

TradeAlert

January 11, 2010

“Jobs on Main Street, Customers Around the World: A Positive Trade Agenda for Small- and Medium-Sized Enterprises”

United States Trade Representative Ron Kirk will hold a conference aimed at helping Small- and Medium-Sized businesses create jobs through exports. The event will take place at the Peterson Institute for International Economics on Thursday, January 21, 2010 beginning at 9:00 a.m. Featured participants at the conference will be Administrator Karen G. Mills of the U.S. Small Business Administration, Deputy Secretary of Commerce Dennis Hightower, and Deputy U.S. Trade Representative Miriam Sapiro. Small- and medium-sized business panelists will share their export successes and discuss major policy barriers as well as key issues in export promotion. Register at <http://events.constantcontact.com/register/event?oeidk=a07e2oegpflc58a02d2&oseq=a022ybftskzkr0>

Quick, Before You Miss it ... European Buyers Want your Green Products & Services

On January 13, 2010 at 11:00 AM EST catch a webinar about EU Government incentives driving the \$900 billion green market from Senior Commercial Officers at five U.S. Embassies: France, Germany, Italy, U.K., and the Nordics. After the webinar you will understand EU regulatory requirements and standards, details of the April 2010 FedEx Green Industries Trade Mission to Europe designed to put you face-to-face with European companies, and a cost-effective and proven way to enter a new market and find international partners and buyers from the experience of a U.S. Company. Deborah.Doherty@mail.doc.gov or (717) 872-4386 or **there is no cost to Register Here!** http://www.export.gov/eac/show_detail_trade_events.asp?EventID=30010 or contact

Survival of the Fittest: Exporting Peps Up California Company

The Obama administration is promoting small business exporting as a means of balancing the U.S. economy and helping shrink the trade deficit. But only about one percent of all U.S. businesses export. Those that do export report doing much better than when they didn't. Here's the story of one small manufacturing company that has thrived by going global. http://www.export.gov/articles/successstories/eg_success_story_020902.asp

Attacking Foreign Trade Barriers on the Ground in India

Vince Suneja, the newest trade compliance attaché for the International Trade Administration's Market Access and Compliance unit, will take up his post in New Delhi in January 2010. Vince will be at the forefront of U.S. Commerce Department efforts to implement ITA's Trade Agreements Compliance Program, which endeavors to reduce or eliminate foreign government trade barriers that adversely affect trade opportunities for U.S. goods, services and investment. Trade compliance attaches are also located in Beijing, Tokyo, San Salvador (for the CAFTA-DR countries) and at the U.S. mission to the EU in Brussels. Contact tcc@mail.doc.gov or 202.482.1191.

IT Industry: Creating Thailand's Creative Economy

The U.S. Consulate General in Chiang Mai, in cooperation with the U.S. Embassy in Bangkok will host an international conference on February 18-19 on "Northern Thailand's Creative Economy: Opportunities and Challenges in the IT Sector" at the Shangri-La Hotel, Chiang Mai, Thailand. This event will bring together U.S. IT firms based in Bangkok and Southeast Asia with the private-sector and public-sector players who are building northern Thailand's IT industry. The conference aims to generate new business partnerships, boost the recruiting of northern Thailand's IT talent, and lay the groundwork for sales, service, and investment opportunities. Non-IT firms that are consumers of IT services are also welcome to participate. To RSVP, please visit the website at <http://www.buyusa.gov/thailand/th/ceconf.html>

What Do You Think the Innovation Policy Priorities for the US and EU Should Be?

The Commerce Department's International Trade Administration is seeking comments on priorities for the Transatlantic Innovation Dialogue, which will be used to identify and select projects for cooperation on innovation policy between the U.S. and the EU. Comments should consider the specific technology areas and industry sectors the U.S. and EU should focus on. The deadline for submitting comments is February 5, 2010. For more information: <http://edocket.access.gpo.gov/2009/pdf/E9-31085.pdf>

Education & Consumer Goods - Hot Sectors in the Youngest Western Country

Israel recently announced that its population grew on average 1.8% annually over the past decade. This is about 50% faster than the next fastest growing Western country. Furthermore, nearly 30% of Israel's population is under the age of 14, almost twice the average percentage of other Western countries, and the average Israeli household has 3 or more children. Less than 10% of the Israeli population is over the age of 65 compared to other Western countries whose figure is closer to 15%. This presents opportunities for educational services, consumer electronics, clothing, games, toys and sporting equipment, and other services and goods geared towards young people. For further information contact Commercial Service Israel's Deputy Senior Commercial Officer Jim Cramer (james.cramer@mail.doc.gov).

Calling all Community College Business Faculty Looking to Internationalize Courses

The International Business Center at Michigan State University in Lansing is recruiting faculty for its summer faculty development institute beginning June 6, 2010. The purpose of the program is to help participants internationalize existing business courses and develop new ones using the U.S. Commercial Service's *A Basic Guide to Exporting* as the text and Michigan State's newly developed Power Point lectures for each chapter of the book. The pre-developed lectures make it easy for faculty members who have not previously taught about international trade or to incorporate it specific sections into current courses. For more information about the Institute and how to apply, click here: <http://global.broad.msu.edu/events/eventDisplay.aspx?SectionRecordID=2113>

First Elections in 20 Years at Palestinian Chambers of Commerce

The Palestinian Cabinet has instructed the Ministry of National Economy to prepare for elections in 2010 at the fourteen chambers of commerce and industry in the West Bank. According to current laws inherited from Jordanian laws of pre-1967, every business entity in the West Bank must be registered with a chamber of commerce as a precondition to receive its business license. The decision to hold elections is very significant given that the last elections were held in the early 1990's when Hamas took control of several chambers in important cities such as Ramallah and Hebron. A new law to govern the activities and organization of the Chambers of Commerce has been under consideration for a long time and the Ministry of Economy has been instructed to work on its completion and implementation.

You CAN still Make Money while Protecting the Environment

As EPA tightens up [smog regulations](#), a company deploying hundreds of aircraft and millions of vehicles can create potentially big environmental problems. See how one global U.S. company has declared that making money and protecting the environment are not incompatible goals. Watch this discussion with the director of environmental affairs for FedEx. http://www.export.gov/articles/eg_main_020837.asp

Thailand Releases New Industry Reports

Reports include the following sectors: Clinical Laboratory Testing Equipment and Supplies, Broadcast Industry, Cellular Communications Market, Dermatology/Skin Care Equipment and Accessories, Franchise Industry, Food Safety Testing Equipment, Logistic, Management Consulting Service, Military and Defense Equipment Market, Automotive Aftermarket Industry, and Food Processing and Packaging Equipment. These reports can be download at http://www.buyusa.gov/thailand/en/research08.html#_section1

Get Government Support for Overseas Proposals

The U.S. Department of Commerce's [Advocacy Center](#) helps American exporters level the playing field, overcome foreign government influence, and enhance the transparency and fairness of overseas tenders. In cases where a foreign government is the direct or indirect decision maker, commercial diplomacy by USG officials can be essential to ensuring that U.S. exports get full and fair consideration. If companies are interested in obtaining USG support for a proposal, they may complete a simple [Advocacy Questionnaire](#) and, after approval, the Advocacy Center will work with the company to develop an effective advocacy strategy. For any questions, feel free to contact individual [regional managers within the Advocacy Center](#) or dial 202-482-3896 to speak with a member of the Advocacy Center staff.

new! - INTERNATIONAL TRADE ADMINISTRATION *At a Glance...*

Webinar to Highlight \$900 Billion European Union Green Market Opportunities

On January 13, the International Trade Administration's Commercial Service, the National Association for Manufacturers, and FedEx will host a web-based briefing by trade experts to highlight lucrative business opportunities in the European Union (EU) for U.S. companies. Opportunities exist for U.S. companies to export sustainable building-construction equipment and services, renewable energy such as solar-thermal, photovoltaic, heating pumps, waste treatment, and architectural services, among other industries, where more than \$900 billion in revenue could be realized. The briefing will also provide detail on the FedEx Green Industries Trade Mission to Europe scheduled to take place April 11-16, 2010.

Commerce Issues Preliminary Determinations in CHINA AD Investigations:

Wire Decking from China

On January 5, the Department of Commerce announced its affirmative preliminary determination in the antidumping duty investigation on imports of certain wire decking from the People's Republic of China. Commerce preliminarily determined that Chinese producers/exporters have sold wire decking in the United States at 42.61 to 289.00 percent less than normal value. As a result of this preliminary determination, U.S. Customs and Border Protection will collect a cash deposit or bond based on these preliminary rates. The product covered by this investigation is welded-wire rack decking produced from carbon or alloy steel wire.

<http://ia.ita.doc.gov/download/factsheets/factsheet-prc-wire-decking-ad-prelim-010510.pdf>

Steel Grating from China

On December 29, the Department of Commerce announced its affirmative preliminary determination in the antidumping duty investigation on imports of certain steel grating from the People's Republic of China. Commerce preliminarily determined that Chinese producers/exporters have sold steel grating in the United States at 14.36 to 145.18 percent less than normal value. As a result of this preliminary determination, U.S. Customs and Border Protection will collect a cash deposit or bond based on these preliminary rates. Steel grating is a downstream steel product typically comprised of bearing and cross bars used for walkways, platforms and flooring.

http://trade.gov/press/press_releases/2009/SteelGratingADPrelimFS122909.pdf

Tips for Expanding Your Career Overseas

Karen Zens, Deputy Assistant Secretary for the International Trade Administration, was interviewed by D&B Small Business Solutions. To view the article, click here:

<http://smallbusiness.dnb.com/manage/finances/12375462>

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?

Commercial Service and American Chamber of Commerce Ukraine combine efforts

On March 1-3, 2010 the American Chamber of Commerce in Ukraine, working with Commercial Service Kyiv and the U.S. Embassy in Minsk, is organizing the first-ever U.S. trade mission to Belarus. Emphasis of the mission will be opportunities in the Belarussian agricultural and food processing sectors. For further information, contact Richard Steffens at richard.steffens@mail.doc.gov.

Build a Railroad Manufacturing Facility in Uzbekistan ... Partner up!

The State Joint Stock Railway Company, "Uzbekistan Temir Yullari" (Uzbek Railways), announces a tender for supply and installation of equipment and services for a casting shop at Casting-Mechanical Plant of Uzbek Railways. The group for implementing the purchase of equipment for the Casting Mechanical Plant may be contacted at 7, Taras Shevchenko Street, Tashkent, Uzbekistan 100060., Tel: (998-71) 237-9538, 237-8267, Fax: (998-71) 237-9569. In this tender, foreign and local companies can participate if they have the proper experience as a manufacturer of the required equipment, or they may be an authorized sales agents. Deadline for bids: 15:00 Tashkent time on February 22, 2010. Tender document cost –USD 400 including VAT. Contact Murod Madjidov at

MadjidovM@state.gov

Want to Drill a Well in Uzbekistan? Bid by January 25th

Aral Sea Operating Company, LLC info@aralsea-op.com is the operator for the bidding and implementation of a drilling initiative beginning with one well (Shagala-1) in the Uzbek part of Aral Sea. In order to receive tender documents, interested organizations should submit a letter via fax, covering their intent to participate in the bidding, indicating company details, including e-mail, full name and position of the contact person. Contact JV "Aral Sea Operating Company" LLC at International Business Center, 107B Amir Temur street, 10th floor, Tashkent, Uzbekistan 100084, Phone: (998-71) 120-01-12, Fax: (998-71) 120-01-13. All envelopes with bids for Drilling Works Bid No. 2009/12/127/Drilling should be delivered to the above mentioned address before 25th January, 2010, 15:00 local time. Contact Murod Madjidov at MadjidovM@state.gov

Getting a Show Floor Office at the Hannover Fair is as easy as A.B.C.

Hannover Fair 2010, April 19-23, 2010, is the world's largest industrial trade fair for energy and power plant solutions and generation, industrial automation, process controls and micro- or nanotechnology welcoming 6,150 exhibitors and 210,000 visitors from 84 countries. For only \$1,000 join the U.S. Commercial Service, FedEx and Hannover Fairs USA at the new **American Business Center**. The ABC is a low-cost alternative to exhibiting giving you 1) Admission Pass to Hannover Fair 2) Private office with internet, phone and fax, 3) private meetings with prospective partners, 3) counseling and market research and 4) access to the ABC lounge, receptionist, shuttle service and more. For details contact Deborah.Doherty@mail.doc.gov or Volker.Wirsdorf@mail.doc.gov or visit <http://www.buyusa.gov/germany/en/hannoverfair2010.html>.

The U.S. Department of Commerce Recruits Thousands of International Buyers to U.S. Trade Shows in 2010

The U.S. Commerce Department's International Buyer Program (IBP) assists U.S. companies to increase their export sales by promoting select trade events worldwide through its global network of more than 80 US Embassies and Consulates. Check the website below for IBP supported U.S. industry events and contact the Commerce Department personnel coordinating meetings among U.S. companies and international buyers. <http://www.export.gov/ibp/ibp.asp?ReportID=IBP>

Drive Off with 418 MILLION EUROS... Tender for Motorway in Slovakia

Be part of a 418 million EUR highway investment in Slovakia. Bid on one of the National Motorway Company's three highway construction tenders, each varying in volume and deadlines. The final segment of the project will be completed within four years. For more information, please visit http://www.buyusa.gov/europeanunion/tender_search.html?cy=SK&se=14&sort=PD&offset=0 or contact lucia.maskova@mail.doc.gov.

Republic of Srpska Motorway Consulting Project: EUR 297,000

The Republic of Srpska has applied for loan financing from the European Bank for Reconstruction and Development for construction of the Mahovljani Interchange to connect three major motorways. The Government of Republic of Srpska established an autonomous corporate entity, a Public company "Republic of Srpska Motorways" in charge of implementation of the Motorway network, who intends to retain a consulting company to assist with the institutional strengthening program as well as assist with establishment of business planning practices (including tolling strategy) and the introduction of the management systems. The value of the contract is **EUR 297,000.00**; *Exclusive of VAT*. For a complete description of the procurement notice go to: <http://www.ebrd.com/oppo/procure/opps/consult/index.htm> or contact the EBRD Commercial Service Business Liaison office by e-mailing: Sanford.Owens@mail.doc.gov or on the website: <https://www.buyusa.gov/ebd/>

Turkish Auto Owners Need Retail Auto Parts

A reputable Turkish holding firm is looking for a partner/brand name owner/franchisor to establish shops to sell auto parts, accessories, and everything that a car owner would need. The Turkish automotive industry is one of the fastest growing ones in Europe, and is one of the major export centers to the region. If you want to take a part in this very dynamic market contact Berrin.Erturk@mail.doc.gov of the U.S. Commercial Service in Izmir, Turkey for more information.

The Scent of Opportunity - Polish Distributor Seeks Auto Air Fresheners

Polish distributor, Parys, is looking for U.S.-made auto air fresheners for long-term deliveries. Established in 1991 as an importer and distributor of car chemical products, Parys sells through filling stations, garages, car washes, and supermarket chains. A few well known brands carried by Parys include: Atas of Italy, Sonax of Germany, and Prestone of the U.S., among others. The company is also an authorized exporter for some products to Ukraine, Lithuania, Estonia, and other Eastern markets. Please send 1) Terms of Payment, 2) Terms of Delivery, 3) Price

List, 4) Catalogs, 5) Info on quality of products, and 6) References to Ms. Olga Marczuk at marczuk@parys.pl or contact Joanna.Chomicka@mail.doc.gov with questions.

Looking for International Students? Israel has highest Per Capita GMAT Takers

Israel has the highest number of GMAT takers per capita of any country in the world, and provides the seventh largest number of takers of any country in the world, ahead of France and Germany. This presents a distinct opportunity for accredited American colleges and universities to tap into the more than 25,000 requests for information about studying in the United States. For more information, contact Commercial Specialist Alan Wielunski (alan.wielunski@mail.doc.gov).

Opening January 25: 5 Million Euro Slovak Defense Tender Opportunity

Bid on a contract to supply the Slovak Defense Ministry with aircraft fuel tanks and double shell piping to be installed at the Slovak Air Force Base in Sliac. This tender is worth 5 million EUR and is funded by the NATO Security Investment Program. Distribution of "Cahier des Charges" starts January 25, 2010. The bid submission deadline is March 30, 2010. For more tender specifications, please contact Commercial Specialist Lucia Maskova at +421 2 5920 5317 or lucia.maskova@mail.doc.gov

Healthcare Lead Worth Millions: West Bank Needs Linear Accelerator

The "Flagship" Health Sector Reform and Development Project funded by USAID and based in Ramallah is looking for a Linear Accelerator for the oncology department at Augusta Victoria Hospital in E. Jerusalem. The system should be capable of performing 3D Conformal Dynamic Therapy, Intensity Modulated Radiation Therapy Techniques, Real Time Image Guided Radiation Therapy and Respiratory Gating. The system should contain IMRT QA tools and demonstrate capacity in adapting future upgrades and techniques such as Intensity Modulated Arc Therapy and Stereotactic Radio-surgery System. For more information contact issa.noursi@mail.doc.gov

\$4 Million in ADB Grants for Wind Power Expansion in Asia

The Asian Development Bank is providing nearly \$4 million in grants to expand the use of wind power in remote Asian communities. Pilot projects will be carried out in remote mountainous communities, deserts and grasslands, and ocean islands, which will provide models for replication in similar areas. For Details visit: <http://www.adb.org/Media/Articles/2009/13122-electricity-access-projects/>. U.S. firms and individuals are encouraged to contact the U.S. Commercial Liaison Office to ADB for how they can participate in ADB's programs by contacting: manila.adb.office.box@mail.doc.gov; tel: (632) 887 1345/46; website: www.buyusa.gov/adb.

EBRD PROVIDING USD 200 MILLION FOR SUSTAINABLE ENERGY IN TURKEY

The EBRD is developing the Turkey Private Sector Sustainable Energy Financing Facility (TURSEFF). Credit lines up to USD 200 million will be provided by EBRD to at least four participating banks in Turkey for on-lending to (i) commercial energy efficiency investments; (ii) stand-alone small scale renewable energy investments; (iii) buildings sector energy efficiency and renewable energy investments; (iv) energy efficiency and renewable energy in the residential sector; and (v) investment loans for eligible manufacturers, suppliers and installers of energy efficiency and renewable energy technology, equipment and materials. For a complete description go to: <http://www.ebrd.com/oppor/procure/opps/consult/index.htm> or 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/>

Get Plugged Into the GRID...Nearly \$200 Million Available for Windmills in Poland

In December 2009, the Polish Institute for Fuels and Renewable Energy <http://www.ipieo.pl> announced a competition for the development of wind farms and their connection to the grid. Plans are to allocate 500 million Polish zloty – over 170 million USD for this competition. This competition is designed for both entrepreneurs and local governments. Small and medium-sized companies accrue additional points! Projects can be subsidized from 30 up to 70 percent of the total project value. Please contact Ania.Janczewska@mail.doc.gov at the U.S. Commercial Service in Warsaw, Poland for more information.

Trade Missions Latest from the Grapevine

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

Executive mission to Africa focuses on infrastructure and Auto Parts

Executive-led Trade Mission to Senegal and South Africa

March 7-12, 2010

Apply by January 15, 2010

To learn more Karen.Dubin@mail.doc.gov <http://www.export.gov/africamission2010/>

Senegal and South Africa offer a gateway for U.S. companies to enter the African continent. A growing consumer base and national efforts to upgrade and develop infrastructure have created opportunities for U.S. exporters in both countries. This mission will promote U.S. equipment and services in key sectors such as electric power systems, automotive spare parts, construction and mining equipment, and agribusiness, among others. Businesses with clean technologies in those and other sectors are also encouraged to apply. Visit the event website for more information or contact: Karen Dubin at 202-482-3786 / Karen.Dubin@mail.doc.gov.

Expanding business in the Caribbean

Trade Mission to the Dominican Republic and Jamaica

March 15-19, 2010

Apply by January 22, 2010

Learn more/register: <https://emenuapps.ita.doc.gov/ePublic/newRegistration.jsp?SmartCode=0R0C>

Led by a senior Commerce official, the Trade Mission to Santo Domingo, Dominican Republic and Kingston, Jamaica, will open doors for U.S. firms seeking to enter or expand their presence in the Caribbean, a steadily growing regional market full of business opportunities for U.S. exporters. The Caribbean Region is a natural commercial partner of the United States, closely linked by geography, history, and culture. This mission offers a timely way for U.S. companies to gain first-hand market information, access to government decision-makers, and one-on-one meetings with pre-screened potential agents, distributors and other business partners. For more information contact: Lesia.Forbes@mail.doc.gov or Ashley.Wilson@mail.doc.gov.

Franchising: The way to profit in Mexico

Franchise Trade Mission to Mexico

March 3-5, 2010

Apply by January 16, 2010

To learn more/register: http://www.buyusa.gov/mexico/en/franchise_trademission.html

Strong commercial ties to the United States make Mexico a natural path for expansion into Latin America. Mexico is among the world's top 10 best countries for penetration through franchises, with one franchise for every 800 citizens – and the United States is by far Mexico's largest international provider. The mission will include business matchmaking at Mexico's prestigious International Franchise Fair – the Feria Internacional de Franquicias – and an optional spin-off visit to Monterrey. For more information visit the website or contact: Martha Sánchez at Tel: 011 52 55 5140-2621 or martha.sanchez@mail.doc.gov or Kristin Houston at Tel: 949-660-1688, ext. 314 or kristin.houston@mail.doc.gov.

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.

In Case You Missed It

Senate Approves 1-YEAR extension of U.S. Trade Preferences Programs

On December 22, 2009, the Senate passed by voice vote a one-year extension of the U.S. Generalized System of Preferences (GSP) and Andean trade preferences programs (ATPA) which otherwise would have expired at the end of 2009. About U.S. Preferences Programs: <http://www.ustr.gov/trade-topics/trade-development/preference-programs> USTR's GSP fact sheet: <http://www.ustr.gov/about-us/press-office/fact-sheets/2009/december/gsp-critical-united-states-and-developing-countries> The full bill: <http://thomas.loc.gov/cgi-bin/bdquery/D?d111:12:./temp/~bssgFH8::>

Save Time and Make More Money on Your International Sales

Many U.S. exporters don't realize that their buyers are responsible for paying duties and taxes. How do you calculate duties and taxes for different countries? It's not hard - watch these videos and learn how to estimate the full cost for buyers as well as other practical advice on how to accurately fill out export documents and comply with regulations. <http://www.census.gov/foreign-trade/aes/exporttraining/videos/>

Go Nuclear ... Invest in a New Nuclear Power Plant in Lithuania

The Government of Lithuania solicits proposals from potential strategic investors for the largest green field investment in the country's history ... a new nuclear power plant at Visaginas. Lithuania aims to be at the forefront of the European nuclear renaissance with this development and is seeking to create an attractive investment and regulatory environment as a platform for the project. Experienced investors (or group of investors) with strong credentials in the development and operation of new generation nuclear power plants are encouraged to bid. The invitation to invest is available upon entry into a confidentiality agreement with the Ministry of Energy of the Republic of Lithuania, UAB "Visagino Atomine Elektrine" Žveju g.14, Contact: Šarunas Vasiliauskas, Deputy Chairman of the Concession Tender Commission, LT-09310 Vilnius. Tel. +370 52782479. **E-mail: commission@vae.lt, website: <http://www.enmin.lt>. The deadline for the submission of pre-qualification applications is January 29, 2010 by 2:00 pm Eastern European Time [EET].**

Russia—RusHydro Emergency Response Facility: EBRD Opportunities

The European Bank for Reconstruction and Development (EBRD) intends to provide a senior loan of up to RUB 5 billion to RusHydro, an existing client of the Bank. The facility is Bank's emergency response to help RusHydro in addressing the consequences of the accident at Sayano-Shushenskaya HPP in August 2009. The proceeds of the loan will be used for operational financing needs. The project will demonstrate a new conduct in managing hydropower plant, as the refurbished plant will be established as a benchmark nationally and regionally for the application of best practice in design and operation, including safety of hydropower plants. More information about this tender can be accessed at: <http://www.ebrd.com/projects/psd/psd2009/40983.htm> you may contact the EBRD Commercial Service Business Liaison office by e-mailing: Sanford.Owens@mail.doc.gov or visit the website: <https://www.buyusa.gov/ebrd/>.

What's Your Widget?

Attention Service Industries companies! Are you a U.S. Service Company interested in growing your business internationally, but don't think that service companies export because they don't have a product? Then, on Thursday, February 4, 2010 from 8:15 am - 12:00 pm, attend a seminar on Doing Business Internationally at the Northern Virginia Export Assistance Center, 1100 N. Glebe Rd, Suite 1500, Arlington, VA 22201. The seminar will provide an overview of important considerations in successfully doing business internationally and will assist participants in locating numerous service exporting resources. Services play a key role throughout the U.S. economy in innovation and technological advancement, growth in skilled jobs, and global competitiveness. The services sector accounts for nearly 70% of the private-sector GDP and for 96 million jobs.

Learn/register: <https://emenuapps.ita.doc.gov/ePublic/newWebinarRegistration.jsp?SmartCode=0Q2S2>
More information <http://www.buyusa.gov/virginia/serviceseminar.html> or Robyn.Kessler@mail.doc.gov

The Bureau of Industry and Security presents a "How to" on Export Controls

On March 9-11, 2010, the U.S. Department of Commerce, Bureau of Industry Security, will be in Chicago conducting two days of training on how to comply with U.S. export control requirements, with an optional third day on developing an export management and compliance program. You will have the opportunity to learn first-hand about export control policies, regulations, and procedures. The U.S. Commercial Service and the Illinois District Export Council are co-sponsoring this workshop at the Embassy Suites Chicago - O'Hare, Rosemont, Illinois. The fee for three-day program: \$675. Click here to [Register](#). For attendees requiring overnight lodging, a block of rooms has been reserved at a special room rate for March 8 - 10, 2010 at the Embassy Suites Chicago - O'Hare.

Room reservations can be made at <http://embassysuites.hilton.com/en/es/groups/personalized/CHIRMES-UC3-20100305/index.jhtml> or 1-800-362-2779. Reference the group name "U.S. Commercial Service", group code "UC3." Contact International Trade Specialist Jeff Graber at 312-353-7711 or jeffrey.graber@mail.doc.gov.

Franchise It in South Africa

International Franchise and Entrepreneurs (IFE) Expo 2010 from May 6-8, 2010 in Johannesburg, South Africa
Learn more/register: <http://www.buyusa.gov/southafrica/>..... IFE 2010 is the largest and most prestigious franchise industry show in South Africa. Last year, the show attracted 135 exhibitors and 4,800 visitors. In 2010, over 100 franchise concepts spanning 15 business sectors will be represented at IFE. There are currently 531 systems in South Africa, operating about 28,000 units in a variety of business sectors. Showcase your products and services and meet potential partners. Commercial Service counseling and business matchmaking services are available. Contact: maretha.malan@mail.doc.gov <http://www.buyusa.gov/southafrica/en/558html>

"走进美国" – Generate Actionable PRC Client Leads for Your Service Expertise

"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. It is promoted extensively throughout China in cooperation with our partners; it 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/> Direct questions to julie.carducci@mail.doc.gov

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

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