

TradeAlert

February 22, 2010

2010 Ex-Im Bank Annual Conference: Powering Jobs, Sales and Profits through Exports

Mark your calendar for Thursday and Friday, March 11-12, 2010, at the Omni Shoreham Hotel in Washington, DC, to hear presentations from GE Chairman and CEO Jeffrey R. Immelt, Caterpillar Inc. Chairman and CEO James W. Owens, and OECD Secretary General, Angel Gurría. Join over 1,000 trade finance lenders, export credit insurance brokers, international buyers and U.S. exporters in a variety of trade sessions including presentations on billions of dollars in potential export opportunities and be available for networking. For more information visit:

http://www.exim.gov/news/annualconf/2010/ann_conf_2010.cfm

Experiencing Foreign Government Trade Barriers When Exporting or Investing Abroad?

The U.S. Department of Commerce's [Trade Compliance Center](#) (TCC) helps American exporters and investors overcome foreign trade barriers and works to ensure that foreign countries comply with their trade agreement obligations to the United States. If your member companies have questions concerning foreign government investment policies or need help addressing a foreign government trade barrier, they can **Report a Trade**

Barrier at: http://tcc.export.gov/Report_a_Barrier/index.asp, email tcc@mail.doc.gov or call 202-482-1191 for assistance. The TCC will evaluate the issue and respond to your member company as soon as possible.

Israel Consolidating Emergence from Crisis

On February 10, Israel reported numerous positive signs that its emergence from the worldwide financial and economic crisis has solidified. Both exports and domestic demand grew; job losses have slowed in the business sector and the unemployment rate has declined - with hiring greater than layoffs in Q4/09 for the first time in a year. Work-hours per employee and nominal salaries rose while the number of jobseekers and claims for unemployment benefits fell. Direct tax receipts rose with the capital market rally, the improvement in companies' profits and higher nominal salaries, and the increase in employment. Indirect tax receipts rose even faster, thanks to the increase in private consumption. For information about the opportunities in Israel for US business, please contact james.cramer@mail.doc.gov.

Exhibit at Ukraine's Major Power and Electrical Engineering and Energy Efficiency Show

Find information about the Product Literature Center for U.S. Exporters at ELCOM Ukraine'10 Show on:

<http://buyusainfo.net/info.cfm?loadnav=&isprev=yes&id='14267939'&keyx='0D4283FA27F10B73E2308C9D4833ECD7'>

Export Compliance Training by the Regulators – Sessions in English and Spanish

On March 9-12 in Miami, FL, U.S. Census Bureau, Bureau of Industry and Security and U.S. Customs and Border Protection experts will: 1) cover the filing requirements of the FTR, 2) provide an understanding of the Schedule B classification requirements, 3) provide a thorough overview of the AES, 4) cover Export Controls, 5) cover port requirements and efforts against terrorism and international narcotics trafficking. All those involved in the export process should attend: Freight Forwarders, Exporting Carriers, Consolidators, U.S. Customs Brokers, U.S. Principal Parties in Interest including Manufactures and Suppliers. For more information and to register:

<http://www.buyusa.gov/florida/aes.html>

Palestinian Authority Reduces Purchase Tax on Cars

The Palestinian cabinet lowered the purchase tax on new and used cars that run on fossil fuel from 75% to 50%, the tax on hybrid cars to 30%, and the tax on fully electric cars to 10%. There are two recognized Palestinian dealers in the West Bank for Ford and GM and several others for European and Asian brands. For more information, contact issa.noursi@mail.doc.gov.

Double Your Export Sales

Whether you double your international sales from zero or add a bunch of new markets, we can give your business a lift with our Basic Guide to Exporting webinar series. Sign up for more than one webinar, and get a copy of our how-to book—Free. http://www.export.gov/basicguide/eg_main_020109.asp

Why Aren't You in Israel's Healthcare Market?

Its domestic medical service market is among the most advanced in the world. New, cost effective, technologies and medicines are quickly adopted, many doctors have significant U.S. and other advanced training, and Israel has one of the highest doctor/patient ratios in the world. The Commercial Service is organizing a webinar on March 23, 2010, 10:00 AM (EST) to discuss how US companies can participate in this world-class system. Attendees will hear from regulators, major procurement entities and experts in selling into the health care market. For additional details please contact: rael.torres@mail.doc.gov.

Last Chance to Protect Your Business Secrets

The U.S. Department of Commerce estimates that American businesses lose \$250 billion to corporate information theft annually. On February 25, 2010, in Rosemont, IL speakers from the National Security Agency, FBI, Secret Service, U.S. Commerce and State Departments will brief on how to protect your business interests from bad actors in the U.S. and around the globe. Joined by experts from Baker & McKenzie and DuPont, gain insight into minimizing exposure, liability and risk for you and your organization. Topics include: Latest Trends in Cyber and Traditional Espionage Methods; Protecting Electronic Data & Trade Secrets; Vetting New Hires and International Partners. Register at <http://www.buyusa.gov/midwest/324.html> or contact monica.toporkiewicz@mail.doc.gov, 312-353-8059.

INTERNATIONAL TRADE ADMINISTRATION *At a Glance...*

Secretary of Commerce Gary Locke National Exports Initiative Remarks Washington, D.C.

http://www.commerce.gov/NewsRoom/SecretarySpeeches/PROD01_008893

15 U.S. COMPANIES TO PARTICIPATE IN SOLAR ENERGY TRADE MISSION TO INDIA

WASHINGTON, D.C. – Mary Saunders, deputy assistant secretary for manufacturing and services, and representatives from 15 U.S. companies are set to participate in the International Trade Administration's second solar energy trade mission to India, February 15-19, 2010. The mission is designed to help U.S. solar technology firms initiate or expand their exports to India. The mission will visit three cities: New Delhi, Bangalore, and Mumbai.

25 U.S. COMPANIES APPROVED FOR INTERNATIONAL TRADE ADMINISTRATION EXECUTIVE TRADE MISSION TO ALGERIA AND LIBYA

Washington, D.C. – The International Trade Administration (ITA) of the U.S. Department of Commerce announced today that 25 applications have been approved for participation in the Executive Trade Mission to Algeria and Libya. The mission was organized to help U.S. firms find business partners and sell equipment and services in these markets. The mission will take place February 16-24, 2010, and will be led by Nicole Lamb-Hale, the nominee for Assistant Secretary for Manufacturing and Services.

What's new in ITA

View the International Trade Administration's current news releases:

http://www.trade.gov/press/press_releases.asp

Need International Business?

Clean Coal Project in China Approved by ADB

The Asian Development Bank approved in February, a \$135 million loan to China for an integrated gasification combined cycle power plant in Tianjin, China. The project will use clean coal technology that will reduce GHG emissions considerably. The Greengene Company of China is spearheading China's clean coal technology program. The U.S. firm Peabody Energy, the world's largest private sector coal mining company, acquired a 6% stake in Greengene in 2007. Read the complete project information:

<http://pid.adb.org/pid/LoanView.htm?projNo=42117&seqNo=01&typeCd=3#addbo> U.S. firms are invited to contact The U.S. Commercial Liaison Office for ADB, email: manila.adb.office.box@mail.doc.gov; tel: (632) 887 1345/46; website: www.buyusa.gov/adb to learn more about ADB business opportunities.

Bring Your Sunscreen – Italian Solar, Energy Efficiency Market is BRIGHT

Favorable government policies and incentives, a great climate and high regard for U.S. products makes Italy a market U.S. solar and green building companies can't miss. Get in the game with a booth in the U.S. Commercial Service-organized U.S. Pavilion at Solarexpo, the #1 solar PV show in the world this year, and Greenbuilding, the international exhibition and conference on energy efficiency and sustainable architecture, May 5-7, 2010, in Verona, Italy. The two shows will feature 1,100 exhibitors, 70,000 visitors and a high level conference program.

Learn More: <http://www.buyusa.gov/italy/en/solarexpo2010.html>

Contact: Nicoletta.Postiglione@mail.doc.gov ; Federico.Bevini@mail.doc.gov

Don't let this Opportunity Melt Away - 400 Ice Cream Refrigerators Needed

Palestinian Investment Partners (PIP) is a program funded by the United States Agency for International Development (USAID) for investing in the West Bank. On behalf of Al-Arz Ice Cream Company, PIP is soliciting price quotations for 400 brand new Ice Cream Refrigerators (400 Liter and 500 Liter). Interested U.S. companies should contact Assad Barsoum at Assad.Barsoum@mail.doc.gov before **March 5, 2010**.

Wanted: Innovative U.S. Manufacturer of Water & Wastewater Treatment Equipment

Russian company seeks innovative U.S. manufacturer of water and wastewater treatment equipment for municipalities. U.S. Company should have a good reputation, offer competitive prices and be interested in a long-term relationship. Contact Yuliya.Vinogradova@mail.doc.gov at U.S. Commercial Service in Moscow.

This Week: Interested in Architecture Opportunities in Asia? Here's Your Chance!

The Kaohsiung City Government (Taiwan) is inviting firms across the world to participate in an international design competition for the world-class Kaohsiung Maritime Cultural & Popular Music Center. Please join the Commercial Service from your computer for a **free**, one-hour "bidders webinar" on Feb. 24th - 8 pm (EST)/5 pm (PST) featuring a presentation by the project coordinator. The webinar will include the project background, budget and service fees, scope of work, tender process, project schedule, bidder qualifications, and an opportunity to ask questions.

With the design tender to be announced in early March and the Kaohsiung City Government's interest in international bids, this webinar is an opportunity not to be missed! To register, please [click here](#) or contact Janee.Pierre-Louis@trade.gov.

¡ Olé! Boost Your Service Exports by Connecting with Spanish Investors

In just two years through 2008, Spanish investment to the U.S. increased from \$14.4 billion to \$38.6 billion. A May 2010 on-line launch of a U.S. Service Provider Initiative to key Spanish investors and organizations can bring you new business opportunities. We are waiving the basic one-year subscription fee to companies for a limited time. All U.S. state investment offices and agencies are invited to partner with us. Subscribe now at <http://www.buyusa.gov/spain/en/usserviceinitiative.html>. Question, please contact Carmen.Ribera@mail.doc.gov.

Treat Alert: Ukraine - 750 kV OHL Zaporizhzhia-Kakhovka Line Project.

EBRD Project, sponsored by National Power Company Ukrenergo. Announced tender for construction and installation of 750 kV OHL Zaporizhzhia-Kakhovska Line Project. Get most recent information about tender opportunities and energy projects in Ukraine on:

<http://buyusainfo.net/info.cfm?loadnav=&isprev=yes&id='14267935'&keyx='23056C1CF7D0E64C2C43D14FF21F8121'>

Trade Alert: Ukraine – Energy Saving Project /Invitation for Tender

EBRD Project, sponsored by Ukrainian Energy Service Company" (UkrESCO). Announced tender towards the implementation of an energy saving project. Get most recent information about contracting opportunities and energy saving projects in Ukraine on:

<http://buyusainfo.net/info.cfm?loadnav=&isprev=yes&id='14267936'&keyx='D623AE7B5A448740C7AD5A8EAEECC8A4'>

Ukrainian Municipal Water/Waste Water Services Project at EBRD:

Municipal Communal Production Enterprise "Dnirovodocanal" has signed a loan agreement with the European Bank for Reconstruction and Development (EBRD) and intends to use the proceeds of the loan to improve sustainability, level of water, and waste water services in the City of Dnipropetrovsk, Ukraine. The Project, which has a total estimated cost of about EUR 30 million, will require the procurement of the goods, works and services under the following remained contracts: Block Meters; Pumping Stations; Water Works; Waste Water Treatment; Rehabilitation of Water Pipes; and Design, supply and installation of automated operative dispatch control system. The tendering for the above contracts is expected to begin in the 3rd – 4th quarters of 2010. For a complete

description of the procurement notice go to: <http://www.ebrd.com/oppo/procure/opps/consult/index.htm> or you may contact the EBRD Commercial Service Business Liaison office by e-mailing: Sanford.Owens@mail.doc.gov or on the website: <https://www.buyusa.gov/ebrd/>

Ukrainian Hydro Rehabilitation Projects worth EUR 350 million at EBRD:

UkrHydroEnergo, a company managing several hydro generation facilities in Ukraine, applied to the European Bank for Reconstruction and Development (EBRD) for a loan for the rehabilitation of most of its hydro power stations. The proposed project, which has a total estimated cost of EUR 350 million, will require the procurement of the following goods, works and services: a) supply and installation of new hydraulic turbines, generators, and auxiliary equipment at 5 locations; b) supply and installation of transformers and electrical equipment at 4 locations; c) supply of hydro-mechanical equipment (spillway gates, trashracks, stoplogs and unit intake gates) at 6 locations; d) supply and installation of dam safety equipment at Kiev PSP; e) consultancy services for the Feasibility Study for the expansion of Kakhovka HPP; f) consultancy services for Project Implementation Unit assistance and Lender's Engineer. Tendering for the above contracts is expected to begin in the first quarter 2010. For a complete description of the procurement notice go to: <http://www.ebrd.com/oppo/procure/opps/consult/index.htm> or you may contact the EBRD Commercial Service Business Liaison office by e-mailing: Sanford.Owens@mail.doc.gov or on the website: <https://www.buyusa.gov/ebrd/>

Sell Your Services in China with AccessAmerica

AccessAmerica is our online Chinese-language directory of U.S. firms that provide customized services to Chinese companies that want to conduct business in the U.S., including finding partners and setting up offices. All U.S. states are invited to partner with us to facilitate service exports and inward investment. *AccessAmerica* is featured on the U.S. Embassy Chinese webpage which has 100,000 hits per month; and it is featured at Invest in America programs in the U.S. and China. Your listing will include company information, company logo, and contact details, all translated into Chinese, for a one-year subscription fee of \$400. Increase your visibility in China and boost your service exports! **Learn more:** <http://www.buyusa.gov/china/en/>; Send questions to julie.carducci@mail.doc.gov.

Trade Missions Latest from the Grapevine

Secretarial-Led Clean Energy Business Development Missions to China and Indonesia

Hong Kong; Shanghai and Beijing, China; and Jakarta, Indonesia

Date: May 16-21, 2010 (China) and May 23-25, 2010 (Indonesia)

Apply by: March 12, 2010

Learn more/register: www.trade.gov/CleanEnergyMission, email at CleanEnergyMission@doc.gov or call the Office of Business Liaison at 202-482-1360.

U.S. Commerce Secretary Gary Locke will lead clean energy business development missions to China and Indonesia, May 15-25, 2010. The missions will promote exports of leading U.S. technologies related to clean energy, energy efficiency, and electric energy storage, transmission, and distribution.

Joint FedEx and Commercial Service Green Industries Trade Mission to Europe

FedEx will lead this mission to Europe

April 11-16, 2010

Apply by March 5, 2010

FedEx and the U.S. Commercial Service are working together to deliver the "Green Industries Trade Mission" to Europe. The focus of this certified trade mission is to help U.S. businesses involved in various green / sustainable industry sectors explore both new and expanded exporting opportunities. The trade mission begins in Paris on April 11-12 with a European market conference hosted by business and government officials. From Paris, the trade mission will take delegates to their choice of two countries (possibilities include France, Germany, Italy, Nordics, or United Kingdom) for two days of country-specific Gold Key match-making activities. More information, including a trade mission application form, is available at fedex.com/trade

Public Health Trade Mission to the Middle East

Riyadh and Jeddah, Saudi Arabia; and Doha, Qatar

Date: June 5-10, 2010

Apply by: March 31, 2010

Learn more/register: www.export.gov/MEpublichealthmission, email at MEpublichealth@trade.gov or call Jeanne Townsend at 410-962-4518.

This mission will focus on two important public health issues: (1) patient healthcare and (2) water and waste management. It will provide an excellent venue for U.S. companies to promote equipment, services, and

technologies in a range of public health sectors, including hospital and clinical laboratory equipment; pharmaceuticals; health care technologies; public health education; hospital construction and design; IT software; and waste management including medical waste; incinerators, bio-mass technology, recycling and integrated solid waste management services, water and sewage treatment plants; water desalinization and water distribution.

Growth Opportunities in Nigeria

Agriculture Equipment and Technology Trade Mission to Nigeria

May 25-26, 2010

Apply by March 31, 2010

To learn more/register: Timothy.Cannon@mail.doc.gov or Chamberlain.Eke@mail.doc.gov

The Agricultural Equipment and Technology Trade Mission to Abuja, Nigeria -- limited to 15 U.S. companies -- will include pre-travel briefings and webinars on Nigeria; one-on-one business appointments in country with pre-screened distributors, buyers, joint venture partners, and business owners; a networking reception; and meetings with key Nigerian government contacts, offering timely opportunities to learn about Nigeria's national initiatives to revitalize its agricultural sector and encourage large scale commercial farming. For more information, contact Timothy.Cannon@mail.doc.gov or Chamberlain.Eke@mail.doc.gov.

Expand Your Exports Into Canada - Participate in RepCAN 2010

Vancouver June 9-10, Toronto June 14-15 and Montreal June 16-17

The U. S. Commercial Service in Canada is organizing RepCAN 2010, a three-stop trade mission and exhibition open to U.S. companies in all industry sectors. It is designed to provide small-to-medium-sized U.S. companies (SMEs) with a highly efficient and cost-effective platform to establish profitable business ties with prospective agents, distributors and end-users. U.S. companies can participate in any one, two, or all three, of Canada's major regional markets. **For RepCAN 2010 information and registration visit our website at:**

<http://www.buyusa.gov/canada/en/repcan2010home.html>

In Case You Missed It

Getting Into China's Clean Energy Market

On Wednesday, March 3, at 11am EST join a webinar to find out what export opportunities exist for U.S. SMEs trying to enter the China clean energy market, what services are available from the Department of Commerce to assist you with market entry, and learn market entry strategy and discover tips for entering China's clean energy market. Contact kristie.dilascio@trade.gov to register.

Your Opinion Counts! Join the ADB Procurement Survey

In an effort to improve public procurement among its developing member countries, the Asian Development Bank has launched the Asia Pacific Procurement Partnership Initiative. The initiative aims to promote policy dialogue and enhance knowledge and capacity toward meaningful procurement reform. To begin the process, ADB is requesting stakeholders to participate in a needs assessment survey which will help guide the process that will lead to a partnership platform for exchange of information among public procurement officials in ADB developing member countries. Your thoughts and opinions are welcome. Please view the survey questionnaire at:

http://adbprocurementforum.net/?page_id=474. U.S. firms wishing to participate in ADB business opportunities are urged to contact: The U.S. Commercial Liaison Office for ADB, email: manila.adb.office.box@mail.doc.gov; tel: (632) 887 1345/46; website: www.buyusa.gov/adb.

Double Take: Uzbek Oil Processing Plants Seek Updating

Uzbek national Holding Company, "Uzbekneftegaz," announced tenders 137/09-EPU and 136/09-EPU. All interested US companies must submit their bids before 18:00 (local time) on **March 1, 2010, (1)** to provide services to study and develop a Feasibility Study for modernization, reconstruction of existing technology at the **FERGHANA OIL PROCESSING PLANT**, which would allow this plant to produce oil products to meet EURO-3 Standard requirements; and **(2)** to provide services to conduct a study of an existing technology producing fuel and diesel fuel at **BUKHARA OIL PROCESSING PLANT** to identify the possibility to produce fuels to meet requirements of EURO-3, 4, 5, as well as to develop a Feasibility Study for modernization and reconstruction of the plant. For more information, contact: Mr. Murod Madjidov, Econ Specialist at madjidovmm@state.gov

For information about the Commercial Service's Strategic Partnership Initiative <http://www.export.gov/cspartners/>

To unsubscribe, please reply to this e-mail and place "DELETE" in the subject line.