Business Eqmt	McPhee, John E.	0572
Confectionery Products	Kenney, Cornelius	2428
Construction	MacAuley, Patrick	0132
Construction Machinery	Heimowitz, Leonard	0558
Construction Services	Ruan, Robert	0359
Consumer Electronics	Fleming, Howard	5163
Consumer Goods	Bodansky, Harry	5783
Containers & Packaging	Copperthite, Kim	5159
Cosmetics (Trade Promotion)	Kimmel, Edward K.	3640
D		
Dairy Products	Janis, William V.	2250
Data Base Services	Inoussa, Mary C.	5820
Data Processing Serv	Inoussa, Mary C.	5820
Desalination/Water Reuse	Wheeler, Frederica S.	3509
Direct Marketing	Elliott, Frederick	1134
Disk Drives	Kader, Victoria	0571
Distilled Spirits	Kenney, Neil	2428
Drugs	Hurt, William	0128
Durable Consumer Goods	Ellis, Kevin	1176
E		
Education Facilities (Major Projects)	White, Barbara	4160
Education Svcs/Manpower Trng (Trade Promotion)	Chittum, J. Marc	0345
Electric Industrial Apparatus Nec	Whitley, Richard A.	0682
Elec/Power Gen/Trans & Dist Eqmt (Trade Promotion)	Brandes, Jay	0560
Electrical Power Plants (Major Projects)	Dollison, Robert	2733
Electrical Test & Measuring	Hall, Sarah	2846
Electricity	Sugg, William	1466

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E		
Electro Optical Instru (Trade Promotion)	Manzollilo, Franc	2991
Electronics (Legislation)	Donnelly, Margaret	5466
Electronic Components	Mussehl, Jodee	3360
Electronic Components/ Prod & Test Eqmt (Trade Promotion)	Burke, Joseph J.	5014
Electronic Database Services	Inoussa, Mary C.	5820
Electronic Data Interchange(EDI)	Inoussa, Mary C.	5820
Elevators, Moving Stairways	Wiening, Mary	4708
Employment Services (Trade Promotion)	Chittum, J. Marc	0345
Energy and Environment	Greer, Damon	5456
Energy, Commodities	Yancik, Joseph J.	1466
Energy, Renewable	Rasmussen, John	1466
Energy, Renewable, Tech & Eqmt	Garden, Les	0556
Engineering/Const Svcs (Trade Promotion)	Ruan, Robert	0359
Entertainment Industries	Siegmund, John	4781
Entertainment Svcs (Trade Promotion)	Siegmund, John	4781
Explosives	Maxey, Francis P.	0128
Export Trading Companies	Muller, George	5131
F		
Fabricated Metal Constr Mats	Williams, Franklin	0131
Farm Machinery	Wiening, Mary	4708
Fasteners, Industrial	Reise, Richard	3489
Fats and Oils	Janis, William V.	2250
Fencing, Metal	Shaw, Robert	0132
Ferroalloys Products	Presbury, Graylin	5158
Ferrous Scrap	Sharkey, Robert	0606
Fertilizers	Maxey, Francis P.	0128
Filters/Purifying Eqmt	Jonkers, Loretta	0564
Finance & Management Ind	Candilis, Wray O.	0339
Financial Svcs (Trade Promotion)	Muir, S. Cassin	0349
Fisheries (Major Projects)	Ruan, Robert	0359
Flexible Mfg Systems	McGibbon, Patrick	0314
Flour	Janis, William V.	2250
Flowers	Janis, William V.	2250
Fluid Power	McDonald, Edward	0680
Food Processing/Packaging Machinery (Trade Promotion)	Shaw, Eugene	3494
Food Products Machinery	Shaw, Eugene	3494
Food Retailing	Kenney, Cornelius	2428
Footwear	Byron, James E.	4034
Forest Products	Smith, Leonard S.	0375
Forest Products, Domestic Construction	Kristensen, Chris	0384
Forest Products (Trade Policy)	Hicks, Michael	0375
Forestry/Woodworking Eqmt (Trade Promotion)	McDonald, Ed	0680
Forgings Semifinished Steel	Bell, Charles	0609
Fossil Fuel Power Generation (Major Projects)	Dollison, Robert	2733
Foundry Eqmt	Kemper, Alexis	5956
Foundry Industry	Bell, Charles	0609
Fruits	Hodgen, Donald	3346
Frozen Foods Products	Hodgen, Donald	3346

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F		
Fur Goods	Byron, James E.	4034
Furniture	Enright, Joseph	3459
G		
Gallium	Cammarota, David	0575
Games & Children's Vehicles	Corea, Judy	5479
Gaskets/Gasketing Materials	Reise, Richard	3489
General Aviation Aircraft	Walsh, Hugh	4222
Gen Indus Mach Nec	Shaw, Eugene	3494
Generator Sets/Turbines (Major Projects)	Dollison, Robert	2733
Germanium	Cammarota, David	0575
Glass, Flat	Williams, Franklin	0132
Glassware, Household	Harris, John	1178
Gloves, Work	Byron, James	4034
Giftware (Trade Promotion)	Beckham, Reginald	5478
Grain Mill Products	Janis, William V.	2250
Greeting Cards	Bratland, Rose Marie	0380
Grocery Retailing	Kenney, Cornelius	2428
Ground Water Exploration & Dev	Wheeler, Frederica S.	3509
H		
Hand Saws, Saw Blades	Abrahams, Edward	0312
Hand/Edge Tools Ex Mach TV/Saws	Abrahams, Edward	0312
Handbags	Byron, James E.	4034
Hard Surfaced Floor Coverings	Shaw, Robert	0132
Hardware (Export Promotion)	Johnson, Charles E.	3422
Hazardous Wastes Treatment	Jonkers, Loretta	0564
Health Services	Walsh, James	5131
Health (Eastern Europe)	Plock, Ernest	5820
Heat Treating Eqmt	Kemper, Alexis	5956
Heating Eqmt Ex Furnaces	Greer, Damon	5456
Helicopters	Walsh, Hugh	4222
Helicopters (Market Support)	Driscoll, George	8228
High Tech Trade, U.S. Competitiveness	Hatter, Victoria L.	3913
Hoists, Overhead Cranes	Wiening, Mary	4708
Home Video	Siegmund, John	4781
Hose & Belting	Prat, Raimundo	0128
Hotel, Restaurants, Catering Eqmt (Trade Promotion)	Kimmel, Edward K.	3640
Hotels And Motels	Sousane, J. Richard	4582
Household Appliances	Harris, John	1178
Household Appliances (Trade Promotion)	Johnson, Charles E.	3422
Household Furniture	Enright, Joseph	3459
Housewares (Export Promotion)	Johnson, Charles E.	3422
Housing Construction	Cosslett, Patrick	0132
Housing, Manufactured	Tasnadi, Diana	0132
Housing & Urban Develop (Major Projects)	White, Barbara	4160
Hydro Power, Plants (Major Projects)	Healey, Mary Alice	4333
I		
Ice Cream	Janis, William V.	2250
Industrial Chemicals	Hurt, William	0128
Industrial Controls	Whitley, Richard A.	0682

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I

Industrial Drives/Gears	Reise, Richard	3489
Industrial Eqmt (Trade Promotion)	Shaw, Eugene	3494
Industrial Gases	Kostas, Antonios	0128
Industrial Organic Chemicals	Hurt, William	0128
Industrial Process Controls	Nelson, Marguerite	8411
Industrial Robots	McGibbon, Patrick	0314
Industrial Sewing Machines	Miles, Max	0679
Industrial Structure	Davis, Lester A.	4924
Industrial Trucks	Wiening, Mary	4608
Information Services	Inoussa, Mary C.	5820
Inorganic Chemicals	Kamenicky, Vincent	0128
Inorganic Pigments	Kamenicky, Vincent	0128
Insulation	Shaw, Robert	0132
Insurance	McAdam, Bruce	0346
Intellectual Property Rights (Services)	Siegmund, John E.	4781
International Commodities	Siesseger, Fred	5124
International Major Projects	Thibeault, Robert	5225
Investment Management	Muir, S. Cassin	0349
Irrigation Equipment	Wheeler, Frederica S.	3509
Irrigation (Major Projects)	Ruan, Robert	0359

J

Jams & Jellies	Hodgen, Donald A.	3346
Jewelry	Harris, John	1178
Jewelry (Trade Promotion)	Beckham, Reginald	5478
Jute Products	Manger, Jon	5124
Juvenile Products	Bodansky, Harry	5783

K

Kitchen Cabinets	Wise, Barbara	0375
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Laboratory Instruments	Nealon, Marguerite	8411
Laboratory Instruments (Trade Promotion)	Manzollilo, Franc	2991
Lasers/Electro Optics (Trade Promotion)	Manzollilo, Franc	2991
Lawn & Garden Eqmt	Vanderwolf, John	0348
Lead Products	Larrabee, David	0575
Leasing/Eqmt, Svcs	Shuman, John	3050
Leather Apparel	Byron, James E.	4034
Leather Tanning	Byron, James E.	4034
Leather Products	Byron, James E.	4034
Legal Services	Chittum, J. Marc	0345
LNG Plants (Major Projects)	Bell, Richard	2460
Local Area Networks	Spathopoulos, Vivian	0572
Logs, Wood	Hicks, Michael	0375
Luggage	Byron, James	4034
Lumber	Wise, Barbara	0375

M

Machine Tool Accessories	McGibbon, Patrick	0314
Magazines	Bratland, Rose Marie	0380
Magnesium	Cammarota, David	0575
Major Projects	Thibeault, Robert	5225
Management and Research Svcs (Trade Promotion)	Chittum, J. Marc	0345
Management Consulting	Chittum, J. Marc	0345

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M

Manifold Business Forms	Bratland, Rose Marie	0380
Manmade Fiber	Dulka, William	4058
Margarine	Janis, William V.	2250
Marine Recreational Eqmt (Trade Promotion)	Beckham, Reginald	5478
Marine Insurance	Johnson, C. William	5012
Marine Port/Shipbuilding Eqmt (Trade Promotion)	Heimowitz, Len	0558
Maritime Shipping	Johnson, C. William	5012
Materials, Advanced	Cammarota, David	0575
Materials Handling Machinery (Trade Promotion)	Wiening, Mary	4708
Meat Products	Hodgen, Donald A.	3346
Mech Power Trans Eqmt	Reise, Richard	3489
Medical Facilities (Major Projects)	White, Barbara	4160
Medical Instruments	Fuchs, Michael	0550
Medical Instruments & Eqmt (Trade Promotion)	Keen, George B.	2010
Mercury, Fluorspar	Manion, James J.	5157
Metal Building Products	Williams, Franklin	0132
Metal Cutting Machine Tools	McGibbon, Patrick	0314
Metal Forming Machine Tools	McGibbon, Patrick	0314
Metal Powders	Duggan, Brian	0575
Metals, Secondary	Bell, Charles	0606
Metalworking	Mearman, John	0315
Metalworking Eqmt Nec	McGibbon, Patrick	0314
Milk	Janis, William V.	2250
Millwork	Wise, Barbara	0375
Mineral Based Construction Materials/Clay, Concrete, Gypsum, Asphalt, Stone	Pitcher, Charles	0132
Mining Machinery	McDonald, Edward	0680
Mining Machinery (Trade Promotion)	Zanetakos, George	0552
Mobile Homes	Cosslett, Patrick	0132
Molybdenum	Cammarota, David	0575
Monorails (Trade Promotion)	Wiening, Mary	4708
Motion Pictures	Siegmund, John	4781
Motor Vehicles	Warner, Albert T.	0669
Motorcycles	Vanderwolf, John	0348
Motors, Electric	Whitley, Richard A.	0682
Music, Prerecorded	Siegmund, John	4781
Musical Instruments (Trade Promotion)	Johnson, Charles	3422
Mutual Funds	Muir, S. Cassin	0349

N

Natural Gas	Gillett, Tom	1466
Natural, Synthetic Rubber	Prat, Raimundo	0128
Newspapers	Bratland, Rose Marie	0380
Nickel Products	Presbury, Graylin	0575
Nonalcoholic Beverages	Kenney, Cornelius	2428
Noncurrent Carrying Wiring Devices	Whitley, Richard A.	0682
Nondurable Goods	Simon, Les	0341
Nonferrous Foundries	Duggan, Brian	0610
Nonferrous Metals	Manion, James J.	0575
Nonmetallic Minerals Nec	Manion, James J.	0575
Nonresidential Constr	MacAuley, Patrick	0132

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N

Nuclear Power Plants/Machinery	Whitley, Richard A.	0682
Nuclear Power Plants (Major Projects)	Dollison, Robert	2733
Numerical Controls for Mach Tools	McGibbon, Patrick	0314
Nuts, Edible	Janis, William V.	2250
Nuts, Bolts, Washers	Reise, Richard	3489

O

Ocean Shipping	Johnson, C. William	5012
Oil & Gas Development & Refining (Major Projects)	Bell, Richard	2460
Oil & Gas, Fuels only	Gillett, Tom	1466
Oil Field Machinery	McDonald, Edward	0680
Oil & Gas Field Machinery (Trade Promotion)	Miles, Max	0679
Oil & Gas Field Svcs (Trade Promotion)	Miles, Max	0679
Oil Shale (Major Projects)	Bell, Richard	2460
Operations & Maintenance	Chittum, J. Marc	0345
Organic Chemicals	Hurt, William	0128
Outdoor Lighting Fixtures	Whitley, Richard A.	0682
Outdoor Power Eqmt (Trade Promotion)	Johnson, Charles E.	3422

P

Packaging & Containers	Copperthite, Kim	0575
Packaging Machinery	Shaw, Eugene	2204
Paints/Coatings	Prat, Raimundo	0128
Paper	Smith, Leonard S.	0375
Paper & Board Packaging	Smith, Leonard S.	0375
Paper Industries Machinery	Abrahams, Edward	0312
Pasta	Janis, William V.	2250
Paving Materials, Asphalt & Concrete	Pitcher, Charles	0132
Pectin	Janis, William V.	2250
Periodicals	Bratland, Rose Marie	0380
Pet Food	Janis, William V.	2250
Pet Products (Trade Promotion)	Kimmel, Edward K.	3640
Petrochemicals	Hurt, William	0128
Petrochem, Cyclic Crudes	Hurt, William	0128
Petrochemicals Plants (Major Projects)	Haraguchi, Wally	4877
Petroleum, Crude & Refined Products	Gillett, Tom	1466
Pharmaceuticals	Hurt, William	0128
Pipelines (Major Projects)	Bell, Richard	2460
Photographic Eqmt & Supplies	Watson, Joyce	0574
Plastic Construction Products (Most)	Williams, Franklin	0132
Plastic Materials/Resins	Prat, Raimundo	0128
Plastic Products	Prat, Raimundo	0128
Plastic Products Machinery	Shaw, Eugene	3494
Plumbing Fixtures & Fittings	Shaw, Robert	0132
Plywood/Panel Products	Wise, Barbara	0375
Point-of-Use Water Treatment	Holley, Tyrena	3509
Pollution Control Equipment	Jonkers, Loretta	0564
Porcelain Electrical Supplies	Whitley, Richard A.	0682
Potato Chips	Janis, William V.	2250

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P

Poultry Products	Hodgen, Donald A.	3346
Power Hand Tools	Abrahams, Edward	0312
Precious Metal Jewelry	Harris, John M.	1178
Prefabricated Buildings, Wood	Cosslett, Patrick	0132
Prefabricated Buildings, Metal	Williams, Franklin	0132
Prepared Meats	Hodgen, Donald A.	3346
Pretzels	Janis, William V.	2250
Primary Commodities	Siesseger, Fred	5124
Printing & Publishing	Lofquist, William S.	0379
Printing Trade Services	Bratland, Rose Marie	0380
Printing Trades Mach/Eqmt	Kemper, Alexis	5956
Process Control Instruments	Nealon, Marguerite	8411
Process Control Instruments (Trade Promotion)	Manzoliillo, Franc	2991
Pulp and Paper Machinery (Trade Promotion)	Abrahams, Edward	0312
Pulp And Paper Mills (Major Projects)	White, Barbara	4160
Pulpmills	Stanley, Gary	0375
Pumps, Pumping Eqmt	McDonald, Edward	0680
Pumps, Valves, Compressors (Trade Promotion)	Zanetakos, George	0552

R

Radio & TV Broadcasting	Siegmund, John	4781
Radio & TV Communications Eqmt	Gossack, Linda	2872
Recorded Music	Siegmund, John	4781
Recreational Eqmt (Trade Promo)	Beckham, Reginald	5478
Refractory Products	Duggan, Brian	0575
Refrigeration Eqmt	Greer, Damon	5456
Renewable Energy Eqmt	Garden, Les	0556
Residential Lighting Fixtures	Whitley, Richard A.	0682
Retail Trade	Margulies, Marvin J.	5086
Rice Milling	Janis, William V.	2250
Roads, Railroads, Mass Trans (Major Proj)	Smith, Jay L.	4642
Robots/Factory Automation	McGibbon, Patrick	0314
Roofing, Asphalt	Pitcher, Charles	0132
Roller Bearings	Reise, Richard	3489
Rolling Mill Machinery	Abrahams, Edward	0312
Rubber	Prat, Raimundo	0128
Rubber Products	Prat, Raimundo	0128

S

Saddlery & Harness Products	Byron, James E.	4034
Safety & Security Eqmt (Trade Promotion)	Umstead, Dwight	8410
Space Services	Plock, Ernest	5620
Satellites & Space Vehicles, Marketing	Bowie, David C.	8228
Satellites, Communications	Cooper, Patricia	4466
Science & Electronics (Trade Promotion)	Moose, Jake	4125
Scientific Instruments (Trade Promotion)	Manzoliillo, Franc	2991
Scientific Measurement/ Control Eqmt	Podolske, Lewis	3360
Screw Machine Products	Reise, Richard	3489

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S

Screws, Washers	Reise, Richard	3489
Security Management Svcs	Chittum, J. Marc	0345
Security/Safety Eqmt (Trade Promotion)	Umstead, Dwight	8410
Semiconductor Prod Equip & Materials	Finn, Erin	2795
Semiconductors, except Japan	Mussehl, Judee	3360
Semiconductors, Japan	Scott, Robert	2795
Service Industries, Uruguay Round	Elliot, Fred	1134
Services, Data Base Development	Atkins, Robert G.	4781
Services, Telecom	Shefrin, Ivan	4466
Shingles, Wood	Wise, Barbara	0375
Shoes	Byron, James E	4034
Silverware	Harris, John	1178
Sisal Products	Manger, Jon	5124
Small Arms, Ammunition	Vanderwolf, John	0348
Small Business	Burroughs, Helen	4806
Snackfood	Janis, William V.	2250
Soaps, Detergents, Cleaners	Siesseger, Fred	0128
Soft Drinks	Kenney, Cornelius	2428
Software	Hyikata, Heidi	0572
Software (Trade Promotion)	Fogg, Judy	4936
Solar Cells/Photovoltaic Devices	Garden, Les	0556
Solar Equip Ocean/Biomass/ Geothermal	Garden, Les	0556
Solid Wastes Treatment and Disposal	Jonkers, Loretta	0564
Soy Products	Janis, William V.	2250
Space Commercialization, Equipment	Bowie, David C.	8228
Space Policy Development	Pajor, Peter	4222
Special Industry Machinery	Shaw, Eugene	3494
Speed Changers	Reise, Richard	3489
Sporting & Athletic Goods	Vanderwolf, John	0348
Sporting Goods (Trade Promotion)	Beckham, Reginald	5478
Steel Industry Products	Bell, Charles	0608
Steel Industry	Brueckmann, Al	0606
Steel Markets	Bell, Charles	0608
Storage Batteries	Larrabee, David	5124
Sugar Products	Siesseger, Fred	5124
Supercomputers	Streeter, Jonathan	0572
Superconductors	Chiarodo, Roger	0402
Switchgear & Switchboard Apparatus	Whitley, Richard A.	0682
Systems Integration	Atkins, Robert G.	4781

T

Tea	Janis, William V.	2250
Technology Affairs	Shykind, Edwin B.	4694
Telecommunications	Stechschulte, Roger	4466
Telecommunications (Major Projects)	Paddock, Richard	4466
Telecommunications (Trade Promotion)	Rettig, Theresa E.	2952
Telecommunications, Network Eqmt	Henry, John	4466
Telecommunications, Military Comm Eqmt	Mocenigo, Anthony	4466

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T

Telecommunications Svcs	Atkins, Robert G.	4781
Telecommunications, Terminal Eqmt	Edwards, Dan	4466
Teletext Services	Inoussa, Mary C.	5820
Textile Machinery	McDonald, Edward	0680
Textiles	Dulka, William A.	4058
Textiles (Trade Promotion)	Molnar, Ferenc	2043
Timber Products, Tropical	Tasnadi, Diana	5124
Tin Products	Manger, Jon	5124
Tires	Prat, Raimundo	0128
Toiletries (Trade Promotion)	Kimmel, Edward K.	3640
Tools/Dies/Jigs/Fixtures	McGibbon, Patrick	0314
Tourism (Major Projects)	White, Barbara	4160
Tourism Services	Sousane, J. Richard	4582
Toys & Games (Trade Promotion)	Beckham, Reginald	5478
Trade Related Employment	Davis, Lester A.	4924
Transborder Data Flows	Inoussa, Mary C.	5820
Transformers	Whitley, Richard A.	0682
Transportation Industries	Alexander, Albert	4581
Transportation Svcs (Trade Promotion)	Johnson, Bill	5012
Travel Services	Sousane, J. Richard	4582
Tropical Commodities	Tasnadi, Diana	5124
Trucking Services	Sousane, J. Richard	4581
Trucks, Trailers, Buses (Trade Promotion)	White, John	0669
Tungsten Products	Manger, Jon	5124
Turbines, Steam	Brandes, Jay	0560

U

Uranium	Sugg, William	1466
Used, Reconditioned Eqmt (Trade Promotion)	Bodson, John	0681

V

Value Added Telecom Svcs	Atkins, Robert G.	4781
Valves, Pipe Fittings, Except Brass	Reise, Richard	3489
Vegetables	Hodgen, Donald A.	3346
Video Services	Siegmund, John	4781
Videotex Services	Inoussa, Mary C.	5820
	Siegmund, John	4781

W

Wallets, Billfolds, Flatgoods	Byron, James	4034
Warm Air Heating Eqmt	Greer, Damon	5456
Wastepaper	Stanley, Gary	0375
Watches	Harris, John	1178
Water and Sewerage Treatment Plants (Major Projects)	Healey, Mary Alice	4333
Water Resource Eqmt	Wheeler, Frederica S.	3509
Water Supply & Distribution	Wheeler, Frederica S.	3509
Water Treatment, Point-of-use	Wheeler, Frederica S.	3509
Welding/Cutting Apparatus	Kemper, Alexis	5956
Whiskey	Kenney, Cornelius	2428
Wholesale Trade	Margulis, Marvin	5086
Wine	Kenney, Cornelius	2428
Windmill Components	Garden, Les	0556
Wire & Wire Products	Bell, Charles	0606
Wire Cloth, Industrial	Reise, Richard	3489
Wire Cloth	Williams, Franklin	0132
Wood Containers	Hicks, Michael	0375
Wood Preserving	Hicks, Michael	0375
Wood Products	Smith, Leonard S.	0375
Wood Working Machinery	McDonald, Edward	0680

Y

Yarns (Trade Promo)	Molnar, Ferenc	2043
Yeast	Janis, William V.	2250
Yogurt	Janis, William V.	2250