



GLOBAL CLIMATE COALITION

October 13, 1994

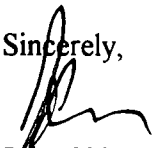
Brian Burke
Senior Policy Analyst
WH Domestic Policy Counsel
The White House
1600 Pennsylvania Ave., NW
Washington, DC, 20500

Dear Brian:

The Global Climate Coalition (GCC) has long been an advocate of increasing technology cooperation and transfer, especially with developing countries. Therefore, we are pleased to send you a copy of our *Resources Guide For Exporting*, which may be of interest to you and your colleagues. This publication was developed by the GCC in cooperation with the U.S. Department of Commerce and the Trade Promotion Coordinating Committee.

The goal of this publication is to provide the kind of information that will encourage industry and others to become more familiar with government information and programs, and to help expedite economic development and improve environmental quality. We have been encouraging businesses to seek opportunities to export goods, technology and know-how to foreign markets. The GCC is promoting the dissemination of this publication to as broad a range of business interests as possible through our offices, and those of the U.S. Chamber of Commerce and the National Association of Manufacturers.

If you have any questions or would like further information, please do not hesitate to contact our office at 202/637-3158.

Sincerely,


John Shlaes
Executive Director

GLOBAL CLIMATE COALITION
RESOURCES GUIDE
FOR
EXPORTING

**Developed by the Global Climate
Coalition in cooperation with the
Trade Promotion Coordinating
Committee and the U.S. Department of
Commerce**

GLOBAL CLIMATE COALITION
RESOURCES GUIDE
FOR
EXPORTING

Edited by William S. Merkin

GCC RESOURCES GUIDE FOR EXPORTING

The Global Climate Coalition was organized in 1989 to coordinate the active involvement of U.S. industry in the scientific and policy debates concerning global climate change issues. The GCC is dedicated to: 1) promoting scientific research on global climate change, 2) analyzing economic and social impacts of policy options, 3) creating an understanding of the global dimensions of the issue to ensure that solutions are addressed equitably by all nations, 4) encouraging transfer of technology to developing nations, and 5) promoting actions that benefit the environment, are consistent with good business practices and are technically and economically feasible. The GCC membership represents a broad cross-section of U.S. business organizations and companies representing a range of industrial sectors, including: utilities, aluminum, paper, automobiles, railroads, manufacturing, chemicals, mining and oil.

The Global Climate Coalition has long been committed to enhancing U.S. ingenuity and technology overseas. In pursuing this we have worked closely with the government to promote the development and export of energy efficient and environmental technology. One of the initiatives undertaken by the GCC included a major cooperative conference in September 1991 in which we joined with the Department of Commerce, Energy and the EPA to promote technology cooperation and export to Eastern Europe. The GCC has also worked with the Departments of State, Commerce, Energy and other agencies in identifying and evaluating technological opportunities in the environmental area for U.S. industry, and has worked to assist the Federal Government to develop policies to simplify and facilitate access to information in government.

The GCC Resources Guide for Exporting is a product of cooperation between the Trade Policy Coordinating Committee and its member agencies. We hope this guide is a first step in enhancing further business-government cooperation and in providing the kind of information business can use to seek opportunities to export goods, technology and know-how to foreign markets. For further information, contact the Global Climate Coalition, 1331 Pennsylvania Avenue, N.W., Suite 1500-North Lobby, Washington, D.C. (PH) 202/637-3858, (FAX) 202/638-1043.

John Shlaes
Executive Director
Global Climate Coalition

Jerry Jasinowski
Chairman
Global Climate Coalition

Bob Cole
Technology Committee Chair
Global Climate Coalition



THE SECRETARY OF COMMERCE
Washington, D.C. 20230

Mr. John Shlaes
Executive Director
Global Climate Coalition
Suite 1500 North Tower
1331 Pennsylvania Avenue, NW
Washington, DC 20004

Dear John:

Thank you for presenting me with an advance copy of the Global Climate Coalition's Resource Guide for Exporting. Congratulations to the Global Climate Coalition and its Technology Cooperation Committee for taking the initiative to prepare and disseminate this very helpful and comprehensive directory of U.S. Government offices involved in matters affecting global climate change.

Persons interested in global climate matters will benefit from the listing the Coalition has put together. The availability of this information can encourage the national dialogue we need to address concerns constructively for the benefit of all our citizens.

Sincerely,

A handwritten signature in black ink, appearing to be "R. Brown", is written over a horizontal line.

Ronald H. Brown

INTRODUCTION

The *GCC Resources Guide for Exporting* is a compilation of U.S. Government and international agency programs designed to assist U.S. companies seeking to export both goods and technology to foreign markets. In addition, a very limited number of private sector programs are included. This business guide is particularly targeted to assist in the export of environmental and energy-efficient technology.

This guide is not intended to be exhaustive nor does it seek to explain in detail every aspect of these programs. Rather, the guide summarizes the principal U.S. Government and international agency programs for assisting U.S. exporters (in existence at the time of publication of this guide) and provides key contact points for each program.

Many of these programs depend upon appropriations from Congress, and budgets can change over time. Therefore, funding and other assistance under these programs may vary over time.

This guide is designed to be user-friendly. The programs are compiled according to the type of assistance available, under nine (9) major categories:

- 1) Need Assessment
- 2) Country and Regional Business Information
- 3) Feasibility Studies
- 4) R&D and Technology
- 5) Financing and Insurance (Domestic Sources)
- 6) Financing and Insurance (International Sources)
- 7) Education and Training
- 8) Export Controls
- 9) Troubleshooting

While use of this guide will not eliminate all governmental red tape, it will facilitate and expedite the cumbersome process of sorting through the large number of programs available within the U.S. bureaucracy to assist U.S. exporters.

Some Helpful Tips In Utilizing This Guide

Identify your company's needs. Then review the programs listed under the chapter(s) closest to those needs. Once a program is identified as of potential interest, the user should call the contact identified in the guide. The user should then explain in clear, concise language what type of assistance is desired, and ask to speak to the person responsible for the administration of that program. This approach should save lots of time and aggravation.

We hope that this compilation of resources available to U.S. businesses seeking to engage in commercial activities overseas proves to be a useful guide.

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CHAPTER 1

NEED ASSESSMENT

PRODUCT AND SERVICE SECTOR COUNSELING

1.01 Type of Assistance — Need Assessment

The Department of Commerce industry desk officers assist U.S. exporters with market research.

1.02 Eligibility Criteria

Generally all U.S. firms.

1.03 Brief Description of Program

Complementing the country desks are the *industry desk officers*. The industry desk officers participate in preparing reports on the competitive strength of U.S. industries in domestic and international markets for the publication *U.S. Industrial Outlook* (available from the U.S. Government Printing Office). They also promote exports for their industry sectors through marketing seminars, trade missions and trade fairs, foreign buyer groups, business counseling, and information on market opportunities.

They seek advice from U.S. industry and relate to trade negotiators problems encountered in foreign markets and assess the impact on U.S. industry of domestic legislation and foreign trade issues.

1.04 Contacts

A list of the industry desk officers is contained in Attachment 3.

1.05 Additional Contact

Assistant Secretary for Trade Development
Room 3832
U.S. Department of Commerce
Washington, DC 20230

Telephone: (202) 482-1461
Fax No.: (202) 482-5679

U.S. & FOREIGN COMMERCIAL SERVICE OVERSEAS POSTS

1.11 Type of Assistance — Need Assessment

The Department of Commerce U.S. & Foreign Commercial Service assists U.S. exporters with numerous export promotion programs, marketing services and information products.

1.12 Eligibility Criteria

Generally all U.S. firms.

1.13 Brief Description of Program

Much of the information about trends and actual trade leads in foreign countries is gathered on site by the commercial officers for the U.S. and Foreign Commercial Service (US&FCS). Approximately 213 US&FCS officers work in 69 countries.

The US&FCS staff overseas provides a range of services to help companies sell abroad: background information on foreign companies, agency-finding services, market research, business counseling, assistance in making appointments with key buyers and government officials, and representations on behalf of companies adversely affected by trade barriers.

U.S. exporters usually tap into these services by contacting the Commerce district office in their state. While exporters are strongly urged to contact their district office before going overseas, U.S. business travellers abroad can also contact U.S. embassies and consulates directly for help during their trips. District offices can provide business travel facilitation assistance before departure by arranging advance appointments with embassy personnel, market briefings, and other assistance in cities to be visited.

1.14 Contacts

A list of US&FCS overseas posts is contained in Attachment 4.

1.15 Additional Contact

Assistant Secretary and Director General of the U.S. and Foreign Commercial Service
Room 3802
U.S. Department of Commerce
Washington, DC 20230

Telephone: (202) 482-5777

Fax No.: (202) 482-5013

D.O.C. DISTRICT OFFICES

1.21 Type of Assistance — Need Assessment

The Department of Commerce District Offices offer assistance in assessing export potential for U.S. exporters.

1.22 Eligibility Criteria

Generally all U.S. firms.

1.23 Brief Description of Program

The Department of Commerce (DOC) provides a wide range of information and services concerning exporting which are available through the Department's district and branch offices in 68 cities in the United States and Puerto Rico. Each district office is headed by a director and supported by trade specialists and other staff. Branch offices usually consist of one trade specialist. These professionals can counsel companies on the steps involved in exporting, help them assess the export potential of their products, target markets, and locate and check out potential overseas partners. Because Commerce has a worldwide network of international business experts, district offices can answer almost any question exporters are likely to ask — or put them in touch with someone who can.

Each district office can offer information about international trade opportunities abroad, services to locate and evaluate overseas buyers and representatives, financial aid to exporters, international trade exhibitions, export documentation requirements, foreign economic statistics, U.S. export licensing and foreign nation import requirements, and export seminars and conferences.

Most district offices also maintain business libraries containing Commerce's latest reports as well as other publications of interest to U.S. exporters. Important databases are also available through many district offices that provide trade leads, foreign business contacts, in-depth country market research, export-import trade statistics, and other valuable information.

1.24 Contacts

A list of the district and branch offices is contained in Attachment 1.

1.25 Additional Contact

Assistant Secretary for Export Administration
U.S. Department of Commerce
Room 3886C
Washington, DC 20230

Telephone: (202) 482-5491
Fax No.: (202) 482-3911

WESTERN HEMISPHERE ENERGY STRATEGY

1.31 Type of Assistance — Need Assessment

The Department of Energy provides assistance for energy needs assessments in the Western Hemisphere.

1.32 Eligibility Criteria

Generally all U.S. firms.

1.33 Brief Description of Program

The Department of Energy (DOE) has developed a strategy to strengthen energy security by promoting cooperation with other nations in the Western Hemisphere. DOE has undertaken activities to further the President's Latin American Initiative and the National Energy Strategy by encouraging energy efficiency and conservation, spurring open investment and competition across energy sectors, and promoting greater investment and collaborative research on advanced technologies. These activities include: (a) working with multilateral organizations such as the Latin American State Oil Companies Association and the Latin American Organization, (b) conducting bilateral energy consultations with Mexico and Venezuela, (c) participating in conferences and trade exhibitions to facilitate the use and sale of U.S. goods and services, (d) providing teams of experts from the U.S. public and private sectors to work with their counterparts in Latin America in conducting energy-related reviews and assessments, and (e) supporting privatization efforts by Argentina and other Latin American countries in the oil, gas, and electricity sector.

1.34 Contact

Assistant Secretary
for Policy, Planning and Program Evaluation
U.S. Department of Energy
1000 Independence Avenue, S.W.
Washington, DC 20585

Telephone: (202) 586-5800
Fax No.: (202) 586-0861

CLIMATE COUNTRY STUDIES

1.41 Type of Assistance — Need Assessment

The Department of Energy (DOE) is assisting in funding climate country studies for developing countries.

1.42 Eligibility Criteria

Role of U.S. private sector has not yet been determined.

1.43 Brief Description of Program

The U.S. has pledged \$25 million to assist in funding "country studies" for developing nations. The studies will allow these countries to develop detailed information on their greenhouse gas emission patterns and to identify possible strategies for limiting emissions and enhancing sinks. The program, for which the Departments of Energy, State, as well as EPA and AID have a lead role, will enable developing countries to implement reporting obligations they undertake pursuant to the Framework Convention on Climate Change. The U.S. has already begun studies with twenty countries that will help to refine methodologies needed to conduct future analyses. A second round of studies will be awarded in the summer of 1994.

1.44 Contact

Assistant Secretary
for Policy, Planning & Program Evaluation
U.S. Department of Energy
1000 Independence Avenue, S.W.
Washington, DC 20585

Telephone: (202) 586-5800
Fax No.: (202) 586-0861

ASSISTING DEPLOYMENT OF ENERGY PRACTICES AND TECHNOLOGIES (ADEPT)

1.51 Type of Assistance — Need Assessment

The Department of Energy will assist developing and Eastern European countries with needs studies and infrastructure studies involving new energy technologies.

1.52 Eligibility Criteria

Generally, all U.S. firms are eligible.

1.53 Brief Description of Program

ADEPT's mission is to assist developing countries and newly independent states to (1) develop policy making capabilities to foster the wise selection of energy technologies and practices; and (2) develop sound environmental policies in their energy sectors.

The ADEPT program activities are developed and administered by the Department of Energy. These activities are principally carried out through DOE national laboratories in partnerships with U.S. private sector participants including industrial firms, trade associations, academia and public interest groups. Each ADEPT project involves extensive consultation and participation with the host country. ADEPT projects are effectively linked with other U.S. Government and international efforts so that opportunities for collaboration and cooperation are identified, evaluated, and enhanced.

1.54 Contact

Assistant Secretary
for Policy, Planning & Program Evaluation
U.S. Department of Energy
1000 Independence Avenue, S.W.
Washington, DC 20585

Telephone: (202) 586-5800
Fax No.: (202) 586-0861

EASTERN EUROPEAN ENERGY STRATEGY

1.61 Type of Assistance — Need Assessment

The Department of Energy is sponsoring country and regional assessments of energy policies in Eastern European countries.

1.62 Eligibility Criteria

Generally all U.S. firms.

1.63 Brief Description of Program

The Department of Energy has developed a strategy to assist Eastern European countries in restructuring their energy systems in ways that can facilitate economic and political reform in the region. The production, transmission, and use of energy in these countries is highly inefficient and poses significant health and environmental concerns. The DOE strategy addresses this problem by promoting: (a) market-based pricing and removal of barriers to energy trade and investment, (b) the use of efficient environmentally sound energy technologies, and (c) diversity of supply through development of indigenous resources, enhanced safety in nuclear energy, and greater integration of East-West energy markets. The DOE strategy is being implemented in cooperation with the State Department and complements programs sponsored by the European Community and the IEA. In implementing the strategy, DOE seeks to maximize opportunities for U.S. firms.

1.64 Contact

Assistant Secretary
for Policy, Planning & Program Evaluation
U.S. Department of Energy
1000 Independence Avenue, S.W.
Washington, DC 20585

Telephone: (202) 586-5800
Fax No.: (202) 586-0861

U.S. TECHNOLOGY FOR INTERNATIONAL ENVIRONMENTAL SOLUTIONS (U.S. TIES)

1.71 Type of Assistance — Need Assessment

The U.S. Technology for International Environmental Solutions (U.S. TIES) initiative provides assessments of international environmental markets and needs.

1.72 Eligibility Criteria

Generally all U.S. firms.

1.73 Brief Description of Program

The U.S. Technology for International Environmental Solutions (U.S. TIES) initiatives is an inter-agency technology diffusion program designed to enlist greater participation of the U.S. private sector in achieving U.S. environmental objectives overseas. Led by EPA and funded at \$11 million in Fiscal Year 1994, the public-private partnership supports environmental projects in a number of areas, including international technical assistance and training, information dissemination, financial assistance, technology demonstrations, and the international development of regulations and standards.

1.74 Contact

Office of International Activities
U.S. Environmental Protection Agency
401 M Street, S.W.
Washington, DC 20460

Telephone: (202) 260-2087
Fax No.: (202) 260-4470

CHAPTER 2

COUNTRY AND REGIONAL BUSINESS INFORMATION

D.O.C. DISTRICT OFFICES

2.01 Type of Assistance — Country and Regional Business Information

The Department of Commerce District Offices provide country and regional information regarding export opportunities throughout the world.

2.02 Eligibility

Generally all U.S. firms.

2.03 Brief Description of Program

The Department of Commerce (DOC) provides a wide range of information and services concerning exporting which are available through the Department's district and branch offices in 68 cities in the United States and Puerto Rico. Each district office is headed by a director and supported by trade specialists and other staff. Branch offices usually consist of one trade specialist. These professionals can counsel companies on the steps involved in exporting, help them assess the export potential of their products, target markets, and locate and check out potential overseas partners. Because Commerce has a worldwide network of international business experts, district offices can answer almost any question exporters are likely to ask — or put them in touch with someone who can.

Each district office can offer information about international trade opportunities abroad, services to locate and evaluate overseas buyers and representatives, financial aid to exporters, international trade exhibitions, export documentation requirements, foreign economic statistics, U.S. export licensing and foreign nation import requirements, and export seminars and conferences.

Most district offices also maintain business libraries containing Commerce's latest reports as well as other publications of interest to U.S. exporters. Important databases are also available through many district offices that provide trade leads, foreign business contacts, in-depth country market research, export-import trade statistics, and other valuable information.

2.04 Contacts

A list of the district and branch offices is contained in Attachment 1.

2.05 Additional Contact

Assistant Secretary for Export Administration
U.S. Department of Commerce
Room 3886C
Washington, DC 20230

Telephone: (202) 482-5491
Fax No.: (202) 482-3911

U.S. & FOREIGN COMMERCIAL SERVICE OVERSEAS POSTS

2.11 Type of Assistance — Country and Regional Business Information

The Department of Commerce U.S. & Foreign Commercial Service provides country and regional business information for U.S. exporters.

2.12 Eligibility Criteria

Generally all U.S. firms.

2.13 Brief Description of Program

Much of the information about trends and actual trade leads in foreign countries is gathered on site by the commercial officers of the U.S. and Foreign Commercial Service (US&FCS). Approximately 213 US&FCS officers work in 69 countries.

The US&FCS staff overseas provides a range of services to help companies sell abroad: background information on foreign companies, agency-finding services, market research, business counseling, assistance in making appointments with key buyers and government officials, and representations on behalf of companies adversely affected by trade barriers.

U.S. exporters usually tap into these services by contacting the Commerce district office in their state. While exporters are strongly urged to contact their district office before going overseas, U.S. business travellers abroad can also contact U.S. embassies and consulates directly for help during their trips. District offices can provide business travel facilitation assistance before departure by arranging advance appointments with embassy personnel, market briefings, and other assistance in cities to be visited.

2.14 Contacts

A list of US&FCS overseas posts is contained in Attachment 4.

2.15 Additional Contact

Assistant Secretary and Director General of the U.S. and Foreign Commercial Service
Room 3802
U.S. Department of Commerce
Washington, DC 20230

Telephone: (202) 482-5777

Fax No.: (202) 482-5013

COUNTRY COUNSELLING

2.21 Type of Assistance — Country and Regional Business Information

Department of Commerce country desk officers provide country and regional business information for U.S. exporters.

2.22 Eligibility Criteria

U.S. firms.

2.23 Brief Description of Program

Every country in the world is assigned to a country desk officer located in the main Commerce Department building in Washington, DC. Each desk officer is knowledgeable about up-to-date information on the country's trade policies and regulations, tariffs and value-added taxes, business practices, economic and political developments, trade trends and data, market size and growth, as well as applicable U.S. export control and other relevant U.S. Government positions. Desk officers participate in preparing the *Foreign Economic Trends* and *Overseas Business Reports*, available from the National Trade Data Bank.

2.24 Contacts

A list of the country desk officers is contained in Attachment 2.

2.25 Additional Contact

Assistant Secretary for International Economic Policy
U.S. Department of Commerce
Room 3864
Washington, DC 20230

Telephone: (202) 482-3022
Fax No.: (202) 482-5444

WESTERN HEMISPHERE ENERGY STRATEGY

2.31 Type of Assistance — Country and Regional Business Information

The Department of Energy compiles country and regional business information on energy needs in the Western Hemisphere.

2.32 Eligibility Criteria

Generally all U.S. firms.

2.33 Brief Description of Program

The Department of Energy (DOE) has developed a strategy to strengthen energy security by promoting cooperation with other nations in the Western Hemisphere. DOE has undertaken activities to further the President's Latin American Initiative and the National Energy Strategy by encouraging energy efficiency and conservation, spurring open investment and competition across energy sectors, and promoting greater investment and collaborative research on advanced technologies. These activities include: (a) working with multilateral organizations such as the Latin American State Oil Companies Association and the Latin American Organization, (b) conducting bilateral energy consultations with Mexico and Venezuela, (c) participating in conferences and trade exhibitions to facilitate the use and sale of U.S. goods and services, (d) providing teams of experts from the U.S. public and private sectors to work with their counterparts in Latin America in conducting energy-related reviews and assessments, and (e) supporting privatization efforts by Argentina and other Latin American countries in the oil, gas, and electricity sector.

2.34 Contact

Assistant Secretary
for Policy, Planning & Program Evaluation
U.S. Department of Energy
1000 Independence Avenue, S.W.
Washington, DC 20585

Telephone: (202) 586-5800
Fax No.: (202) 586-0861

ASSISTING DEPLOYMENT OF ENERGY PRACTICES AND TECHNOLOGIES (ADEPT)

2.41 Type of Assistance — Country and Regional Business Information

The Department of Energy will develop technical information on the energy needs of developing and Eastern European countries.

2.42 Eligibility Criteria

Generally, all U.S. firms are eligible.

2.43 Brief Description of Program

ADEPT's mission is to assist developing countries and newly independent states to (1) develop policy making capabilities to foster the wise selection of energy technologies and practices; and (2) develop sound environmental policies in their energy sectors.

The ADEPT program activities are developed and administered by the Department of Energy. These activities are principally carried out through DOE national laboratories in partnerships with U.S. private sector participants including industrial firms, trade associations, academia and public interest groups. Each ADEPT project involves extensive consultation and participation with the host country. ADEPT projects are effectively linked with other U.S. Government and international efforts so that opportunities for collaboration and cooperation are identified, evaluated, and enhanced.

2.44 Contact

Assistant Secretary
for Policy, Planning & Program Evaluation
U.S. Department of Energy
1000 Independence Avenue, S.W.
Washington, DC 20585

Telephone: (202) 586-5800
Fax No.: (202) 586-0816

DIRECTORY OF U.S. COAL AND TECHNOLOGY EXPORT RESOURCES

2.51 Type of Assistance — Country and Regional Business Information

The Department of Energy compiles a directory of U.S. companies involved in the export of coal and related technologies.

2.52 Eligibility Criteria

Inclusion in the directory is free of charge to all U.S. companies with exportable coal and coal related products or services.

2.53 Brief Description of Program

The Department of Energy compiles a comprehensive directory of U.S. companies interested in the export market. One-half page descriptions of products and services are provided by companies capable of and interested in exportation. Company name, corporate logo, primary address, telephone numbers, contacts and product/service descriptions are included in the description.

The directory is available to potential buyers and decision makers overseas through Department of State and Department of Commerce services.

2.54 Contacts

Deputy Assistant Secretary for Coal Technology
Office of Fossil Energy
U.S. Department of Energy
1000 Independence Avenue, S.W.
Washington, DC 20585

Telephone: (202) 586-1650
Fax No.: (202) 586-7085

USAID CENTER FOR TRADE AND INVESTMENT SERVICES

2.61 Type of Assistance — Country and Regional Business Information

USAID provides a clearinghouse for potential business opportunities in USAID-assisted countries.

2.62 Eligibility Criteria

All U.S. firms.

2.63 Brief Description on Program

USAID's Center for Trade and Investment Services (CTIS) assists U.S. business by providing a central point of contact for all inquiries about business opportunities in USAID-assisted countries, including information about USAID-financed procurement opportunities and USAID's private sector programs overseas.

Through a component of the U.S.-Asia Environmental Partnership (US-AEP), CTIS provides trade leads from Technology Representatives in nine Asian countries for U.S. technology, products, and services. To receive the trade leads, U.S. firms must be registered with CTIS's data bank of environmental firms.

2.64 Contacts

U.S. Agency for International Development
Center for Trade and Investment Services
Washington, DC 20523-0229

Telephone: 1-800-872-4348
Fax No.: (202) 663-2670

NATIONAL TRADE DATA BANK

2.71 *Type of Assistance — Country and Regional Business Information*

The National Trade Data Bank (NTDB) is a comprehensive compilation of U.S. Government trade data and export promotion information.

2.72 *Eligibility Criteria*

None

2.73 *Brief Description of Program*

The NTDB is a "one-stop" source for export promotion and international trade data collected by 25 U.S. Government agencies. Updated each month and released on two CD-ROMs, the NTDB enables a user with an IBM-compatible personal computer equipped with a CD-ROM reader to access over 160,000 trade-related documents.

The NTDB contains the latest data on U.S. imports and exports by commodity and country; thousands of current market research reports compiled by the U.S. and Foreign Commercial Service; the Foreign Traders Index, which contains over 45,000 names and addresses of individuals and firms abroad interested in importing U.S. products, and the *Export Yellow Pages*, a compendium of 14,000 U.S. export companies. The NTDB also contains the latest *U.S. Industrial Outlook* and the last two years of *Business America* issues.

The NTDB is available at over 900 federal depository libraries nationwide, and can be purchased for \$35 per single issue or \$360 for a 12-month subscription.

2.74 *Contacts*

U.S. Department of Commerce
Office of Business Analysis
Room H4885
Washington, DC 20230

Telephone: (202) 482-1986
TDD: (202) 482-1526
Fax No.: (202) 482-2164

FOREIGN REQUIREMENTS FOR U.S. PRODUCTS AND SERVICES

2.81 Type of Assistance — Country and Regional Business Information

The Department of Commerce provides information on foreign standards and certification systems.

2.82 Eligibility Criteria

Generally all U.S. firms.

2.83 Brief Description of Program

For information about foreign standards and certification systems, write National Center for Standards and Certification Information, National Institute for Standards and Technology (NIST), Administration Building, A629, Gaithersburg, MD 20899; telephone: 301+975-4040, 4036 or 4038. NIST maintains a General Agreement on Tariffs and Trade (GATT) hotline (301+975-4041) with a recording that reports on the latest notifications of proposed foreign regulations that affect trade.

2.84 Contacts

National Center for Standards and Certification Information
National Institute for Standards and Technology (NIST)
Administration Building, A629
Gaithersburg, MD 20899

Telephone: (301) 975-4040, 4036 or 4038

CENTER FOR TRADE AND INVESTMENT SERVICES (CTIS)

2.91 Type of Assistance — Country and Regional Business Information

USAID established the Center for Trade and Investment Services (CTIS) to foster linkages between the private sectors in USAID-assisted developing countries and the U.S. business community to stimulate private enterprise, technology transfer and sustainable economic growth.

2.92 Eligibility Criteria

Generally all U.S. firms.

2.93 Brief Description of Program

CTIS acts as a central point of contact for U.S. and developing country entrepreneurs for information and counseling regarding USAID programs, policies and projects; procurement and contracting opportunities; and business intelligence and opportunities generated by USAID's development activities. CTIS acts as a clearinghouse for information, utilizing the resources of USAID in the interest of private business development, including USAID's field mission and representative offices around the world field projects, and contractors. CTIS taps into the pool of expertise, experience and knowledge about the development needs of USAID-assisted countries to identify commercially-relevant information and make it available to the public.

2.94 Contact

Center for Trade and Investment Services
USAID, G/IBD/CTIS
SA-2, Room 100
Washington, DC 20523

Telephone: 1-800-872-4348
Fax No.: (202) 663-2670

INFRASTRUCTURE FINANCE ADVISORY SERVICE (IFAS)

2.101 Type of Assistance — Country and Regional Business Information

US-AEP initiated the Infrastructure Finance Advisory Service (IFAS) to provide information and advisory services to U.S. firms interested in pursuing environmental and energy infrastructure projects in Asia and the Pacific.

2.102 Eligibility Criteria

Generally all U.S. firms.

2.103 Brief Description of Program

IFAS offers three services: providing environmental and energy project and market information; identifying U.S. government technical resources to enhance the competitiveness of U.S. companies bidding for energy and infrastructure projects in Asia; helping to identify and evaluate U.S. government and commercial sources of finance. IFAS serves U.S. environmental and energy equipment manufacturers, contractors, project developers, and services that have an interest in bidding on public tenders, developing private *Build-Own-Operate* or *Build-Operate-Transfer* projects, or establishing joint ventures in Asia.

2.104 Contact

K&M Engineering and Consulting Corporation
2001 L Street, N.W.
Suite 500
Washington, DC 20036

Telephone: (202) 728-0390
Fax No.: (202) 872-9174

OFFICE OF ENVIRONMENTAL TECHNOLOGIES EXPORTS

2.111 Type of Assistance - Country and Regional Business Information

The Office of Environmental Technologies Exports provides market and industry information as well as business counseling.

2.112 Eligibility Criteria

Generally all U.S. firms.

2.113 Brief Description of Program

The Commerce Department has recently created an Office of Environmental Technologies Exports, led by a Deputy Assistant Secretary for Environmental Technologies Exports, to liaison more closely with other government agencies and the private sector. The office will serve as a key focal point for private sector environmental outreach, trade leads, business counselling and the latest market information.

2.114 Contact

Deputy Assistant Secretary
for Environmental Technologies Exports
U.S. Department of Commerce
Room 4324
14th & Pennsylvania Avenue, N.W.
Washington, D.C. 20230

Telephone: (202) 482-4152
Fax No.: (202) 482-5665

CHAPTER 3

FEASIBILITY STUDIES

INTERNATIONAL MARKET ANALYSIS

3.01 Type of Assistance — Feasibility Studies

The Department of Commerce provides market research assistance.

3.02 Eligibility Criteria

Generally all U.S. firms.

3.03 Brief Description of Program

The Market Analysis Division, located in the Main Commerce Department Building in Washington, DC, provides U.S. firms with assistance in market research efforts and counselling on market research. Many of the research reports published by the Department are planned and prepared by the Office of Product Development and Distribution, Market Analysis Division (202) 482-5037.

3.04 Contacts

See above.

3.05 Additional Contact

Assistant Secretary and Director General of the U.S. and Foreign Commercial Service
U.S. Department of Commerce
Room 3802
Washington, DC 20230

Telephone: (202) 482-5777
Fax No.: (202) 482-5013

UNITED STATES TRADE AND DEVELOPMENT AGENCY

3.11 *Type of Assistance — Feasibility Studies*

The United States Trade and Development Agency (TDA) funds feasibility studies for industrial and infrastructure projects in developing countries which have an excellent potential for using U.S. goods and services, thereby promoting U.S. exports.

3.12 *Eligibility Criteria*

TDA generally operates in any country classified as "friendly" by the Department of State which is eligible for U.S. bilateral assistance. Its activities cover several sectors of high priority to host governments and international development efforts. These include, but are not limited to the following: Telecommunications, Energy Development, Telecommunications Development, Industry, Transportation, and Waste Management. Only U.S. firms may compete for TDA funded projects. All requests for funding originate with the host country project sponsor and require the endorsement of the U.S. Embassy in the originating country. The projects must: (1) be a development priority for the sponsoring country, (2) have identified potential sources of financing, (3) have the potential for significant U.S. exports, and (4) involve foreign interest in the project against which U.S. firms are competing.

3.13 *Brief Description of Program*

The United States Trade and Development Program (TDA) is a commercially oriented foreign assistance agency of the United States. TDA provides grants for feasibility studies and other planning services (including technical orientation visits, technical symposia and trade-related training) deemed crucial by the host government for their economic development. In providing funding for the major project planning services, TDA seeks to position the U.S. engineering company which conducts the feasibility study for additional contracts as the project moves forward. As importantly, because the project is designed according to specifications with which the U.S. industry is familiar, TDA assistance ultimately better positions U.S. suppliers and service providers to compete for contracts associated with that project.

TDA's funding is provided on a non-reimbursable grant basis for studies or consultancies which determine the technical, economic and financial feasibility of projects. Both private and public sector sponsors in the host country may be eligible for TDA assistance. Official requests for assistance are normally transmitted to TDA through the U.S. Embassy in the host country.

Embassies, Consulates and international lending institutions, such as the World Bank, may also alert TDA to potential projects.

Typically, TDA advertises requests for proposals in the *Commerce Business Daily*. However, the host country grantee (rather than TDA) selects the U.S. firm to provide required consultancy services associated with a TDA-funded study. TDA must approve the selection of the U.S. firm. As the study is implemented TDA makes direct progress payments to the U.S. firm with host country sponsor approval.

3.14 Contact

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

Telephone: (703) 875-4357
Fax No.: (703) 875-4009

THE INTERNATIONAL FUND FOR RENEWABLE ENERGY EFFICIENCY (IFREE)

3.21 Type of Assistance — Feasibility Studies

USAID-supported International Fund for Renewable Energy and Energy Efficiency (IFREE) provides limited support for feasibility studies related to renewable energy (biomass, geothermal, small hydropower, solar thermal, or wind energy), energy efficiency, or natural gas projects.

3.22 Eligibility Criteria

Generally all U.S. firms.

3.23 Brief Description of Program

IFREE offers conditional grants of up to \$50,000 to support up to one half of a project's pre-feasibility study costs. This money must be repaid if the project is financed. Projects must be commercially viable and replicable. IFREE requires that potential funding for the subsequent full feasibility study be identified, a capable in-country participant must exist, and the project must utilize predominantly U.S. equipment.

3.24 Contact

International Fund for Renewable Energy and Energy Efficiency
750 First Street, N.E.
Suite 930
Washington, DC 20002

Telephone: (202) 408-7916
Fax No.: (202) 371-5115

RENEWABLE ENERGY PRE-INVESTMENT SUPPORT FUND (REPS)

3.31 Type of Assistance — Feasibility Studies

The Renewable Energy Pre-Investment Support Fund (REPS) offers financial assistance to private companies to support feasibility and pre-feasibility studies for renewable energy projects in USAID-assisted countries.

3.32 Eligibility Criteria

Generally all U.S. firms.

3.33 Brief Description of Program

The REPS Fund is operated under the Renewable Energy Applications and Training (REAT) and Biomass Energy Systems and Technology (BEST) projects. REAT seeks to catalyze investments in sustainable and replicable renewable energy projects. BEST focuses are specifically on promoting electric power generation and the production of fuels from waste biomass associated with agricultural and forest products industries.

The REPS Fund can provide up to 50 percent of the costs of pre-feasibility or feasibility studies to private developers for projects using commercially-proven biomass, geothermal, small hydro, solar, and wind energy technologies. Cost-sharing takes the form of an interest-free reimbursable grant to the project developer to be repaid if the project reaches financial closure. Both host country developers and U.S. developers working with a local country are eligible to apply. Only solicited proposals will be evaluated. Grants are awarded on a competitive basis.

3.34 Contact

Renewable Energy Pre-Investment Support Fund
Renewal Energy and the Environment Program
1611 N. Kent Street
Suite 600
Arlington, VA 22209-2134

Telephone: (703) 525-9430
Fax No.: (703) 243-1175

ENERGY PROJECT DEVELOPMENT FUND (EPDF)

3.41 Type of Assistance — Feasibility Studies

USAID's Energy Project Development Funds (EPDF) provides financial support for pre-feasibility and feasibility studies for energy projects in USAID-assisted countries.

3.42 Eligibility Criteria

Generally all U.S. firms.

3.43 Brief Description of Program

The primary aim of EPDF is to foster the development of energy projects which will ultimately lead to construction of energy facilities, especially electric power plants. EPDF also supports a broad range of energy-related environmental control technologies.

The EPDF provides up to 50 percent of the cost of pre-feasibility and feasibility studies, with a maximum contribution of \$250,000 by USAID. Awards made by EPDF include either conditional loans or grants, depending on whether the proposed project is privately or publicly owned. Projects must employ commercially proven technologies, have acquired a strong statement of support by the host country government and exhibit a high potential for actual development. Applicants must be U.S. companies that are majority-owned by U.S. citizens. However, applicants do not have majority ownership in potential projects.

3.44 Contacts

Energy Development Fund
Price Waterhouse
1801 K Street, N.W.
Washington, DC 20006

Telephone: (202) 296-0800
Fax No.: (202) 296-2785

EPDF Private Sector Window
1601 North Kent Street
Suite 1102
Arlington, VA 22209

Telephone: (703) 524-4400
Fax No.: (703) 524-3164

EPDF Public Sector Window
Energy Technology Innovation Project
1601 North Kent Street
Suite 914
Arlington, VA 22209

Telephone: (703) 528-4488
Fax No.: (703) 528-2280

CHAPTER 4

R & D AND TECHNOLOGY PROGRAMS

FOREIGN REQUIREMENTS FOR U.S. PRODUCTS AND SERVICES

4.01 Type of Assistance — R & D and Technology Programs

The Department of Commerce provides information on foreign standards and certification systems.

4.02 Eligibility Criteria

Generally all U.S. firms.

4.03 Brief Description of Program

For information about foreign standards and certification systems, write National Center for Standards and Certification Information, National Institute for Standards and Technology (NIST), Administration Building, A629, Gaithersburg, MD 20899; telephone: 301+975-4040, 4036 or 4038. NIST maintains a General Agreement on Tariffs and Trade (GATT) hotline (301+975-4041) with a recording that reports on the latest notifications of proposed foreign regulations that affect trade.

4.04 Contacts

National Center for Standards and Certification Information
National Institute for Standards and Technology (NIST)
Administration Building, A629
Gaithersburg, MD 20899

Telephone: (301) 975-4040, 4036 or 4038

4.05 Additional Contact

Undersecretary for Technology
Department of Commerce
Room 4824
Washington, DC 20230

Telephone: (202) 482-1575
Fax No.: (202) 482-4498

EASTERN EUROPEAN ENERGY STRATEGY

4.11 Type of Assistance - R & D and Technology Programs

The Department of Energy is sponsoring science and technology cooperation programs and energy infrastructure projects in Eastern European countries.

4.12 Eligibility Criteria

Generally all U.S. firms.

4.13 Brief Description of Program

The Department of Energy has developed a strategy to assist Eastern European countries in restructuring their energy systems in ways that can facilitate economic and political reform in the region. The production, transmission, and use of energy in these countries is highly inefficient and poses significant health and environmental concerns. The DOE strategy addresses this problem by promoting: (a) market-based pricing and removal of barriers to energy trade and investment, (b) the use of efficient environmentally sound energy technologies, and (c) diversity of supply through development of indigenous resources, enhanced safety in nuclear energy, and greater integration of East-West energy markets. The DOE strategy is being implemented in cooperation with the State Department and complements programs sponsored by the European Community and the IEA. In implementing the strategy, DOE seeks to maximize opportunities for U.S. firms.

4.14 Contact

Assistant Secretary
for Policy, Planning & Program Evaluation
U.S. Department of Energy
1000 Independence Avenue, S.W.
Washington, DC 20585

Telephone: (202) 586-5800
Fax No.: (202) 586-0861

EPA INTERNATIONAL TECHNOLOGY TRANSFER

4.21 Type of Assistance — R & D and Technology

EPA provides assistance in promoting use and sale of U.S. environmental technologies overseas.

4.22 Eligibility Criteria

All U.S. firms.

4.23 Brief Description of Program

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.

4.24 Contacts

Office of International Activities
Environmental Protection Agency
401 M Street, S.W.
Washington, DC 20460

Telephone: (202) 260-3539
Fax No.: (202) 260-4470

US-ASIA ENVIRONMENTAL PARTNERSHIP (US-AEP)

4.31 Type of Assistance — R & D and Technology Programs

US-AEP helps Asian countries to identify solutions to their environmental problems and U.S. environmental experience, technology and practice that can be relevant in Asia.

4.32 Eligibility Criteria

U.S. and Asian governments, non-governmental organizations, environmental expertise.

4.33 Brief Description of Program

US-AEP is a coalition of Asian/Pacific and American businesses, non-governmental organizations and governmental institutions that foster solutions to Asia's environmental problems using U.S. experience, technology and practice. The US-AEP program coordinates the participation of 25 U.S. government departments and agencies, thousands of business, and numerous non-governmental organizations that work with 34 nations and territories in Asia and the Pacific. The United States Agency for International Development (USAID) is the lead agency for the US-AEP program.

4.34 Contacts

Secretariat:
USAID/ANE/ASIA/US-AEP
U.S. Department of State
Suite 3319
Washington, DC 20523-0047

Telephone: (202) 647-9064
Fax No.: (202) 647-7368

4.35 Additional Contact

Technical Services Support Contractor:
Tropical Research & Development
1133 20th Street, N.W.
Suite 300
Washington, DC 20036

Telephone: (202) 835-0333
Fax No.: (202) 835-0366

DOE NEW TECHNOLOGY

4.41 Type of Assistance — R & D and Technology

DOE New Technology assists U.S. firms in accessing DOE developed technology.

4.42 Eligibility Criteria

Generally all U.S. firms.

4.43 Brief Description of Program

DOE New Technology is prepared for DOE's Office of Technology Utilization under its technology transfer outreach program. Its purpose is to provide information on how to access specific technologies developed through research sponsored by the Department of Energy (DOE) and performed by DOE laboratories or by contracted researchers. The document describes technologies identified as having potential for commercial applications, in addition to a catalog of current patent applications and patents available for licensing from DOE and DOE contractors.

4.44 Contacts

Office of Technology Utilization
Department of Energy
Forrestal Building
1000 Independence Avenue, S.W.
Washington, DC 20585

Telephone: (202) 586-5388
Fax No.: (202) 586-8854

Publication available from:
National Technical Information Service
U.S. Department of Commerce
5285 Port Royal Road
Springfield, VA 22161

ENVIRONMENTAL POLLUTION PREVENTION PROJECT (EP3)

4.51 Type of Assistance — R&D and Technology Programs

The Environmental Pollution Prevention Project (EP3) is a joint project of USAID and the Environmental Protection Agency (EPA) providing technical assistance in urban and industrial environmental management to USAID missions and host-country institutions.

4.52 Eligibility Criteria

Generally all U.S. firms.

4.53 Brief Description of Program

The goal of EP3 is the reduction of pollution associated with urbanization and industrialization in developing countries. EP3 offers technical, analytical and informational support to facilitate the adoption of pollution prevention approaches and technologies through a number of activities, including conducting plant-level assessments to identify options for improving productivity and reducing end-of-pipe control requirements; supporting technology development and transfer through demonstration of innovative approaches, identifying business opportunities and assisting in mobilizing investment capital.

A new project, EP3 is currently operating in Chile and Tunisia, performing assessments and demonstrations at commerce and industrial facilities. EP3 will conduct study tours bringing industrialists from both countries to the United States to observe U.S. pollution prevention technologies. EP3 will also disseminate information regarding business opportunities identified by the assessment activity, through its central database of U.S. vendors.

4.54 Contacts

USAID/R&D/ENR
Room 509, SA-18
Washington, DC 20523-1812

Telephone: (703) 875-4323
Fax No.: (703) 875-4639

4.55 Additional Contact

RCG/Hagler Bailly
2640 Wilson Boulevard
Suite 900
Arlington, VA 22209-2904

Telephone: (703) 351-0300
Fax No.: (703) 351-0342

CHAMBER TECH

4.61 Type of Assistance — R & D and Technology Programs

The U.S. Chamber of Commerce in cooperation with the Federal Laboratory Consortium for Technology Transfer provides assistance to businesses in using the federal laboratory network.

4.62 Eligibility Criteria

All U.S. firms.

4.63 Brief Description of Program

ChamberTech is a partnership between the U.S. Chamber of Commerce and the Federal Laboratory Consortium for Technology Transfer (FLC) a federal agency whose mission is to help businesses use the federal laboratory network. Through ChamberTech, U.S. businesses can find out what is available from FLC's federal lab network and research centers to solve technical or manufacturing problems, develop new products, conduct cooperative research, utilize federal lab equipment of facilities, or exchange personnel. There is no charge for this service.

4.64 Contacts

Jeff Hallett
Director of Trade Policy
U.S. Chamber of Commerce
1615 H Street, NW
Washington, DC 20062

Telephone: (202) 463-5739

CHAPTER 5

FINANCING AND INSURANCE (DOMESTIC SOURCES)

EXPORT-IMPORT BANK EXPORT CREDIT INSURANCE

5.01 Type of Assistance — Financing and Insurance

The Export-Import Bank of the United States offers export credit insurance to protect U.S. exporters against the failure of foreign buyers to meet their payment obligations.

5.02 Eligibility Criteria

Any U.S. business engaged in the export or export financing of U.S. products is eligible to participate in the program.

5.03 Brief Description of Program

Credit insurance is available to cover 100 percent of losses for political reasons (war, expropriation, currency inconvertibility, etc.) and up to 95 percent of commercial losses (nonpayment by the buyer due to insolvency or default). Having such insurance can encourage the exporter to extend credit or more favorable terms to foreign buyers and thus be more competitive. Credit insurance also encourages commercial banks to extend credit on the basis of covered accounts receivable.

ExIm Bank offers policies which cover sales of spare parts, raw materials and consumer goods sold on a short-term basis of up to 180 days, and capital goods sold on a medium-term basis of up to five years. Policies are available to cover single sales, repetitive sales to a single buyer or sales to multiple buyers. Policies for operating and financing leases are available and services may also be covered. Smaller exporters may qualify for policies which offer an increased percentage of cover, reduced premiums and other enhancements.

5.04 Contacts

Contact the nearest ExIm Bank branch office/or Washington, DC headquarters:

Washington, DC:	811 Vermont Avenue, N.W. Washington, DC 20571	(202) 566-8197
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Chicago:	19 South LaSalle Street Suite 902 Chicago, IL 60603	(312) 641-1915
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Houston:	1880 South Dairy Ashford II Suite 585 Houston, TX 77077	(713) 589-8182
Los Angeles:	222 North Sepulveda Boulevard Suite 1515 El Segundo, CA 90245	(310) 322-1152
Miami:	80 Southwest 8th Street Suite 1800 Miami, FL 33130	(305) 372-8540
New York:	6 World Trade Center New York, NY 10048	(212) 466-2950

USAID COMMODITY IMPORT PROGRAMS

5.11 Type of Assistance — Financing and Insurance

The U.S. Agency for International Development (AID) offers U.S. exporters opportunities to compete in the sale of basic commodities supplied to foreign countries under loans and grants made by AID.

5.12 Eligibility Criteria

All U.S. firms.

5.13 Brief Description of Program

The Commodity Import Program (CIP) provides loans or grants assistance to certain countries to finance the procurement of basic commodities (not just agriculture). The AID recipient countries purchase the commodities directly through U.S. suppliers, either through competitive bid or negotiated procurements. These products are purchased by both public and private sector entities.

CIP opportunities offered under competitive bid are announced in the *AID-Financed Export Opportunities* publication. Negotiated procurements offered by the public sector are announced in the *AID Procurement Information Bulletin* publication. Both of these publications are available free of charge.

5.14 Contacts

Overseas Branch
Office of Procurement/Commodity Support
U.S. Agency for International Development
Washington, DC 20523

Telephone: (703) 875-1058
Fax no: (703) 875-1498

OPIC INVESTMENT INSURANCE

5.21 Type of Assistance — Financing and Insurance

The Overseas Private Investment Corporation (OPIC) provides insurance protection for investments in the event of currency inconvertibility, expropriation, or loss or damage caused by war, revolution, insurrection, or certain types of civil strife.

5.22 Eligibility Criteria

In all cases a project must be commercially and financially sound. There is no minimum U.S. equity participation required for a project to qualify for OPIC insurance protection. A project must have host-country approval.

5.23 Brief Description of Program

OPIC offers a number of programs to insure U.S. investments in friendly, less developed countries against the risks of political violence to both assets and business income; expropriation; and 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.

5.24 Contacts

Insurance Department
Overseas Private Investment Corporation
1100 New York Avenue, NW
Twelfth Floor
Washington, DC 20527

Telephone: (202) 336-8550
Fax No.: (202) 408-5133

OPIC FINANCE PROGRAMS

5.31 Type of Assistance — Financing and Insurance

OPIC provides medium- to long-term financing for U.S. business ventures in developing countries.

5.32 Eligibility Criteria

For direct loans, projects must be sponsored by, or significantly involve, U.S. small businesses or cooperatives. For loan guarantees, projects must be sponsored by U.S. companies.

5.33 Brief Description of Program

Medium- to long-term financing for overseas investment projects is made available through loan guarantees and direct loans. Loans generally range up to \$6 million and are reserved exclusively for projects significantly involving U.S. "small businesses" or cooperatives. Guarantees, as large as \$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.

5.34 Contacts

Finance Department
Overseas Private Investment Corporation
1100 New York Avenue, NW
12th Floor
Washington, DC 20527

Telephone: (202) 336-8480
Fax No.: (202) 408-9866

OPIC LEASE FINANCING PROGRAM

5.41 Type of Assistance — Financing and Insurance

OPIC offers financial assistance to foreign leasing companies in which there is a significant U.S. private business interest.

5.42 Eligibility Criteria

The borrowing company or U.S. sponsor must be an established leasing company with a history of successful leasing operations.

5.43 Brief Description of Program

This program offers loans and guarantees to foreign leasing companies in which there is a significant U.S. private business interest. The funds are used to encourage U.S. exports of productive equipment for projects that contribute to host-country development. Terms of the guarantees are typically from four to seven years. OPIC lends up to \$6 million per project.

5.44 Contacts

Finance Department
Overseas Private Investment Corporation
1100 New York Avenue, N.W.
12th Floor
Washington, DC 20527

Telephone: (202) 336-8480
Fax No.: (202) 408-9866

OPIC SMALL CONTRACTOR'S GUARANTEE PROGRAM

5.51 Type of Assistance — Financing and Insurance

OPIC assists small business construction and service contractors.

5.52 Eligibility Criteria

This program is limited to small business contractors.

5.53 Brief Description of Program

This 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.

5.54 Contacts

Finance Department
Overseas Private Investment Corporation
1100 New York Avenue, N.W.
12th Floor
Washington, DC 20527

Telephone: (202) 336-8480

Fax No.: (202) 408-9866

SBA EXPORT REVOLVING LINE OF CREDIT PROGRAM

5.61 Type of Assistance — Financing and Insurance

The Small Business Administration (SBA) will provide loan guarantees to assist small businesses export their products and services.

5.62 Eligibility Criteria

Must be small U.S. business as defined by SBA.

5.63 Brief Description of Program

SBA guarantees loans up to \$750,000, the proceeds of which can be used to finance foreign market development or labor and materials needed to manufacture or wholesale for export. The maximum maturity is 18 months. The request to SBA to participate in this program must come from the applicant's bank or lending institution.

5.64 Contacts

Office of Financial Assistance
Small Business Administration
409 Third Street, S.W.
Washington, DC 20416

Telephone: (202) 205-6493
Fax No.: (202) 205-7064

PRIVATE EXPORT FUNDING CORPORATION (PEFCO)

5.71 Type of Assistance — Financing and Insurance

PEFCO acts as a supplemental lender to traditional financing sources and works with ExImbank in using private capital to finance exports of U.S. goods and services.

5.72 Eligibility Criteria

Generally all U.S. firms.

5.73 Brief Description of Program

(1) Loan Program

PEFCO's terms are generally not available from private sector lenders. Loans must carry the unconditional guarantee of the ExImbank. It makes medium- and long-term fixed interest rate loans, mostly to borrowers in developing countries for their purchases pertaining to capital projects.

Individual loans have ranged from \$1 million to \$225 million, averaging about \$21 million per loan. Loans are also available to lessors in lease transactions. PEFCO may join a lending group that includes commercial bankers and ExImbank.

(2) Export Loan Participation Program

PEFCO will purchase from commercial banks and acceptable financial institutions the obligations of foreign buyers. The purchased loans must be guaranteed by ExImbank or insured by Foreign Credit Insurance Association. PEFCO has implemented this program to provide market liquidity. The original lender will continue servicing the loan for a fee paid by PEFCO.

5.74 Contacts

Private Export Funding Corporation
280 Park Avenue
New York, NY 10017

Telephone: (212) 557-3100
Fax No.: (212) 687-9351

FOREIGN CREDIT INSURANCE AGENCY (FCIA)

5.81 Type of Assistance — Financing and Insurance

FCIA insures companies against the risk of nonpayment by foreign buyers for commercial and political reasons.

5.82 Eligibility Criteria

Generally all firms.

5.83 Brief Description of Program

FCIA is an insurance company. FCIA's multibuyer policy provides regular coverage for exporter's short-term sales to numerous buyers. The exporter may extend credit to each buyer based on favorable credit information and up to an amount specified in the policy.

5.84 Contacts

Foreign Credit Insurance Association
40 Rector Street, 11th Floor
New York, NY 10006

Telephone: (202) 306-5000
Fax No.: (202) 513-4704

AFRICA GROWTH FUND

5.91 Type of Assistance — Financing and Insurance

The Africa Growth Fund (AGF) is designed to provide equity capital in start-up, expanding, or rehabilitation productive private enterprises in any of 40 sub-Saharan African countries in which the Overseas Private Investment Corporation (OPIC) is authorized to do business.

5.92 Eligibility Criteria

Since AGF is supported by OPIC, the project must involve some significant U.S. interest, i.e., U.S. private sector equity investor, technical partnership agreement or technical management contract, or significant imports of U.S. source equipment, raw material, or product components.

5.93 Brief Description of Program

AGF assets may be invested in a full range of businesses, i.e., manufacturing, agribusiness, construction, mining, finance, chemicals, services, privatization of parastatals, etc.

The investment should indicate an achievable potential for: high projected returns; significant levels of locally added value; short project development cycles (i.e., less than 7 years from start-up to full operating profitability); and some export earnings or access to convertible currency resources. The investment will usually be in the form of equity or equity-related securities (convertible subordinated debentures) that can provide current return and long-term appreciation.

The AGF investment must be supported by OPIC political risk insurance or similar risk mitigation structures. AGF does not participate in day-to-day operations, but it expects to be involved in board membership.

AGF's typical commitment will range in size from \$500,000 to \$3 million, using no more than 15 percent of AGF's total assets in any one company. Typically, total project capital cost will be between \$5 million and \$50 million. AGF seeks to own 20 to 45 percent of the company's total equity capital, when compatible with size of the project.

5.94 Contact

The Africa Growth Fund, L.P.
1850 K Street, N.W.
Suite 309
Washington, DC 20006

Telephone: (202) 293-1860
Fax No.: (202) 872-1521

NATIONAL ASSOCIATION OF STATE DEVELOPMENT AGENCIES (NASDA)

5.101 Type of Assistance — Financing and Insurance

US-AEP has formed a partnership with National Association of State Development Agencies (NASDA) to establish an Environmental/Energy Technology Fund.

5.102 Eligibility Criteria

Generally all U.S. firms.

5.103 Brief Description of Program

The Fund provides grants to facilitate the transfer of environmentally responsible and energy-efficient technologies from the United States to Asia and the Pacific. Small and medium-sized businesses in the environmental/energy sectors may be eligible to receive Fund grants up to a maximum of \$20,000. Grants match from 20 to 50 percent of total project costs. Grants may be used to fund engineering and technology workshops or seminars, technology and equipment demonstrations, business development missions, professional exchange programs, and promotional and marketing activities.

5.104 Contact

National Association of State Development Agencies
750 First Street, NE
Suite 710
Washington, DC 20002

Telephone: (202) 898-1302
Fax No.: (202) 898-1312

GLOBAL ENVIRONMENT EMERGING MARKET FUND (GEEMF)

5.111 Type of Assistance — Financing and Insurance

OPIC has recently supplemented its finance products by supporting privately-owned and managed equity investment funds, such as the Global Environment Emerging Market Fund (GEEMF)

5.112 Eligibility Criteria

Generally all U.S. firms.

5.113 Brief Description of Program

The Fund's target capitalization will be \$80 million, raised through an offering of its securities to investors, including financial institutions in the United States. The Global Environment Fund, based in Washington, DC will manage the GEEMF and be its general partner. The Fund will invest in equity and debt securities of qualified, privately-owned companies, chosen on the basis of their sound financial condition, attractive growth potential and their environmental and developmental benefits. The Fund will acquire securities of both new companies and established companies that are being acquired by private interests. The Fund will invest in businesses engaged in alternative energy, water treatment, air pollution control and waste management in Asia, Latin America and Eastern Europe. Full capitalization and initial investment selection will take place in 1994.

5.114 Contact

Manager of Special Projects
Overseas Private Investment Corporation
1100 New York Avenue, NW
Washington, DC 20527

Telephone: (202) 363-8649
Fax No.: (202) 408-9888

ENVIRONMENTAL ENTERPRISES ASSISTANCE FUND (EEAF)

5.121 Type of Assistance — Financing and Insurance

The Environmental Enterprises Assistance Fund (EEAF) invests in projects and companies in developing countries.

5.122 Eligibility Criteria

Generally all U.S. firms.

5.123 Brief Description of Program

EEAF's purpose is to catalyze small-scale renewable energy and environmental companies by providing loans and equity capital for environmentally attractive projects that are commercially viable, but require financing to move ahead. EEAF provides financial support for projects under \$2 million in renewable energy systems, energy efficient energy conversion technologies, and environmentally responsible management of organic waste. Proposals submitted to EEAF are evaluated on their financial viability as well as their environmental, economic, and social impact. Direct loans are made at concessional rates, but equity investments are expected to provide higher returns than conventional financing arrangements. EEAF is a non-profit corporation that was established in 1990 with the help of USAID, Winrock International and the Rockefeller Foundation.

5.124 Contact

Environmental Enterprises Assistance Fund
1611 N. Kent Street
Suite 202
Arlington, VA 22209

Telephone: (202) 522-5928
Fax No.: (202) 522-6450

CHAPTER 6

FINANCING AND INSURANCE (INTERNATIONAL SOURCES)

WORLD BANK

6.01 Type of Assistance — Financing and Insurance

The World Bank extends loans and credits to developing countries.

6.02 Eligibility Criteria

International competitive bidding procedures apply. U.S. firms are generally eligible to compete for any contract.

6.03 Brief Description of Program

The World Bank is a multilateral development finance institution, owned by more than 150 governments, that provides both financial and technical assistance to developing countries to stimulate economic growth and development. The World Bank's primary fund affiliates are the International Bank for Reconstruction and Development (IBRD) and the International Development Association (IDA).

IBRD loans are made to governments or entities that can secure government guarantees. IDA provides concessional credits to governments only, of those countries that are considered the poorest.

Each World Bank project passes through a project cycle (identification, preparation, appraisal, negotiation, approval, and implementation). The project is first announced during the identification stage in the World Bank's *Monthly Operational Summary (MOS)*. Procurement information is published through the World Bank's *International Business Opportunities Service (IBOS)*.

6.04 Contacts

Projects Procurement
World Bank
1818 H Street, N.W.
Washington, DC 20433

Telephone: (202) 477-3331
Fax No.: (202) 477-6987

For *IBOS* and *MOS* Publications:

World Bank Publications
PO Box 7247-8619
Philadelphia, PA 19170-8619

Telephone: (201) 225-6165
Fax No.: (201) 417-0482

UNITED NATIONS DEVELOPMENT PROGRAM (UNDP)

6.11 Type of Assistance — Financing and Insurance

The UNDP provides financial and technical assistance to developing countries.

6.12 Eligibility Criteria

International competitive bidding procedures apply. U.S. firms are generally eligible to compete for any contract.

6.13 Brief Description of Program

UNDP is the central coordinating arm of the UN system for development assistance. It provides financial and technical assistance for projects in developing countries. Procurement opportunities exist for the projects' equipment requirements and specialized technical consultancy services.

Procurement for the UNDP and other UN agencies is coordinated by the Intra-Agency Procurement Services Office and published in *Development Business*.

6.14 Contacts

United Nations Development Program
One UN Plaza
New York, NY 10017

Telephone: (212) 906-5044
Fax No.: (212) 906-5365

For *Development Business* subscription:

United Nations
One UN Plaza
GC PO Box 5850
New York, NY 10163-5858

Telephone: (212) 963-1515

INTER-AMERICAN DEVELOPMENT BANK

6.21 Type of Assistance — Financing and Insurance

The IDB provides assistance for the preparation, financing and implementation of development plans and projects.

6.22 Eligibility Criteria

Open to firms worldwide.

6.23 Brief Description of Program

The IDB encourages private investment in projects, or to supplement existing funds, and provides technical assistance for the preparation, financing and implementation of development plans and projects. The IDB requires competitive international public bidding on projects.

6.24 Contacts

Office of External Relations
Inter-American Development Bank
1300 New York Avenue, N.W.
Washington, DC 20577

Telephone: (202) 623-1753
Fax No.: (202) 789-2835

THE MULTILATERAL INVESTMENT GUARANTEE AGENCY (MIGA)

6.31 Type of Assistance — Financing and Insurance

MIGA facilitates foreign investment in developing member countries by offering long-term political risk insurance and advisory services.

6.32 Eligibility Criteria

Investors must be nationals of a member country other than the country in which the investment is made. The actual projects must be located in a developing country. Investments must obtain approval of the host government.

6.33 Brief Description of Program

The Multilateral Investment Guarantee Agency (MIGA) was established in 1988, as a member of the World Bank Group, to encourage the flow of foreign investment in developing countries by providing a range of political risk insurance and advisory services. MIGA can insure up to 90 percent of an investment with coverage limited to \$50 million per project. Coverage can be issued for a term of up to 15 years unless a specific project can justify 20 years against the following risk categories:

- Currency Transfer and Nonconvertibility: Guarantees foreign investment against losses caused by an inability to remit profits or convert local currency.
- Expropriation: Protects against losses caused by host government action that deprives the investor of ownership or control of his investment. Both direct and "creeping" expropriations are covered.
- War, Revolution, and Civil Disturbance: Protects against losses to tangible assets and business interruption due to civil unrest in the host country.
- Breach of Contract: Protects against cases of host government repudiation or breach of contract in which the investor is denied justice.

6.34 *Contacts*

Multilateral Investment Guarantee Agency
1818 H Street, N.W.
Washington, DC 20433

Telephone: (202) 473-0179
Fax No.: (202) 334-0265

THE INTERNATIONAL FINANCE CORPORATION (IFC)

6.41 Type of Assistance — Financing and Insurance

The IFC is the private lending arm of the World Bank and invests in private ventures in developing countries by means of equity financing and loans without government guarantees.

6.42 Eligibility Criteria

Firms worldwide can participate.

6.43 Brief Description of Program

The International Finance Corporation (IFC), affiliated with the World Bank, is the world's largest multilateral organization that provides financial assistance in the form of debt and equity to the private sector of developing countries that can contribute to the economic development of such country. The country must be a member of the World Bank. IFC programs follow:

(A) Investments

- (1) Criteria: IFC invests in most types of productive enterprises in its developing member countries. The debt and equity investments that the IFC uses for its own account are usually limited to 25 percent of project cost. The venture should cost at least \$4 million to \$6 million. The largest IFC investment for its own account is around \$70 million.
- (2) Equity: IFC will invest up to 25 percent of the share capital for a venture. It expects its investment partners to provide management. IFC prefers to participate with a mix of equity and lending, but may provide one or the other.
- (3) Debt: IFC usually provides fixed rate loans denominated in U.S. dollars or major currencies; or variable rate loans in U.S. dollars. Rates are determined on a commercial basis (no subsidy). Terms are flexible depending on cash flow needs, to be serviced over 7 to 12 years.
- (4) Application for Financing: After review of the preliminary project and corporate information, IFC will require a detailed feasibility study or business plan to determine whether to appraise the project.

(B) Financial Services

(1) Financial Packages: IFC will solicit proposals from other lenders and shareholders and coordinate financing from foreign and local banks, export credit agencies, and other institutions.

(2) Syndication: IFC has developed a participation instrument to facilitate the syndication of large loans. The instrument serves as a master agreement being subject to the conditions of the IFC and the participating lenders. The participating banks accept their portion of the risk, but any default is construed as a direct default to the IFC. The agreement helps to facilitate projects in countries experiencing foreign exchange problems.

(3) Financial Instruments: Each project's financing requirements can be tailor-made by providing "senior" loans, subordinated and convertible loans, income notes or equity in various combinations.

6.44 *Contacts*

International Finance Corporation
1818 H Street, N.W.
Washington, DC 20433

Telephone: (202) 473-0385
Fax No.: (202) 676-9566

NORDIC INVESTMENT BANK

6.51 Type of Assistance — Financing and Insurance

The Nordic Investment Bank (NIB) provides financing for investment projects within, and outside, the Nordic region.

6.52 Eligibility Criteria

Firms should collaborate with Nordic partners.

6.53 Brief Description of Program

The NIB is jointly owned by the governments of Denmark, Finland, Iceland, Norway and Sweden. The NIB finances its operations by borrowing on capital markets, both internationally and in Nordic countries.

The NIB provides loans for projects carried out between companies or institutions in two or more Nordic countries. The investment projects must have a clear element of "Nordic interest," benefiting at least two Nordic countries.

The NIB also participates in the financing of Nordic companies' projects in non-Nordic industrialized countries if the projects have a positive effect on the companies' Nordic divisions.

In addition, the NIB grants loans to credit-worthy developing countries and East European countries for the financing of projects with Nordic interest. The Bank also grants environmental loans on special conditions to East European countries.

6.54 Contacts

Nordic Investment Bank
Manager, Information OR
Unioninkatu 30, PB 249
SF-00171 Helsinki
Finland

Telephone: 358-0-18001
Fax No.: 358-0-1800309

Nordic Investment Bank
Executive Vice President
International Lending Department
Pohjoisesplanadi 25A, PB 249
SF-00171 Helsinki
Finland

Telephone: 358-0-18001
Fax No.: 358-0-1800282

MULTILATERAL DEVELOPMENT BANKS (MDBs)

6.61 Type of Assistance — Financing and Insurance

The Multilateral Development Banks (MDBs) finance environmental and energy infrastructure projects for which procurement of technical assistance, civil, works, material and equipment are necessary

6.62 Eligibility Criteria

U.S. firms are eligible to bid on contracts.

6.63 Brief Description of Program

The MDBs provide loans to host country government ministries and agencies, which then implement projects under local procurement and contracting regulations. A U.S. business wishing to compete for these opportunities must participate in the countries' government procurement bidding process. Often, the national procurement regulations require that a foreign firm must have a local partner in order to participate. The Department of Commerce manages a Liaison Team to assist U.S. businesses in pursuing these opportunities and obtaining information about projects and the procurement process.

6.64 Contact

African Development Bank
PO Box V316
Abidjan 01 Cote D'Ivoire

Telephone: (225) 20-40-15
Fax No.: (225) 21-97-82

DC Contact:
Telephone: (202) 482-4160
Fax No.: (202) 482-4775

Asian Development Bank
6 ADB Avenue
1501 Mandaluyong
Metro Manila, Philippines

Telephone: (63-2) 632-6050
Fax No.: (63-2) 632-4003

DC Contact:
Telephone: (202) 482-4333
Fax No.: (202) 482-4775

European Bank for Reconstruction
and Development
122 Leadenhall
London EC3V 4E8, UK

Telephone: (44-71) 408-6503
Fax No.: (44-71) 491-6487

DC Contact:

Telephone: (202) 623-1150
Fax No.: (202) 623-3612

The World Bank
1816 H Street, NW
Washington, DC 20433

Telephone: (202) 458-0118
Fax No.: (202) 477-2967

Inter-American Development Bank
1300 New York Avenue, NW
Suite 1101 NE
Washington, DC 20577

Telephone: (202) 623-1150
Fax No.: (202) 623-3612

CHAPTER 7

EDUCATION AND TRAINING

ASSISTING DEPLOYMENT OF ENERGY PRACTICES AND TECHNOLOGIES (ADEPT)

7.01 Type of Assistance — Education and Training

The Department of Energy will assist developing and Eastern European countries in training of new energy technologies.

7.02 Eligibility Criteria

Generally, all U.S. firms are eligible.

7.03 Brief Description of Program

ADEPT's mission is to assist developing countries and newly independent states to (1) develop policy making capabilities to foster the wise selection of energy technologies and practices; and (2) develop sound environmental policies in their energy sectors.

The ADEPT program activities are developed and administered by the Department of Energy. These activities are principally carried out through DOE national laboratories in partnerships with U.S. private sector participants including industrial firms, trade associations, academia and public interest groups. Each ADEPT project involves extensive consultation and participation with the host country. ADEPT projects are effectively linked with other U.S. Government and international efforts so that opportunities for collaboration and cooperation are identified, evaluated, and enhanced.

7.04 Contact

Assistant Secretary
for Policy, Planning & Program Evaluation
U.S. Department of Energy
1000 Independence Avenue, S.W.
Washington, DC 20585

Telephone: (202) 586-5800
Fax No.: (202) 586-0816

EASTERN EUROPEAN ENERGY STRATEGY

7.11 Type of Assistance — Education and Training

The Department of Energy is sponsoring training programs for Eastern European countries in restructuring their energy systems.

7.12 Eligibility Criteria

Generally all U.S. firms.

7.13 Brief Description of Program

The Department of Energy has developed a strategy to assist Eastern European countries in restructuring their energy systems in ways that can facilitate economic and political reform in the region. The production, transmission, and use of energy in these countries is highly inefficient and poses significant health and environmental concerns. The DOE strategy addresses this problem by promoting: (a) market-based pricing and removal of barriers to energy trade and investment, (b) the use of efficient environmentally sound energy technologies, and (c) diversity of supply through development of indigenous resources, enhanced safety in nuclear energy, and greater integration of East-West energy markets. The DOE strategy is being implemented in cooperation with the State Department and complements programs sponsored by the European Community and the IEA. In implementing the strategy, DOE seeks to maximize opportunities for U.S. firms.

7.14 Contact

Assistant Secretary
for Policy, Planning & Program Evaluation
U.S. Department of Energy
1000 Independence Avenue, S.W.
Washington, DC 20585

Telephone: (202) 586-5800
Fax No.: (202) 586-0861

THE U.S. ENVIRONMENTAL TRAINING INSTITUTE (USETI)

7.21 Type of Assistance — Education and Training

USETI provides education to decision makers of the developing world in environmental problem solving technologies and strategies of U.S. corporations.

7.22 Eligibility Criteria

Generally all U.S. firms.

7.23 Brief Description of Program

EPA, together with USAID and the Trade and Development Agency, have established, and partially funded, the non-profit U.S. Environmental Training Institute (ETI) as a public-private initiative to build environmental management capacity in developing countries. Through ETI, major U.S. corporations currently working in key environmental fields conduct focused training courses at laboratories, training facilities, and factories in the U.S. for overseas public- and private-sector executives to give these key decision makers quality training in technologies and approaches that can be incorporated into their local industries and governments.

7.24 Contacts

U.S. Environmental Training Institute
600 Watergate N.W.
Suite 960
Washington, DC 20037

Telephone: (202) 338-3400
Fax No.: (202) 333-4782

U.S. TECHNOLOGY FOR INTERNATIONAL ENVIRONMENTAL SOLUTIONS (U.S. TIES)

7.31 Type of Assistance — Education and Training

The U.S. Technology for International Environmental Solutions (U.S. TIES) initiative provides technical assistance and training.

7.32 Eligibility Criteria

Generally all U.S. firms.

7.33 Brief Description of Program

The U.S. Technology for International environmental Solutions (U.S. Ties) initiatives is an inter-agency technology diffusion program designed to enlist greater participation of the U.S. private sector in achieving U.S. environmental objectives overseas. Led by EPA and funded at \$11 million in Fiscal Year 1994, the public-private partnership supports environmental projects in a number of areas, including international technical assistance and training, information dissemination, financial assistance, technology demonstrations, and the international development of regulations and standards.

7.34 Contact

Office of International Activities
U.S. Environmental Protection Agency
401 M Street, S.W.
Washington, DC 20460

Telephone: (202) 260-2087
Fax No.: (202) 260-4470

CHAPTER 8

EXPORT CONTROLS

EXPORT ADMINISTRATION

8.01 Type of Assistance — Export Controls

The Department of Commerce provides assistance in complying with U.S. export licensing requirements.

8.02 Eligibility Criteria

Generally all U.S. firms.

8.03 Brief Description of Program

The Undersecretary for Export Administration is responsible for U.S. export controls. Assistance in complying with export controls can be obtained directly from Commerce district offices or from the Exporter Counselling Division with the Bureau of Export Administration (BXA), Office Export Licensing in Washington, DC (202) 482-4811. BXA also has four field offices which specialize in counselling on export controls and regulations: the Western Regional Office (714) 660-0144; the Northern California Branch Office (408) 748-7450; the Portland Branch Office (503) 326-5159; and the Eastern Regional Office (603) 598-4300.

8.04 Contacts

See above.

8.05 Additional Contact

Acting Undersecretary for Export Administration
U.S. Department of Commerce
Room 3898
Washington, DC 20230

Telephone: (202) 482-1455
Fax No.: (202) 482-2387

D.O.C. DISTRICT OFFICES

8.11 Type of Assistance — Export Controls

The Department of Commerce District Offices provide information on U.S. export licensing requirements.

8.12 Eligibility Criteria

Generally all U.S. firms.

8.13 Brief Description of Program

The Department of Commerce (DOC) provides a wide range of information and services concerning exporting which are available through the Department's district and branch offices in 68 cities in the United States and Puerto Rico. Each district office is headed by a director and supported by trade specialists and other staff. Branch offices usually consist of one trade specialist. These professionals can counsel companies on the steps involved in exporting, help them assess the export potential of their products, target markets, and locate and check out potential overseas partners. Because Commerce has a worldwide network of international business experts, district offices can answer almost any question exporters are likely to ask — or put them in touch with someone who can.

Each district office can offer information about international trade opportunities abroad, services to locate and evaluate overseas buyers and representatives, financial aid to exporters, international trade exhibitions, export documentation requirements, foreign economic statistics, U.S. export licensing and foreign nation import requirements, and export seminars and conferences.

Most district offices also maintain business libraries containing Commerce's latest reports as well as other publications of interest to U.S. exporters. Important databases are also available through many district offices that provide trade leads, foreign business contacts, in-depth country market research, export-import trade statistics, and other valuable information.

8.14 Contacts

A list of the district and branch offices is contained in Attachment 1.

8.15 Additional Contact

Assistant Secretary for Export Administration
U.S. Department of Commerce
Room 3886C
Washington, DC 20230

Telephone: (202) 482-5491

Fax No.: (202) 482-3911

CHAPTER 9

TROUBLESHOOTING

PRODUCT AND SERVICE SECTOR COUNSELING

9.01 Type of Assistance — Troubleshooting

The Department of Commerce industry desk officers assist U.S. exporters in addressing problems encountered in overseas markets.

9.02 Eligibility Criteria

Generally all U.S. firms.

9.03 Brief Description of Program

Complementing the country desks are the *industry desk officers*. The industry desk officers participate in preparing reports on the competitive strength of selected U.S. industries in domestic and international markets for the publication of *U.S. Industrial Outlook* (available from the U.S. Government Printing Office). They also promote exports for their industry sectors through marketing seminars, trade missions and trade fairs, foreign buyer groups, business counseling, and information on market opportunities.

They seek advice from U.S. industry and relate to trade negotiators problems encountered in foreign markets and assess the impact on U.S. industry of domestic legislation and foreign trade issues.

9.04 Contacts

A list of the industry desk officers is contained in Attachment 3.

9.05 Additional Contact

Assistant Secretary for Trade Development
Room 3832
U.S. Department of Commerce
Washington, DC 20230

Telephone: (202) 482-1461
Fax No.: (202) 482-5679

U.S. AND FOREIGN COMMERCIAL SERVICE OVERSEAS POSTS

9.11 Type of Assistance — Troubleshooting

The Department of Commerce U.S. & Foreign Commercial Service assists U.S. exporters in addressing problems encountered in marketing overseas.

9.12 Eligibility Criteria

Generally all U.S. firms.

9.13 Brief Description of Program

Much of the information about trends and actual trade leads in foreign countries is gathered on site by the commercial officers of the U.S. and Foreign Commercial Service (US&FCS). Approximately 213 US&FCS officers work in 69 countries.

The US&FCS staff overseas provides a range of services to help companies sell abroad: background information on foreign companies, agency-finding services, market research, business counseling, assistance in making appointments with key buyers and government officials, and representations on behalf of companies adversely affected by trade barriers.

U.S. exporters usually tap into these services by contacting the Commerce district office in their state. While exporters are strongly urged to contact their district office before going overseas, U.S. business travellers abroad can also contact U.S. embassies and consulates directly for help during their trips. District offices can provide business travel facilitation assistance before departure by arranging advance appointments with embassy personnel, market briefings, and other assistance in cities to be visited.

9.14 Contacts

A list of US&FCS overseas posts is contained in Attachment 4.

9.15 Additional Contact

Assistant Secretary and Director General of the U.S. and Foreign Commercial Service
Room 3802
U.S. Department of Commerce
Washington, DC 20230

Telephone: (202) 482-5777

Fax No.: (202) 482-5013

COUNTRY COUNSELLING

9.21 Type of Assistance — Troubleshooting

Department of Commerce desk officers provide assistance to U.S. exporters encountering problems in accessing overseas markets.

9.22 Eligibility Criteria

U.S. firms.

9.23 Brief Description of Program

Every country in the world is assigned to a country desk officer located in the main Commerce Department building in Washington, DC. Each desk officer is knowledgeable about up-to-date information on the country's trade policies and regulations, tariffs and value-added taxes, business practices, economic and political developments, trade trends and data, market size and growth, as well as applicable U.S. export control and other relevant U.S. Government provisions. Desk officers participate in preparing the *Foreign Economic Trends* and *Overseas Business Reports*, available from the National Trade Data Bank.

9.24 Contacts

A list of the country desk officers is contained in Attachment 2.

9.25 Additional Contact

Assistant Secretary for International Economic Policy
U.S. Department of Commerce
Room 3864
Washington, DC 20230

Telephone: (202) 482-3022
Fax No.: (202) 482-5444

D.O.C. DISTRICT OFFICES

9.31 Type of Assistance — Troubleshooting

The Department of Commerce District Offices provide assistance to exporters encountering problems in attempting to market overseas.

9.32 Eligibility Criteria

Generally all U.S. firms.

9.33 Brief Description of Program

The Department of Commerce (DOC) provides a wide range of information and services concerning exporting which are available through the Department's district and branch offices in 69 cities in the United States and Puerto Rico. Each district office is headed by a director and supported by trade specialists and other staff. Branch offices usually consist of one trade specialist. These professionals can counsel companies on the steps involved in exporting, help them assess the export potential of their products, target markets, and locate and check out potential overseas partners. Because Commerce has a worldwide network of international business experts, district offices can answer almost any question exporters are likely to ask — or put them in touch with someone who can.

Each district office can offer information about international trade opportunities abroad, services to locate and evaluate overseas buyers and representatives, financial aid to exporters, international trade exhibitions, export documentation requirements, foreign economic statistics, U.S. export licensing and foreign nation import requirements; and export seminars and conferences.

Most district offices also maintain business libraries containing commerce's latest reports as well as other publications of interest to U.S. exporters. Important databases are also available through many district offices that provide trade leads, foreign business contacts, in-depth country market research, export-import trade statistics, and other valuable information.

9.34 Contacts

A list of the district and branch offices is contained in Attachment 1.

9.35 Additional Contact

Assistant Secretary for Export Administration
U.S. Department of Commerce
Room 3886C
Washington, DC 20230

Telephone: (202) 482-5491
Fax No.: (202) 482-3911

ENERGY EXPORT ASSISTANCE OFFICE

9.41 Type of Assistance — Troubleshooting

The Department of Energy provides troubleshooting assistance to U.S. energy companies seeking to export.

9.42 Eligibility Criteria

U.S. energy industries are eligible.

9.43 Brief Description of Program

The Energy Export Assistance Office is helping U.S. energy industries overcome the obstacles to exporting energy and energy-related technology and services by helping to (1) identify overseas opportunities and discriminatory trade barriers, (2) evaluate U.S. laws and regulations that may restrict trade, (3) identify financial alternatives, and (4) work with other Federal agencies in export promotion.

9.44 Contact

Assistant Secretary
for Policy, Planning & Program Evaluation
U.S. Department of Energy
1000 Independence Avenue, S.W.
Washington, DC 20585

Telephone: (202) 586-5800
Fax No.: (202) 586-0861

OFFICE OF THE U.S. TRADE REPRESENTATIVE (USTR)

9.51 Type of Assistance — Troubleshooting

USTR provides assistance to U.S. exporters confronted by foreign barriers to trade.

9.52 Eligibility Criteria

All U.S. firms.

9.53 Brief Description of Program

The Office of the U.S. Trade Representative (USTR) assists U.S. exporters in addressing foreign barriers to trade or other unfair trade practices encountered overseas. USTR staff will provide advice and assistance in approaching the foreign country maintaining the trade barrier, as well as legal guidance if necessary.

9.54 Contacts

Office of the U.S. Trade Representative
Office of the General Counsel
600 17th Street, N.W.
Washington, DC 20506

Telephone: (202) 395-3432
Fax No.: (202) 395-3911

ATTACHMENTS

ATTACHMENT 1

DEPARTMENT OF COMMERCE INTERNATIONAL TRADE ADMINISTRATION DISTRICT OFFICES

Anchorage, AK

Suite 319 World Trade Center
420 Tudor Center Drive, 99508
Telephone: (907) 271-6273
Fax No.: (907) 271-6242

Atlanta, GA

Suite 310
4360 Chamblee-Dunwoody Rd.,
30341
Telephone: (404) 452-9101
Fax No.: (404) 452-9105

Baltimore, MD

413 U.S. Customhouse
40 South Gay Street, 21202
Telephone: (301) 962-3560
Fax No.: (301) 962-7813

Gaithersburg, MD

c/o National Institute of
Standards and Technology
Building 411
20899

Birmingham, AL

Room 302, Berry Bldg.
2015 2nd Ave. N., 35203
Telephone: (205) 731-1331
Fax No.: (205) 731-0076

Boston, MA

World Trade Center, Suite 307
Commonwealth Pier, 02210
Telephone: (617) 565-8563
Fax No.: (617) 565-8530

Providence, RI (Boston district)

7 Jackson Walkway, 02903
Telephone: (401) 528-5104
Fax No.: (401) 528-5067

Augusta, ME (Boston district)

77 Sewell St., 04330
Telephone: (207) 622-8249
Fax No.: (207) 626-9156

Buffalo, NY

Room 1312 Federal Bldg.
111 W. Huron St., 14202
Telephone: (716) 846-4191
Fax No.: (716) 846-5290

Rochester, NY

111 East Avenue, Suite 809
14604
Telephone: (716) 263-6480
Fax No.: (716) 325-6505

Charleston, WVA

Suite 809, 405 Capitol Street,
25301
Telephone: (304) 347-5123
Fax No.: (304) 347-5408

Chicago, IL

Rm. 1406
Mid-Continental Plaza Bldg.
55 E. Monroe Street, 60603
Telephone: (312) 353-4450
Fax No.: (312) 886-8025

Wheaton, IL

Illinois Institute of Technology
201 East Loop Road, 60187
Telephone: (312) 353-4332
Fax No.: (312) 353-4336

Rockford, IL

515 North Court St.
PO Box 1747, 6110-0247
Telephone: (815) 987-8123
Fax No.: (815) 987-8122

Cincinnati, OH

9504 Federal Bldg.
550 Main Street, 45202
Telephone: (513) 684-2944
Fax No.: (513) 684-3200

Cleveland, OH

Room 600, 668 Euclid Ave.
44114
Telephone: (216) 522-4750
Fax No.: (216) 522-2235

Columbia, SC

Strom Thurmond Federal Bldg.
Suite 172, 1835 Assembly St.
29201
Telephone: (803) 765-5345
Fax No.: (803) 253-3614

Charleston, SC

Rm. 128, 9 Liberty St., 29424
Telephone: (803) 724-4361

Dallas, TX

Rm. 7A5, 1100 Commerce St.,
75242
Telephone: (214) 767-0542
Fax No.: (214) 767-8240

Albuquerque, NM (Dallas district)

625 Silver, SW, 3rd Floor
87102
Telephone: (505) 766-2070
Fax No.: (505) 786-1057

Austin, TX

PO Box 12728
Suite 1200, 816 Congress Ave.,
78711
Telephone: (512) 482-4939
Fax No.: (512) 320-9674

Denver, CO

Suite 680, 1625 Broadway,
80202
Telephone: (303) 844-3246
Fax No.: (303) 564-5651

Des Moines, IA

817 Federal Bldg.
210 Walnut Street, 50309
Telephone: (515) 284-4222
Fax No.: (515) 284-4021

Cedar Rapids, IA

424 First Avenue, NE, 52401
Telephone: (319)-362-8418
Fax No.: (319) 398-5228

Detroit, MI

1140 McNamara Bldg.
477 Michigan Avenue, 48226
Telephone: (313) 226-3650
Fax No.: (313) 226-3657

Grand Rapids, MI

300 Monroe NW, 49503
Telephone: (616) 456-2411
Fax No.: (616) 456-2695

Greensboro, NC

203 Federal Bldg.
324 W. Market St.
Po Box 1950, 27402
Telephone: (919) 333-5345
Fax No.: (919) 333-5158

Hartford, CT

Rm. 610-B Federal Office Bldg.
450 Main Street, 06103
Telephone: (203) 240-3530
Fax No.: (203) 240-3473

Honolulu, HI

400 Ala Moana Blvd.
PO Box 50026, 96850
Telephone: (808) 541-1782
Fax No.: (808) 541-3435

Houston, TX

2625 Federal Courthouse Bldg.
515 Rusk Street, 77002
Telephone: (713) 229-2578
Fax No.: (713) 229-2203

Indianapolis, IN

One North Capitol
Suite 520, 46204
Telephone: (317) 226-6214
Fax No.: (317) 226-6139

Jackson, MS

328 Jackson Mall Office
300 Woodrow Wilson Blvd.,
39213
Telephone: (601) 965-4388
Fax No.: (601) 965-5386

Kansas City, MO

Rm. 635, 601 E. 12th Street,
64106
Telephone: (816) 426-3141
Fax No.: (816) 426-3140

Wichita, KS (Kansas City district)

151 North Volusia, 67214-4695
Telephone: (316) 269-6160
Fax No.: (316) 683-7326

Little Rock, AR

Rm. 811, 320 W. Capitol Ave.,
72201
Telephone: (501) 324-5794
Fax No.: (501) 324-7380

Los Angeles, CA

Rm. 9200, 11000 Wilshire
Blvd., 90049
Telephone: (213) 575-7104
Fax No.: (213) 575-7220

Santa Ana, CA

116-A W. 4th Street
Suite 1, 92701
Telephone: (714) 836-2461
Fax No.: (619) 836-2332

Louisville, KY

Rm. 6368, Gene Snyder
Courthouse and Customhouse,
601 W. Broadway, 40202
Telephone: (502) 582-5066
Fax No.: (502) 582-6573

Miami, FL

51 S.W. First Avenue
Room 224, 33130
Telephone: (305) 536-5267
Fax No.: (305) 536-4765

Clearwater, FL

128 North Osceola Avenue,
34815
Telephone: (813) 461-0011
Fax No.: (813) 449-2889

Orlando, FL

Room 346, CEBA II
College of Business Admin.
Univ. of Central Florida, 32816
Telephone: (407) 648-6235

Tallahassee, FL

Collins Bldg., Rm. 401
107 W. Gaines St., 32304
Telephone: (904) 488-6469
Fax No.: (904) 487-1407

Milwaukee, WI

596 Federal Bldg.
517 E. Wisconsin Ave., 53202
Telephone: (414) 297-3473
Fax No.: (414) 297-3470

Minneapolis, MN

108 Federal Bldg.
110 S. 4th St., 55401
Telephone: (612) 348-1638
Fax No.: (612) 348-1650

Nashville, TN

Suite 1114, Parkway Towers
404 James Robertson Parkway,
37219-1505
Telephone: (615) 736-5161
Fax No.: (615) 736-2454

Memphis, TN*Suite 200, 22N. Front St.**Falls Bldg., 38103**Telephone: (901) 544-4137***Knoxville, TN***301 East Church Ave., 37915**Telephone: (615) 549-9268***New Orleans, LA***432 World Trade Center**2 Canal Street, 70130**Telephone: (504) 589-6546**Fax No.: (504) 589-2337***New York, NY***Rm. 3718, Federal Office Bldg.**26 Federal Plaza, 10278**Telephone: (212) 264-0600**Fax No.: (212) 264-1356***Oklahoma City, OK***6601 Broadway Extension,
73116**Telephone: (405) 231-5302**Fax No.: (405) 841-5245***Tulsa, OK***440 S. Houston St., 74127**Telephone: (918) 581-7650**Fax No.: (918) 581-2844***Omaha, NE***11133 O Street, 68137**Telephone: (402) 221-3664**Fax No.: (402) 221-3668***Philadelphia, PA***475 Allendale Rd., Suite 202**King of Prussia, 19406**Telephone: (215) 962-4980**Fax No.: (215) 951-7959***Phoenix, AZ***230 N. First Ave., Rm. 3412,
85025**Telephone: (602) 379-3285**Fax No.: (602) 379-4324***Pittsburgh, PA***2002 Federal Bldg.,**1000 Liberty Ave., 15222**Telephone: (412) 644-2850**Fax No.: (412) 644-4875***Portland, OR***One World Trade Center**121 SW Salmon, Suite 242,
97204**Telephone: (503) 326-3001**Fax No.: (503) 326-6351***Boise, ID***2nd Floor, 700 W. State St.,
83720**Telephone: (208) 334-3857**Fax No.: (208) 334-2631***Reno, NV***1755 East Plumb Lane,**Rm. 152, 89502**Telephone: (702) 784-5203**Fax No.: (702) 784-5343***Richmond, VA***8010 Federal Bldg.**400 N. 8th Street, 23240**Telephone: (804) 771-2246**Fax No.: (804) 771-2390***St. Louis, MO***7911 Forsyth Blvd., Suite 610,
63105**Telephone: (314) 425-3302**Fax No.: (314) 425-3381***Salt Lake City, UT***324 South State St., Suite 105,
84111**Telephone: (801) 524-5116**Fax No.: (801) 524-5886***San Diego, CA***6363 Greenwich Dr., Rm. 145,
92122**Telephone: (619) 557-5395**Fax No.: (619) 557-6176***San Francisco, CA***250 Montgomery St.**14th Floor, 94104**Telephone: (415) 705-2310**Fax No.: (415) 705-2299***San Juan, PR (Hato Rey)***Rm. G-55 Federal Bldg.,
Chardon Ave., 00918**Telephone: (809) 766-5555**Fax No.: (809) 766-5692***Savannah, GA***120 Barnard St., Room A-107,
31401**Telephone: (912) 944-4204**Fax No.: (912) 944-4241***Seattle, WA***3131 Elliott Ave., Suite 290,
98121**Telephone: (206) 553-5615**Fax No.: (206) 553-7253***Spokane, WA***West 808 Spokane Falls Blvd.,
Rm. 625**Telephone: (509) 353-2922**Fax No.: (509) 625-6188***Trenton, NJ***3131 Princeton Pike Bldg. 6,
Suite 100, 08648**Telephone: (609) 989-2100**Fax No.: (609) 989-2395*

ATTACHMENT 2

*Department of Commerce
Country Desk Officers
U.S. Department of Commerce
Washington, DC 20230*

COUNTRY	PHONE Area Code 202	ROOM
Afghanistan	482-2954	2308
Albania	482-4915	3413
Algeria	482-4652	2029B
Angola	482-4228	3317
Anguilla	482-2527	3025
Argentina	482-1548	3025
Aruba	482-2527	3025
ASEAN	482-3875	2036
Antigua/Barbuda	482-2527	3025
Australia	482-3647	2327
Austria	482-2920	3039
Bahamas	482-5680	3025
Bahrain	482-5545	2029B
Baltics Republics	482-4915	3413
Bangladesh	482-2954	2308
Barbados	482-2527	3025
Belgium	482-5373	3042
Belize	482-2527	3025
Benin	482-5149	3317
Bermuda	482-2527	3025
Bhutan	492-2954	2308
Bolivia	482-2521	3025
Botswana	482-4228	3317
Brazil	482-3871	3025
Brunei	482-3875	2308
Bulgaria	482-4915	3413
Burkina Faso	482-4388	3317
Burma (Myanmar)	482-3875	2036
Burundi	482-4388	3317
Cambodia	482-3875	2036

Cameroon	482-5149	3317
Canada	482-3101	3033
Cape Verde	482-4388	3317
Caymans	482-2527	3025
Central Africa Republic	482-4388	3317
Chad	482-4388	3317
Chile	482-1495	3025
Colombia	482-1659	3025
Comoros	482-4564	3317
Congo	482-5149	3317
Costa Rica	482-5860	3025
Croatia	482-4915	3413
Cuba	482-2527	3021
Cyprus	482-3945	3044
Czech Republic	482-4915	3413
Denmark	482-3254	3413
D'Jibouti	482-4564	3317
Dominica	482-2527	3025
Dominican Republic	482-5860	3025
East Caribbean	482-2527	3025
Ecuador	482-1659	3025
Egypt	482-1860	2029B
El Salvador	482-2528	3025
Equatorial Guinea	482-4388	3317
Estonia	482-4915	3413
Ethiopia	482-4564	3317
European Community	482-5276	3036
Finland	482-3254	3413
France	482-8008	3042
Gabon	482-5149	3317
Gambia	482-4388	3317
Germany	482-2435	3409
	482-2841	3409
Ghana	482-5149	3317
Greece	482-3945	3044
Grenada	482-2527	3025
Guadeloupe	482-2527	3025
Guatemala	482-2528	3025
Guinea	482-4388	3317
Guinea-Bissau	483-4388	3317
Guyana	482-2527	3025
Haiti	482-5860	3025
Honduras	482-2528	3025
Hong Kong	482-2462	2317

Hungary	482-4915	3413
Iceland	482-3254	3037
India	482-2954	2308
Indonesia	482-3875	2036
Iran	482-5545	2029B
Iraq	482-4441	2029B
Ireland	482-5401	
Israel	482-4652	2029B
Italy	482-2177	3045
Ivory Coast	482-4388	3317
Jamaica	482-5680	3025
Japan	482-1820	2318
Jordan	482-1860	2029B
Kenya	482-4564	3317
Korea	482-4957	2327
Kuwait	482-1860	2029B
Laos	482-3875	2036
Latvia	482-4915	3413
Lebanon	482-1860	2029B
Lesotho	482-4228	3317
Liberia	482-4388	3317
Libya	482-5545	2039
Lithuania	482-4915	3413
Luxembourg	482-5373	3046
Macao	482-3583	2317
Macedonia	482-4915	3413
Madagascar	482-4564	3317
Malawi	482-4228	3317
Malaysia	482-3875	2036
Maldives	482-2954	2308
Mali	482-4388	3317
Malta	482-3748	3049
Martinique	482-2527	3025
Mauritania	482-4388	3317
Mauritius	482-4564	3317
Mexico	482-0300	3022
Mongolia	482-3583	2317
Montserrat	482-2527	3025
Morocco	482-5545	2029B
Mozambique	482-5149	3317
Namibia	482-5149	3317
Nepal	482-2954	2308
Netherlands	482-5401	3039
Netherlands Antilles	482-2527	3025

New Zealand	482-3647	2308
Nicaragua	482-5680	3025
Niger	482-4388	3317
Nigeria	482-5149	3317
Norway	482-4414	3037
Oman	482-5545	2029B
Pacific Islands	482-3875	2036
Pakistan	482-2954	2308
Panama	482-2527	3020
Paraguay	482-1548	3025
People's Republic of China	482-3583	2317
Peru	482-2521	3025
Philippines	482-3875	2036
Poland	482-4915	3413
Portugal	482-3945	3044
Puerto Rico	482-2527	3025
Qatar	482-5545	2029B
Romania	482-4915	3413
Rwanda	482-4388	3317
Sao Tome & Principe	482-4388	3317
Saudi Arabia	482-4652	2029B
Senegal	482-4388	3317
Seychelles	482-4564	3317
Sierra Leone	482-4388	3317
Singapore	482-3875	2036
Slovak Republic	482-4915	3413
Slovenia	482-4915	3413
Somalia	482-4564	3317
South Africa	482-5148	3317
Spain	482-4508	3045
Sri Lanka	482-2954	2308
St. Barthelemy	482-2527	3025
St. Kitts-Nevis	482-2527	3025
St. Lucia	482-2527	3025
St. Martin	482-2527	3025
St. Vincent-Grenadines	482-2527	3025
Sudan	482-4564	3317
Surinam	482-2527	3025
Swaziland	482-4228	3317
Sweden	482-4414	3037
Switzerland	482-2920	3039
Syria	482-1860	2029B
Taiwan	482-4957	2327
Tanzania	482-4228	3317

Thailand	482-3875	2036
Togo	482-5149	3317
Trinidad & Tobago	482-2527	3021
Tunisia	482-1860	2029B
Turkey	482-2177	3045
Turks & Caicos Islands	482-2527	3025
Uganda	482-4564	3317
United Arab Emirates	482-5545	2029B
United Kingdom	482-3748	3045
Uruguay	482-1548	3021
Former Soviet Union	482-4655	7415
Venezuela	482-4303	3029
Vietnam	482-3875	2036
Virgin Islands (UK)	482-2527	3025
Yemen, Republic of	482-1860	2029B
Zaire	482-4388	3317
Zambia	482-5149	3317
Zimbabwe	482-5149	3317

ATTACHMENT 3

*Department of Commerce
Industry Desk Officers
U.S. Department of Commerce
Washington, DC 20230*

INDUSTRY	PHONE Area Code 202
Abrasive Products	482-5157
Accounting	482-0345
Adhesive/Sealants	482-0128
Advanced Materials (Trade Promo)	482-4431
Advertising	482-0345
Aerospace Financing Issues	482-0222
Aerospace Industry Analysis	482-0678
Aerospace Market Development	482-8228
Aerospace/Space Programs	482-4222
Aerospace Trade Policy	482-4222
Aerospace (Trade Promo)	482-8228
Agribusiness (Major Proj)	482-0355
Agricultural Chemicals	482-1028
Agricultural Machinery	482-4701
Air Couriers	482-1134
Air Conditioning Equipment	482-5456
Air, Gas Compressors	482-0680
Air, Gas Compressors (Trade Promo)	482-0552
Air Pollution Control Equipment	482-0564
Aircraft & Aircraft Engines	482-8228
Aircraft & Aircraft Engines (Trade Promo)	482-8228
Aircraft Auxiliary Equipment	482-8228
Aircraft Parks (Market Support)	482-8228
Aircraft Parts/Auxiliary Equipment (Trade Promo)	482-8228
Airlines	482-5071
Airport Equipment	482-8228
Airport Equipment (Trade Promo)	482-8228
Airports, Ports, Harbors (Major Promo)	482-3352
Air Traffic Control Equipment	482-8228

Alcoholic Beverages	482-2428
Alternate Energy Systems	
(Trade Promo)	482-0556
Aluminum Sheet, Plate/Foil	482-0575
Aluminum Forgings, Electro	482-0575
Aluminum Extrud Alum Rolling	482-0575
Analytical/Scientific Instruments	482-3411
Analytical/Scientific Instruments	
(Trade Promo)	482-2991
Animal Feeds	482-2250
Apparel	482-4058
Apparel (Trade Promo)	482-2043
Asbestos/Cement Products	482-0132
Assembly Equipment	483-0312
Audio Text	482-5820
Audio Visual Equipment (Trade Promo)	482-5478
Audio Visual Services	482-4781
Automotive Affairs (Trade Promo)	482-5479
Auto Parts/Suppliers	482-1418
Auto Parts/Suppliers (Trade Promo)	482-0671
Auto Industry Affairs	482-0554
Air Transport Services	482-5071
Avionics and Ground Support	
Equipment (Trade Promo)	482-8228
Avionics Marketing	482-8228
Bakery Products	482-2250
Ball Bearings	482-3489
Basic Paper & Board Mfg.	482-0375
Bauxite, Alumina, Prim Alum	482-0575
Beer	482-2428
Belting & Hose	482-0128
Beryllium	482-0575
Beverages	482-2428
Bicycles	482-0348
Biotechnology	482-3888
Boat Building (Major Proj)	482-3352
Boats/Pleasure	482-0348
Books	482-0379
Books (Trade Promo)	482-3640
Brooms & Brushes	482-1178
Breakfast Cereal	482-2250
Building Materials & Construction	482-0132
Business Equipment (Trade Promo)	482-4936

Business Forms	482-0380
CAD/CAM	482-0314
CAD/Graphics Software	482-0396
Cable TV	482-4781
Canned Food Products	482-3346
Capital Goods (Trade Promo)	482-0560
Capital Goods	482-5455
Carbon Black	482-0128
Cellular Radio Telephone Equipment	482-4466
Cement	482-0132
Cement Plants (Major Proj)	482-4160
Ceramics (Advanced)	482-0128
Ceramics Machinery	482-3494
Cereals	482-2250
Cheese	482-2250
Chemicals (Liaison & Policy)	482-0128
Chemical Industries Machinery (Trade Promo)	482-3494
Chemical Plants (Major Proj)	482-4877
Chemicals & Allied Products	482-0128
Civil Aircraft Agreement	482-4222
Civil Aviation Policy	482-5071
Coal Exports	482-1466
Cobalt	482-0575
Cocoa Products	482-5124
Coffee Products	482-5124
Commercial Aircraft (Trade Policy)	482-4222
Commercial Banks	482-3050
Commercial Lighting Fixtures	482-0682
Commercial/Industrial Refrigeration Equipment	482-3509
Commercial Printing	482-0379
Composites, Advanced	482-5157
Computer and DP Services	482-0397
Computers, AI	482-0572
Computer Displays	482-2053
Computers, Laptops	482-2053
Computers, Mainframes	482-0480
Computer Networking	482-0568
Computers, Personal	482-3013
Computers and Peripherals, Software (Trade Promo)	482-4936
Computers, Workstations	482-2053

Computers and Business Equipment	482-0572
Computer Consulting	482-4781
Confectionery Products	482-2428
Consortia of American Businesses Grant Program (Eastern Europe and NIS)	482-5004
Construction	482-0132
Construction, Housing (U.S. Consortia in Eastern Europe and NIS)	482-5004
Construction Machinery	482-0558
Construction Services	482-0359
Consumer Electronics	482-5163
Consumer Goods	482-5783
Containers & Packaging	482-5159
Cosmetics (Trade Promo)	482-3640
Dairy Products	482-2250
Data Base Services	482-5820
Data Processing Services	482-5820
Dental Equipment & Supplies	482-2846
Desalination/Water Reuse	482-3509
Direct Marketing	482-1134
Distilled Spirits	482-2429
Disk Drives	482-0571
Drugs	482-1028
Durable Consumer Goods	482-1176
Education Facilities (Major Proj)	482-4160
Education Services/Manpower Training (Trade Promo)	482-0345
Electric Industrial Apparatus Nec	482-0682
Elec/Power Gen/Transmission & Dist Equipment (Trade Promo)	482-0560
Electrical Power Plants (Major Proj)	482-2733
Electrical Test & Measuring	482-2795
Electricity	482-1466
ElectroOptical Instruments (Trade Promo)	482-2991
Electronics (U.S. Consortia in Eastern Europe and NIS)	482-5004
Electronics (Legislation)	482-5466
Electronic Components	482-0429

Electronic Components/Production & Test	
Equipment (Trade Promo)	482-0570
Electronic Data Interchange (EDI)	482-5820
Electronic Database Services	482-5820
Elevators, Moving Stairways	482-4708
Employment Services (Trade Promo)	482-0345
Energy & Environment	482-5456
Energy (Commodities)	482-1466
Energy, Renewable	482-1466
Energy, Renewable (Tech & Equip)	482-0556
Engineering/Construction Services	
(Trade Promo)	482-0359
Entertainment Industries	482-4781
Entertainment Services (Trade Promo)	482-4781
Environmental Projects (U.S. Consortia	
in Eastern Europe and NIS)	482-5004
Explosives	482-0128
Export Trading Companies	482-5131
 Fabricated Metal Construction	
Materials	482-0351
Farm Machinery	482-4708
Fasteners (Industrial)	482-3489
Fats and Oils	482-2250
Fencing (Metal)	482-0132
Ferroalloys Products	482-5158
Ferrous Scrap	482-0606
Ferrous Scrap	482-0606
Fertilizers	482-0128
Filters/Purifying Equipment	482-0564
Fisheries (Major Proj)	482-0359
Flexible Manufacturing Systems	482-0314
Flour	482-2250
Flowers	482-2250
Fluid Power	482-0680
Food Processing/Packaging (U.S.	
Consortia in Eastern Europe	
and NIS)	482-5004
Food Processing/Packaging Machinery	
(Trade Promo)	482-3494
Food Products Machinery	482-3494
Food Retailing	482-2428
Footwear	482-4034
Forest Products	482-0375

Forest Products, Domestic Construction	482-0384
Forest Products (Trade Policy)	482-0375
Forestry/Woodworking Equipment (Trade Promo)	482-0680
Forgings Semifinished Steel	482-0609
Fossil Fuel Power Generation (Major Proj)	482-2733
Foundry Equipment	482-5956
Foundry Industry	482-0609
Fruits	482-3346
Frozen Foods Products	482-3346
Fur Goods	482-4034
Furniture	482-3459
Gallium	482-0575
Games & Children's Vehicles	482-5479
Gaskets/Gasketing Materials	483-3489
General Aviation Aircraft	482-4222
General Industrial Machinery Nec	482-3494
Generator Sets/Turbines (Major Proj)	482-2733
Germanium	482-0575
Glass, Flat	482-0132
Glassware (Household)	482-1178
Gloves (Work)	482-4034
Giftware (Trade Promo)	483-5478
Grain Mill Products	482-2250
Greeting Cards	482-0380
Grocery Retailing	482-2428
Ground Water Exploration & Development	482-3509
Hand Saws, Saw Blades	482-0312
Hand/Edge Tools	482-0312
Handbags	482-4034
Hard Surfaced Floor Coverings	482-0132
Hardware (Export Promo)	482-3422
Hazardous Wastes Treatment	482-0564
Health (Eastern Europe)	482-5820
Health Services	482-5131
Heat Treating Equipment	482-5956
Heating Equipment ex Furnaces	482-5456
Helicopters	482-4222
Helicopters (market Support)	482-8228
High Tech Trade, U.S. Competitiveness	482-3913

Hoists, Overhead Cranes	482-4708
Home Video	482-4781
Hose & Belting	482-0128
Hotel, Restaurants, Catering Equipment (Trade Promo)	482-3640
Hotels and Motels	482-4582
Household Appliances	482-1178
Household Appliances (Trade Promo)	482-3422
Household Furniture	482-3459
Housewares (Export Promo)	482-3422
Housing (U.S. Consortia in Eastern Europe and NIS)	482-5004
Housing Construction	482-0132
Housing (Manufactured)	482-0132
Housing & Urban Development (Major Proj)	482-4160
Hydro Power Plants (Major Proj)	482-4333
Ice Cream	482-2250
Industrial Chemicals	482-0128
Industrial Controls	482-0682
Industrial Drives/Gears	482-3489
Industrial Equipment (Trade Promo)	482-3494
Industrial Gases	482-0128
Industrial Organic Chemicals	482-0128
Industrial Process Controls	482-34118411
Industrial Process Controls (Trade Promo)	482-2991
Industrial Robots	482-0314
Industrial Sewing Machines	482-0679
Industrial Structure	482-4924
Industrial Trucks	482-4608
Information Services	482-5820
Information Systems (U.S. Consortia in Eastern Europe and NIS)	482-5004
Inorganic Chemicals	482-0128
Inorganic Pigments	482-0128
Insulation	482-0132
Insurance	482-0346
Intellectual Property Rights (Services)	482-4781
International Commodities	482-5124
International Major Projects	482-5225
Irrigation Equipment	482-3509
Irrigation (Major Proj)	482-0359

Jams & Jellies	482-3346
Jewelry	482-1178
Jewelry (Trade Promo)	482-5478
Jute Products	482-5124
Juvenile Products	482-5783
 Kitchen Cabinets	 482-0375
 Laboratory Instruments	 482-3411
Laboratory Instruments (Trade Promo)	482-2991
Lasers/ElectroOptics	482-3411
Lasers/ElectroOptics (Trade Promo)	482-2991
Lawn & Garden Equipment	482-0348
Lead Products	482-0575
Leasing: Equipment Services	482-0351
Leather Apparel	482-4034
Leather Tanning	482-4034
Leather Products	482-4034
Legal Services	482-0345
LNG Plants (Major Proj)	482-2460
Local Area Networks	482-0572
Logs, Wood	482-0375
Luggage	482-4034
Lumber	482-0375
 Machine Tool Accessories	 482-0314
Magazines	482-0380
Magnesium	482-0575
Major Projects	482-5225
Management and Research Services (Trade Promo)	482-0345
Management Consulting	482-0345
Manifold Business Forms	482-0380
Manmade Fiber	482-4058
Margarine	482-2250
Marine Recreational Equipment (Trade Promo)	482-5478
Marine Insurance	482-5012
Marine Port/Shipbuilding Equipment (Trade Promo)	482-0558
Maritime Shipping	482-5012
Materials, Advanced (Trade Promo)	482-4431

Materials Handling Machinery	
(Trade Promo)	482-4708
Meat Products	482-3346
Mech Power Transmission Equipment	482-3489
Medical Equipment	482-4073
Medical Facilities (Major Proj)	482-4160
Medical Instruments	482-0550
Medical Instruments & Equipment	
(Trade Promo)	482-2010
Mercury, Fluorspar	482-5157
Metal Building Products	482-0132
Metal Cutting Machine tools	482-0314
Metal Forming Machine tools	482-0314
Metal Powders	482-0575
Metals, Secondary	482-0606
Metalworking	482-0315
Metalworking Equipment Nec	482-0314
Microelectronics	482-5466
Milk	482-2250
Millwork	482-0375
Mineral Based Construction Materials	
(Clay, Concrete, Gypsum,	
Asphalt, Stone)	482-0132
Mining Machinery	482-0680
Mining Machinery (trade Promo)	482-0552
Mobile Homes	482-0132
Molybdenum	482-0575
Monorails (Trade Promo)	482-4708
Motion Pictures	482-4781
Motor Vehicles	482-0669
Motorcycles	482-0348
Motors, Electric	482-0682
Music (Prerecorded)	482-4781
Musical Instruments (Trade Promo)	482-3422
Mutual Funds	482-0349
Natural Gas	482-1466
Natural, Synthetic Rubber	482-0128
Newspapers	482-0380
Nickel Products	482-0575
Non-alcoholic Beverages	482-2428
Noncurrent Carrying Wiring Devices	482-0682
Nondurable Goods	482-0341
Nonferrous Foundries	482-0610

Nonferrous Metals	482-0575
Nonmetallic Minerals Nec	482-0575
Nonresidential Construction	482-0132
Nuclear Power Plants/Machinery	482-0682
Nuclear Power Plants (Major Proj)	482-2733
Numerical Controls for Machine Tools	482-0314
Nuts, Edible	482-2250
Nuts, Bolts, Washers	482-3489
Ocean Shipping	482-5012
Oil & Gas Development & Refining (Major Proj)	482-2460
Oil & Gas (Fuels Only)	482-1466
Oil Field Machinery	482-0680
Oil & Gas Field Machinery (Trade Promo)	482-0679
Oil & Gas Field Services (Trade Promo)	482-0679
Oil Shale (Major Proj)	482-2460
Operations and Maintenance	482-0345
Organic Chemicals	482-0128
Outdoor Lighting Fixtures	482-0682
Outdoor Power Equipment (Trade Promo)	482-3422
Packaging & Containers	482-0575
Packaging Machinery	482-2204
Paints/Coatings	482-0128
Paper	482-0375
Paper & Board Packaging	482-0375
Paper Industries Machinery	482-0312
Pasta	482-2250
Paving Materials (Asphalt & Concrete)	482-0132
Pectin	482-2250
Periodicals	482-0380
Pet Food	482-2250
Pet Products (Trade Promo)	482-3640
Petrochemicals	482-0128
Petrochem, Cyclic Crudes	482-0128
Petrochemicals Plants (Major Proj)	482-4877
Petroleum, Crude & Refined Products	482-1466
Pharmaceutical	482-0128
Pipelines (Major Proj)	482-2460
Photographic Equipment & Supplies	482-0574

Plastic Construction Products (Most)	482-0132
Plastic Materials/Resins	482-0128
Plastic Products	482-1028
Plastic Products Machinery	482-3494
Plumbing Fixtures & Fittings	482-0132
Plywood/Panel Products	482-0375
Point-of-Use Water Treatment	482-3509
Pollution Control Equipment	482-0564
Polymers, Advanced	482-4431
Porcelain Electrical Supplies	482-0682
Port Development (U.S. Consortia in the NIS)	482-5004
Potato Chips	482-2250
Poultry Products	482-3346
Power Hand Tools	482-0312
Precious Metal Jewelry	482-1178
Prefabricated Buildings (Wood)	482-0132
Prefabricated Buildings (metal)	482-0132
Prepared Meats	482-3346
Pretzels	482-2250
Primary Commodities	482-5124
Printing & Publishing	482-0379
Printing Trade Services	482-0380
Printing Trades Machinery/Equipment	482-5956
Process Control Instruments	482-8411
Process Control Instruments (Trade Promo)	482-2991
Project Finance	482-5131
Pulp and Paper Machinery (Trade Promo)	482-0312
Pulp and Paper Mills (Major Proj)	482-4160
Pulpmills	482-0375
Pumps, Pumping Equipment	482-0680
Pumps, Valves, Compressors (Trade Promo)	482-0552
Radio & TV Broadcasting	482-4781
Radio & TV Communications Equipment	482-2872
Recorded Music	482-4781
Recreational Equipment (Trade Promo)	482-5478
Refractory Products	482-0575
Refrigeration Equipment	482-5456
Renewable Energy Equipment	482-0556

Residential Lighting Fixtures	482-0682
Retail Trade	482-5086
Rice Milling	482-2250
Roads, Railroads, Mass Transportation (Major Proj)	482-4642
Robots/Factory Automation	482-0314
Roofing, Asphalt	482-0132
Roller Bearings	482-3489
Rolling Mill Machinery	482-0312
Rubber	482-0128
Rubber Products	482-0128
Saddlery & Harness Products	482-4034
Safety & Security Equipment (Trade Promo)	482-8410
Space Services	482-5620
Satellites & Space Vehicles (Marketing)	482-8228
Satellites, Communications	482-4466
Scientific Instruments (Trade Promo)	482-2991
Scientific Measurement/Control Equipment	482-3411
Screw Machine Products	482-3489
Screws, Washers	482-3489
Securities	482-0349
Security Management Services	482-0345
Security/Safety Equipment (Trade Promo)	482-2410
Semiconductor Materials	482-1333
Semiconductor Prod. Equipment/Materials	482-2795
Semiconductors (except Japan)	482-3090
Semiconductors, Japan	482-3360
Service Industries (Uruguay Round)	482-1134
Services Data Base Development	482-4781
Services, Telecom	482-4466
Shingles (Wood)	482-0375
Shoes	482-4034
Silverware	482-1178
Sisal Products	482-5124
Small Arms, Ammunition	482-0348
Small Business	482-4806
Snackfood	482-2250
Soaps, Detergents, Cleaners	482-0128
Soft Drinks	482-2428
Software	482-0551

Software (Trade Promo)	482-4936
Solar Cells/Photovoltaic Devices	482-0556
Solar Equipment Ocean/Biomass/ Geothermal	482-0556
Solid Wastes Treatment/Disposal	482-0564
Soy Products	482-2250
Space Commercialization (Equipment)	482-8228
Space Policy Development	482-4222
Special Industry Machinery	482-3494
Speed Changers	492-3489
Sporting & Athletic Goods	482-0348
Sporting Goods (Trade Promo)	482-5478
Steel Industry Products	482-0608
Steel Industry	482-0606
Steel Market	482-0608
Storage Batteries	482-5124
Sugar Products	482-5124
Supercomputers	482-0480
Superconductors	482-0402
Switchgear & Switchboard Apparatus	482-0682
Systems Integration	482-4781
Tea	482-2250
Technology Affairs	482-4694
Technology & Aerospace Industries (Trade Promo)	482-4125
Telecommunications	482-4466
Telecommunications (Major Proj)	482-4466
Telecommunications (Trade Promo)	482-2952
Telecommunications (Network Equipment)	482-4466
Telecommunications (Military Communications Equipment)	482-4466
Telecommunications (U.S. Business Consortia)	482-5004
Telecommunications Services	482-4466
Telecommunications, Terminal Equipment	482-4466
Teletext Services	482-5820
Textile Machinery	482-0680
Textiles	482-4058
Textiles (Trade Promo)	482-2043
Timber Products (Tropical)	482-5124
Tin Products	482-5124

Tires	482-0128
Toiletries (Trade Promo)	482-3640
Tools/Dies/Jigs/Fixtures	482-0314
Tourism (Major Proj)	482-4160
Tourism Services	482-4582
Toys & Games (Trade Promo)	482-5478
Trade Related Employment	482-4924
Transborder Data Flows	482-5820
Transformers	482-0682
Transportation Industries	482-4581
Transportation Services (Trade Promo)	482-5012
Travel Services	482-4582
Tropical Commodities	482-5124
Trucking Services	482-4581
Trucks, Trailers, Buses (Trade Promo)	482-0669
Tungsten Products	482-5124
Turbines, Steam	482-0560
Uranium	482-1466
Used, Reconditioned Equipment (Trade Promo)	482-0681
Value Added Telecommunications Serv.	482-4781
Valves, Pipe Fittings (Except Brass)	482-3489
Vegetables	482-3346
Video Services	482-4781
Videotex Services	482-5820
	482-4781
Wallets, Billfolds, Flatgoods	482-4034
Warm Air Heating Equipment	482-5456
Wastepaper	482-0375
Watches	482-1178
Water and Sewage Treatment Plants (Major Proj)	482-4333
Water Resource Equipment	482-3509
Water Supply & Distribution	482-3509
Water Treatment/Point of Use	482-3509
Welding/Cutting Apparatus	482-5956
Whiskey	482-2428
Wholesale Trade	482-5086
Wine	482-2428
Windmill Components	482-0556

Wire & Wire Products	482-0606
Wire Cloth, Industrial	482-3489
Wire Cloth	482-0132
Wood Containers	482-0375
Wood Preserving	482-0375
Wood Products	482-0375
Wood Working Machinery	482-0680
Yarns (Trade Promo)	482-2043
Yeast	482-2250
Yogurt	482-2250

ATTACHMENT 4

U.S. and Foreign Commercial Service Overseas Commercial Sections

ALGERIA

American Embassy, Algiers
Telephone: 011-213-2-603-973
Facsimile: 011-213-2-603-979
Street: 4 Chemin Cheich Bachier Brahimi
Mailing: U.S. Department of State (Algiers)
Washington, DC 20521-6030

ARGENTINA

American Embassy, Buenos Aires
Telephone: 011-54-1-772-1041
Facsimile: 011-54-1-777-0673
Street: 4300 Colombia 1425
Mailing: Unit 4326
APO AA 34034

AUSTRALIA

American Consulate General, Sydney
Telephone: 011-61-2-373-9200
Facsimile: 011-61-2-221-0573
Street: Hyde Park Tower - 36th Floor
Park & Elizabeth Streets
Mailing: Unit 11024
APO AP 96554-0002

American Consulate, Brisbane

Telephone: 011-61-7-839-8955
Facsimile: 011-61-7-832-6247
Street: 383 Wickham Terrace
Mailing: Unit 11018
APO AP 96553-0002

American Consulate, Melbourne

Telephone: 011-61-3-526-5923
Facsimile: 011-61-3-510-4660
Street: 553 St. Kilda Road
Mailing: Unit 11011
APO AP 96551-0002

American Consulate, Perth

Telephone: 011-61-9-231-9400
Facsimile: 011-61-9-231-9444
Street: 16 St. George's Terrace
13th Floor
Mailing: US Department of State (Perth)
Washington, DC 20521-4160

AUSTRIA

American Embassy, Vienna
Telephone: 011-43-222-313-39
Facsimile: 011-43-222-310-6917
Street: Boltzmanngasse 16, A-1091
Mailing: US Department of State ((Vienna)
Washington, DC 20521-9900

BELGIUM

American Embassy, Brussels
Telephone: 011-32-2-513-3830
Facsimile: 011-32-2-512-6653
Street: 27 Boulevard du Regent
Mailing: PSC 82, Box 002
APO AE 09724-1015

U.S. Mission to the European Community, Brussels

Telephone: 011-32-2-513-445
Facsimile: 011-32-2-513-1228
Street: 40 Blvd. du Regent, B-1000
Mailing: PSC 82, Box 002
APO AE 09724

BRAZIL

American Embassy, Brasilia
Telephone: 011-55-61-225-7272
Facsimile: 011-55-61-225-3981
Street: Avenida das Nacoes, Lote 3
Mailing: Unit 3502
APO AA 34030

American Consulate General, Sao Paulo

Telephone: 011-55-11-853-2011
Facsimile: 011-55-11-853-2744
Street: Av. Paulista 2439
Mailing: APO AA 34040-0002

American Consular Agency, Belem
Telephone: 011-55-91-223-0413
Facsimile: 011-55-91-223-0413
Mailing: APO AA 34030

American Consular Agency, Belo Horizonte
Telephone: 011-55-31-335-3250
Facsimile: 011-55-31-335-3250
Mailing: APO AA 34030

American Consulate General, Rio de Janeiro
Telephone: 011-55-21-292-7117
Facsimile: 011-55-21-240-9738
Street: Avenida Presidente Wilson, 147
Mailing: APO AA 34030

BULGARIA

American Embassy, Sofia
Telephone: 011-359-2-88-48-01
Facsimile: 011-359-2-80-38-50
Mailing: APO AE 09213-5630

CANADA

American Embassy, Ottawa
Telephone: 1-613-238-5335
Facsimile: 1-613-233-8511
Street: 100 Wellington Street
Mailing: PO Box 5000
Ogdensburg, NY 13669

American Consulate General, Calgary
Telephone: 1-403-266-8962
Facsimile: 1-403-266-4743
Street: Room, 1000
615 MacLeod Trail, SE
Mailing: c/o American Embassy Ottawa
PO Box 5000
Ogdensburg, NY 13669

American Consulate General, Halifax
Telephone: 1-902-429-2482
Facsimile: 1-902-423-6861
Street: Suite 910, Cogswell Tower
Scotia Square
Halifax Nova Scotia B3J 3K1
Mailing: c/o AmEmbassy Ottawa
PO Box 5000
Ogdensburg, NY 13669

American Consulate General, Montreal
Telephone: 1-514-398-9695
Facsimile: 1-514-398-0711
Street: Suite 1122, South Tower
Place Desjardins
Mailing: PO Box 847
Champlain, NY 12919-0847

American Consulate General, Toronto
Telephone: 1-416-595-5413
Facsimile: 1-416-595-5419
Street: 480 University Avenue, Suite 602
Mailing: PO Box 135
Lewiston, NY 14092

American Consulate General, Vancouver
Telephone: 1-604-685-3382
Facsimile: 1-604-687-6095
Street: 1985 West Pender Street, 20th Floor
Mailing: PO Box 5002
Point Roberts, WA 98281

CHILE

American Embassy, Santiago
Telephone: 011-56-2-671-0133
Facsimile: 011-56-2-697-2051
Street: Codina Building, 1343 Agustinas
Mailing: Unite 4111
APO AA 34033

CHINA

American Embassy, Beijing
Telephone: 011-861-532-3831
Facsimile: 011-861-532-3297
Street: Xiu Shui Bei Jie 3
Mailing: PSC 461 Box 50
FPO AP 96521-0002

American Consulate General, Guangzhou
Telephone: 011-86-20-677-842
Facsimile: 011-86-20-666-409
Street: Dong Fang Hotel
Mailing: PSC 461 Box 100
FPO AP 96521-0002

American Consulate General, Shanghai
Telephone: 011-86-21-433-2492
Facsimile: 011-86-21-433-1576
Street: 1469 Huai Hai Middle Road
Mailing: PSC 461 Box 200
FPO AP 96521-0002

American Consulate General, Shenyang
Telephone: 011-86-24-220-057
Facsimile: 011-86-24-290-074
Street: 40 Lane 4, Section 5
Sanjing Street, Heping District
Mailing: PSC 461 Box 45
FPO AP 96521-0002

COLOMBIA

American Embassy, Bogota
Telephone: 011-57-1-232-6550
Facsimile: 011-57-1-320-7945
Street: Calle 38, No. 8-61
Mailing: Unit 5120
APO AA 34038

COSTA RICA

American Embassy, San Jose
Telephone: 011-506-20-3939
Facsimile: 011-506-31-4783
Street: Avenida O, Calle 120, PAVAS
Mailing: APO AA 34020

COTE D'IVOIRE

American Embassy, Abidjan
Telephone: 011-225-21-4616
Facsimile: 011-225-22-3259
Street: 5 Rue Jesse Owens
Mailing: US Department of State (Abidjan)
Washington, DC 20521-2010

CROATIA

American Embassy, Zagreb
Telephone: 011-38-41-444-800
Facsimile: 011-38-41-440-235
Mailing: APO AE 09213-5080

CZECH REPUBLIC

American Embassy, Prague
Telephone: 011-42-2-2421-9844
Facsimile: 011-42-2-2421-9965
Street: Trziste 15-12548, Praha
Mailing: Unit 25402
APO AE 09213-5630

DENMARK

American Embassy, Copenhagen
Telephone: 011-45-1-423144
Facsimile: 011-45-31-420175
Street: Dag Hammarskjodls Alle 24
Mailing: US Department of State (Copenhagen)
Washington, DC 20521-5280

DOMINICAN REPUBLIC

American Embassy, Santo Domingo
Telephone: 1-809-221-2171
Facsimile: 1-809-688-4838
Street: Corner of Calle Cesar Nicolas Penson
and Calle Leopoldo Navarro
Mailing: Unit 5515
APO AA 34041-0008

ECUADOR

American Embassy, Quito
Telephone: 011-593-2-561-404
Facsimile: 011-593-2-504-550
Street: Avenida 12 de Octubre y Avenida Patria
Mailing: Unit 5334
PO AA 34039-3420

American Consulate General, Guayaquil
Telephone: 011-593-4-323-570
Facsimile: 011-593-4-324-558
Street: 9 de Octubre y Garcia Moreno
Mailing: APO AA 34039

EGYPT

American Embassy, Cairo
Telephone: 011-20-2-357-2330
Facsimile: 011-20-2-355-8368
Street: 3 Lazoghli Street
Garden City, Cairo
Mailing: Unit 64900 Box 11
APO AE 09839-4900

US Commercial Office, Alexandria
Telephone: 011-20-3-482-1911
Facsimile: 011-20-3-482-9199
Mailing: Unit 64904
APO AE 09839-4904

FINLAND

American Embassy, Helsinki
Telephone: 011-358-0-171-931
Facsimile: 011-358-0-635-332
Street: Itainen Puistotie 14ASF
Mailing: APO AE 09723

FRANCE

American Embassy, Paris
Telephone: 011-33-1-42-96-12-02
Facsimile: 011-33-1-42-66-48-27
Street: 2 Avenue Gabriel
Mailing: APO AE 09777

US Mission to the OECD, Paris
Telephone: 011-33-1-45-24-74-37
Facsimile: 011-33-1-45-24-74-10
Street: 19 Rue de Franqueville 75016 Paris
Mailing: APO AE 09777

American Consulate General, Bordeaux
Telephone: 011-33-56-526595
Facsimile: 011-33-56-516042
Street: 22 Cours du Marechal Foch
Mailing: c/o American Embassy Paris
APO AE 09777

US Commercial Office, Lyon
Telephone: 011-33-78-24-68-49
Facsimile: 011-33-78-41-71-81
Street: 7 Quai General Sarrail
Mailing: c/o American Embassy Paris
APO AE 09777

American Consulate General, Marseille
Telephone: 011-33-91-549200
Facsimile: 011-33-91-550-947
Street: 12 Boulevard Paul Peytral
Mailing: c/o American Embassy Paris
APO AE 09777

US Commercial Office, Nice
Telephone: 011-33-93-888955
Facsimile: 011-33-93-87-07-38
Street: 31 Rue de Marechal Joffre
Mailing: c/o American Embassy Paris
APO AE 09777

American Consulate General, Strasbourg
Telephone: 011-33-88-353104
Facsimile: 011-33-88-24-06695
Street: 15 Avenue d'Alsace
Mailing: c/o American Embassy Paris
APO AE 09777

GERMANY

American Embassy, Bonn
Telephone: 011-49-228-339-2895
Facsimile: 011-49-228-334-649
Street: Deichmannsaue, 5300
Mailing: Unit 21701, Box 370
APO AE 09080

American Embassy Office, Berlin
Telephone: 011-49-30-819-7888
Facsimile: 011-37-2-229-2167
Street: Neustaedtische Kirchstrasse 4-5
1080 Berlin
Mailing: APO AE 09235

U.S. Commercial Office, Dusseldorf
Telephone: 011-49-211-596-798
Facsimile: 011-49-211-594-897
Street: Emmanuel Lutz Str. 1B
Mailing: Unit 21701, Box 370
APO AE 09080

American Consulate General, Frankfurt
Telephone: 011-49-69-7535-2453
Facsimile: 011-49-69-748-204
Street: Siesmayerstrasse 21
6000 Frankfurt
Mailing: APO AE 09213

American Consulate General, Hamburg
Telephone: 011-49-40-4117-1304
Facsimile: 011-49-40-410-6598
Street: Alsterufer 27/28
Mailing: US Department of State (Hamburg)
Washington, DC 20521-5180

American Consulate General, Leipzig
Telephone: 011-37-41-211-7866
Facsimile: 011-37-41-211-7855
Mailing: APO AE 09235-5100

American Consulate General, Munich
Telephone: 011-49-89-2888-748
Facsimile: 011-49-89-285-261
Street: Koeniginstrasse 5
Mailing: APO AE 09178

American Consulate General, Stuttgart
Telephone: 011-49-711-214-5238
Facsimile: 011-49-711-236-4350
Street: Urbanstrasse 7
Mailing: APO AE 09154

GREECE

American Embassy, Athens
Telephone: 011-30-1-723-9705
Facsimile: 011-30-1-721-8660
Street: 91 Vasilissia Sophias Blvd.
Mailing: PSC 108, Box 30
APO AE 09482

GUATEMALA

American Embassy, Guatemala
Telephone: 011-502-2-348-479
Facsimile: 011-502-2-317-373
Street: 7-01 Avenida de la Reforma
Mailing: Unite 3306
APO AA 34024

HONDURAS

American Embassy, Tegucigalpa
Telephone: 011-504-36-9320
Facsimile: 011-504-38-2888
Street: Avenida La Paz
Mailing: APO AA 34022

HONG KONG

American Consulate General, Hong Kong
Telephone: 011-852-521-1467
Facsimile: 011-852-845-9800
Street: 26 Garden Road
Mailing: PSC 464, Box 30
FPO AP 96522-0002

HUNGARY

American Embassy, Budapest
Telephone: 011-36-1-122-8600
Facsimile: 011-36-1-142 2529
Street: V. Szabadsag Ter 12
Mailing: APO AE 09213-5270

INDIA

American Embassy, New Delhi
Telephone: 011-91-11-600651
Facsimile: 011-91-11-6872391
Street: Shanti Path, Chanakyapouri 11021
Mailing: US Dept. of State (New Delhi)
Washington, DC 20521-9000

US Commercial Office, Bangalore
Telephone: 011-91-80-581-452
Facsimile: 011-91-80-583-630
Mailing: c/o American Consul, Madras
US Department of State (Madras)
Washington, DC 20521-6260

American Consulate General, Bombay
Telephone: 011-91-22-262-4590
Facsimile: 011-91-22-262-3850
Street: Lincoln House
78 Bhulabhai Desai Road
Mailing: US Dept. of State (Bombay)
Washington, DC 20521-6240

American Consulate General, Calcutta
Telephone: 011-91-33-242-3611
Facsimile: 011-91-33-242-2335
Street: 5/1 Ho Chi Minh Sarani
Mailing: US Dept. of State (Calcutta)
Washington, DC 20521-6250

American Consulate General, Madras
Telephone: 011-91-44-827-3040
Facsimile: 011-91-44-825-0240
Street: Mount Road
Mailing: US Dept. of State (Madras)
Washington, DC 20521-6260

INDONESIA

American Embassy, Jakarta
Telephone: 011-62-21-360-360
Facsimile: 011-62-21-360-1632
Street: Medan Merdeka Selatan 5
Mailing: Box 1
APO AP 96520

American Consulate General, Medan
Telephone: 011-62-61-322-200
Facsimile: 011-62-61-518-711
Street: Jalan Imam Bonjol 13
Mailing: APO AP 96520

American Consulate General, Surabaya
Telephone: 011-62-31-67100
Facsimile: 011-62-31-574-492
Street: Jalan Raya Dr. Sutomo 33
Mailing: APO AP 96520

IRAQ

American Embassy, Baghdad
Telephone: 011-964-1-719-6138
Facsimile: 011-964-1-718-9297
Street: Opp. For. Ministry Club
(Masbah Quarter)
Mailing: US Dept. of State (Baghdad)
Washington, DC 20521-6060
(Note: Post currently closed)

IRELAND

American Embassy, Dublin
Telephone: 011-353-1-668-7122
Facsimile: 011-353-1-668-2840
Street: 42 Elgin Rd., Ballsbridge
Mailing: US Dept. of State (Dublin)
Washington, DC 20521-5290

ISRAEL

American Embassy, Tel Aviv
Telephone: 011-972-3-517-6161
Facsimile: 011-972-3-510-7215
Street: 71 Hayarkon Street
Mailing: PSC 98, Box 100
APO AE 09830

ITALY

American Embassy, Rome
Telephone: 011-39-6-4674-2202
Facsimile: 011-39-6-4674-2113
Street: Via Veneto 119/A
Mailing: PSC 59
APO AE 09624

American Consulate General, Florence
Telephone: 011-39-55-211-676
Facsimile: 011-39-55-283-780
Street: Lungarno Amerigo Vespucci 38
Mailing: PSL59, Box F
APO AE 09624

American Consulate General, Genoa
Telephone: 011-39-10-247-1412
Facsimile: 011-39-10-290-027
Street: Banca d'Americae d'Italia Building
Piazza Portello
Mailing: PSC 59, Box G
APO AE 09624

American Consulate General, Milan
Telephone: 011-39-2-498-2241
Facsimile: 011-39-2-481-4161
Street: Centro Cooperazione
20149 Milano
Mailing: PSC 59, Box M
APO AE 09624

American Consulate General, Naples
Telephone: 011-39-81-761-1592
Facsimile: 011-39-81-761-1869
Street: Piazza della Repubblica
Mailing: PSC 59, Box N
FPO AE 09624

JAPAN

American Embassy, Tokyo
Telephone: 011-81-3-3224-5000
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Street: 10-1 Akasaka 1-chome
Minato-ku (107)
Mailing: Unit 45004, Box 204
APO AP 96337-0001

American Consulate, Fukuoka
Telephone: 011-81-92-751-9331
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Street: 5-2S Ohori 2-chome
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Mailing: Box 10
FPO AP 98766

Representative Office, Nagoya
Telephone: 011-81-52-203-4011
Facsimile: 011-81-52-201-4612
Street: Naka-ku, Nagoya 460
Mailing: c/o AmEmbassy Tokyo
Unit 45004, Box 280
APO AP 96337-0001

American Consulate, Osaka-Kobe
Telephone: 011-81-6-315-5953
Facsimile: 011-81-6-361-5978
Street: 9th Fl., Sankei Bldg.
4-9 Umeda 2-chome
Kita-ku Osaka (530)
Mailing: Unit 45004, Box 2309
APO AP 96337

American Consulate, Sapporo
Telephone: 011-81-11-641-1115
Facsimile: 011-81-11-641-0911
Street: Kita 1-Jo Nishi 28-chome
Chuoku Sapporo 064
Mailing: APO AP 96593

KAZAKHSTAN

American Embassy, Almaty
Telephone: 011-7-3272-631-770
Facsimile: 011-7-3272-633-883
Mailing: US Department of State (Almaty)
Washington, DC 20521-7030

KENYA

American Embassy, Nairobi
Telephone: 011-254-2-334-141
Facsimile: 011-254-2-340-838
Street: Moi/Haile Selassie Ave.
Mailing: Unit 64100, Box 51
APO AE 09831-4100

KOREA

American Embassy, Seoul
Telephone: 011-82-2732-2601
Facsimile: 011-82-2739-1628
Street: 82 Sejong-Ro Chongro-Ku
Mailing: Unit 15550
APO AP 96205-0001

KUWAIT

American Embassy, Kuwait
Telephone: 011-965-242-4151
Facsimile: 011-965-244-7692
Street: Safat, Kuwait
Mailing: Unit 6900, Box 10
APO AE 09880-9000

MALAYSIA

American Embassy, Kuala Lumpur
Telephone: 011-60-3-248-9011
Facsimile: 011-60-3-243-1866
Street: 376-Jalan Tun Razak
Mailing: APO AP 96535-5000

MEXICO

American Embassy, Mexico City
Telephone: 011-52-5-211-0042
Facsimile: 011-52-5-207-8938
Street: Paseo de la Reforma 305
Mailing: PO Box 3087
Laredo, TX 78044-3087

US Trade Center, Mexico City
Telephone: 011-52-5-591-0155
Facsimile: 011-52-5-566-1115
Mailing: PO Box 3087
Laredo, TX 78044-3087

American Consulate General, Guadalajara

Telephone: 011-52-36-25-0321
Facsimile: 011-52-36-26-3576
Street: Jal. Progreso 175
Mailing: PO Box 3088
Laredo, TX 78044-3098

American Consulate General, Monterrey

Telephone: 011-52-83-452-120
Facsimile: 011-52-83-425-127
Street: N.L. Avenida Constitucion
411 Poniente
Mailing: PO Box 3098
Laredo, TX 78044-3098

MOROCCO

American Consulate General, Casablanca
Telephone: 011-212-26-45-50
Facsimile: 011-212-22-02-59
Street: 8 Blvd. Moulay Youssef
Mailing: APO AE 09718

American Embassy, Rabat

Telephone: 011-212-7-622-65
Facsimile: 011-212-7-656-61
Street: 2 Ave de Marrakech
Mailing: APO AE 09718

NETHERLANDS

American Embassy, The Hague
Telephone: 011-31-70-310-9417
Facsimile: 011-31-70-363-2985
Street: Lange Voorhout 102
Mailing: PSC 71, Box 1000
APO AE 09715

American Consulate General, Amsterdam

Telephone: 011-31-20-575-5351
Facsimile: 011-31-20-575-5350
Street: Museumplein 19
Mailing: APO AE 09159

NEW ZEALAND

American Consulate General, Auckland
Telephone: 011-64-9-303-2038
Facsimile: 011-64-9-366-0870
Street: 4th Floor Yorkshire General Bldg.
Shortland and O'Connell Streets
Mailing: PSC 467, Box 99
FPO AP 96531-1099

American Consulate General, Wellington

Telephone: 011-64-4-722-068
Facsimile: 011-64-4-781-701
Street: 29 Fitzherbert Ter. Thorndon
Mailing: PSC 467, Box 1
FPO AP 96531-10001

NIGERIA

American Embassy, Lagos
Telephone: 011-234-1-616-477
Facsimile: 011-234-1-619-856
Street: 2 Eleke Crescent
Mailing: US Dept. of State (Lagos)
Washington, DC 20521-8300

NORWAY

American Embassy, Oslo
Telephone: 011-47-22-44-85-50
Facsimile: 011-47-22-55-88-03
Street: Drammensveien 18
Mailing: PSC 69, Box 0200
APO AE 09085

PAKISTAN

American Consulate General, Karachi
Telephone: 011-92-21-568-5170
Facsimile: 011-92-21-568-1381
Street: 8 Abdullah Haroon Road
Mailing: Unit 62400, Box 137
APO AE 09814-2400

American Consulate General, Lahore

Telephone: 011-92-42-870221
Facsimile: 011-92-42-368-901
Street: 50 Zafar Ali Road, Gulberg 5
Mailing: Unit 62216
APO AE 09812-2216

PANAMA

American Embassy, Panama
Telephone: 011-507-27-1777
Facsimile: 011-507-27-1713
Street: Avenida Balboa y Calle 38
Apartado 6959
Mailing: Unit 0945
APO AA 34002

PERU

American Embassy, Lima
Telephone: 011-51-14-33-0555
Facsimile: 011-51-14-33-4687
Street: Larrabure y Unanue 110
Mailing: Unit 3780, APO AA 34031

PHILIPPINES

American Embassy, Manila
Telephone: 011-63-2-818-6674
Facsimile: 011-63-2-818-2684
Street: 395 Buendia Ave. Extension Makati
Mailing: APO AP 96440

POLAND

American Embassy, Warsaw
Telephone: 011-48-22-621-4216
Facsimile: 011-48-22-621-6327
Street: Aleje Ujazdowskie 29/31
Mailing: c/o AmConGen (WAW)
APO AE 09213-5010

PORTUGAL

American Embassy, Lisbon
Telephone: 011-351-1-726-6600
Facsimile: 011-351-1-726-8914
Street: Avenida das Forcas Armadas
Mailing: PSC 83, Box FCS
APO AE 09726

American Business Center, Oporto

Telephone: 011-351-2-606-3095
Facsimile: 011-351-2-600-2737
Street: Apartado No. 88
Rua Julio Dinis 825, 3rd Floor
Mailing: c/o AmEmbassy Lisbon
PSC 83, Box FCS
APO AE 09726

ROMANIA

Telephone: 011-40-0-104-040
Facsimile: 011-40-1-312-0395
Street: Strada Tudo Arghezi 7-9
Mailing: APO AE 09213-5260

RUSSIA

American Embassy, Moscow
Telephone: 011-7-502-224-1105
Facsimile: 011-7-502-224-1106
Mailing: PSC 77-FCS
APO AE 09721

American Consulate General, St. Petersburg

Telephone: 011-7-812-213-6537

Facsimile: 011-7-812-213-6962

Mailing: APO AE 09723

American Consulate General, Vladivostok

Telephone: 011-7-4232-26-84-58

Facsimile: 011-7-4232-26-84-45

Mailing: US Department of State (Vladivostok)
Washington, DC 20521-5880**U.S. Commercial Office, Khabarovsk**

Telephone: 011-7-4232-26-84-58

Facsimile: 011-7-4232-26-84-45

Mailing: c/o Vladivostok
US Department of State
Washington, DC 20521-5880**SAUDI ARABIA****American Embassy, Riyadh**

Telephone: 011-966-1-488-3800

Facsimile: 011-966-1-488-3237

Street: Collector Road M.
Diplomatic QuarterMailing: Unit G1307
APO AE 09803-1307**American Consulate General, Dhahran**

Telephone: 011-966-3-891-3200

Facsimile: 011-966-3-891-8332

Street: Between Aramco Headquarters and
Dhahran International AirportMailing: Unit 66803
APO AE 09858-6803**American Consulate General, Jeddah**

Telephone: 011-966-2-667-0040

Facsimile: 011-966-2-665-8106

Street: Palestine Road, Ruwais

Mailing: Unit 62112
APO AE 09811-2112**SERBIA****American Embassy, Belgrade**

Telephone: 011-38-11-645-655

Facsimile: 011-38-11-645-096

Mailing: APO AE 09213-5070

SINGAPORE**American Embassy, Singapore**

Telephone: 011-65-338-9722

Facsimile: 011-65-338-5010

Street: 1 Columbo Court, #05-12

Mailing: APO AP 96534-0006

SLOVAK REPUBLIC**American Embassy, Bratislava**

Telephone: 011-42-7-33-0861

Facsimile: 01-42-7-33-54399

Mailing: Box 5630, Unit 25402
APO AE 09213-5630**SOUTH AFRICA****American Consulate General, Johannesburg**

Telephone: 011-27-11-331-3937

Facsimile: 011-27-11-331-6178

Street: 11th Floor Kine Center
Commissioner and Kruis StreetsMailing: US Dept. of State (Johannesburg)
Washington, DC 20521-2500**American Consulate General, Cape Town**

Telephone: 011-27-21-214-280

Facsimile: 011-27-21-254-151

Street: Broadway Industries Center
Herengraacht, ForeshoreMailing: US Dept. of State (Cape Town)
Washington, DC 20521-2480**SPAIN****American Embassy, Madrid**

Telephone: 011-34-1-576-0602

Facsimile: 011-34-1-575-8655

Street: Serrano 75

Mailing: PSC 61, Box 0021
APO AE 09642**American Consulate, General, Barcelona**

Telephone: 011-34-3-280-2227

Facsimile: 011-34-3-205-7705

Street: Via Layetana 33

Mailing: PSC 64
APO AE 09642

SWEDEN

American Embassy, Stockholm
Telephone: 011-46-8-783-5346
Facsimile: 011-46-8-660-9181
Street: Strandvagen 101
Mailing: US Dept. of State (Stockholm)
Washington, DC 20521-5750

SWITZERLAND

American Embassy, Bern
Telephone: 011-41-31-357-7011
Facsimile: 011-41-31-357-7336
Street: Jubilaeumstrasse 93
Mailing: US Dept. of State (Bern)
Washington, DC 20521-5110

US Mission to the GATT (Geneva)
Telephone: 011-41-22-749-5281
Facsimile: 011-41-22-749-4885
Street: Botanic Building
1-3 Avenue de la Paix
Mailing: US Dept. of State (Geneva)
Washington, DC 20521-5130

American Consulate General, Zurich
Telephone: 011-41-1-552-070
Facsimile: 011-41-1-383-2655
Street: Zollikerstrasse 141
Mailing: US Dept. of State
Washington, DC 20521-5130

THAILAND

American Embassy, Bangkok
Telephone: 011-66-2-253-4920
Facsimile: 011-66-2-255-2915
Street: R Floor Shell Building
140 Wireless Road
Mailing: APO AP 96546

TURKEY

American Embassy, Ankara
Telephone: 011-90-312-468-6110
Facsimile: 011-90-312-467-1366
Street: 110 Ataturk Blvd.
Mailing: PSC 93 Box 5000
APO AE 09823

American Consulate General, Istanbul
Telephone: 011-90-1-151-3602
Facsimile: 011-90-1-252-2417
Street: 104-108 Mesrutiyet Caddesi, Tepebası
Mailing: PSC 97, Box 0002
APO AE 09827-0002

American Consulate General, Izmir
Telephone: 011-90-232-441-2446
Facsimile: 011-90-232-489-0267
Street: 92 Ataturk Caddesi (3rd Fl.)
Mailing: APO AE 09821

UKRAINE

American Embassy, Ukraine
Telephone: 011-7-044-417-2669
Facsimile: 011-7-044-417-1419
Mailing: US Department of State
Washington, DC 20521-5850

UNITED ARAB EMIRATES

American Embassy, Abu Dhabi
Telephone: 011-971-2-345-545
Facsimile: 011-971-2-331-374
Street: 8th Floor, Blue Tower Bldg.
Shaikh Khalifa Bin Zayed St.
Mailing: US Dept. of State (Abu Dhabi)
Washington, DC 20521-6010

American Consulate General, Dubai
Telephone: 011-971-4-378-584
Facsimile: 011-971-4-375-121
Street: Dubai International Trade Center
Mailing: U.S. Dept. of State (Dubai)
Washington, DC 20521-6020

UNITED KINGDOM

American Embassy, London
Telephone: 011-44-71-499-9000
Facsimile: 011-44-71-491-4022
Street: 24-31 Grosvenor Square
Mailing: PSC 801 Box 33
FPO AE 09498-4033

UZBEKISTAN

American Embassy, Tashkent
Telephone: 011-7-3712-771-407
Facsimile: 011-7-3712-776-953
Mailing: US Department of State (Tashkent)
Washington, DC 20521-7110

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Mr. Merkin has extensive international trade policy experience, having served in the Office of the U.S. Trade Representative (USTR) in the Executive Office of the President from 1980-89. For much of that period, he was the Deputy Assistant USTR for Canada, and served as the Deputy Chief U.S. Trade Negotiator for the U.S.-Canada Free Trade Agreement negotiations.

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