

INTERNATIONAL TRADE AND DEVELOPMENT



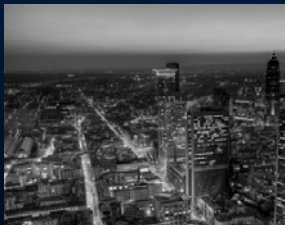
General International Trade Resources

176



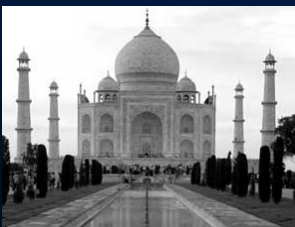
Regional International Trade Resources

180



International Trade Resources – Germany

181



International Trade Resources – India

182



International Trade Resources – Japan

183



GENERAL INTL TRADE RESOURCES

ALABAMA INTERNATIONAL TRADE CENTER (AITC)

Brian K. Davis
Director
The University of Alabama
Box 870396
Tuscaloosa, AL 35487-0396

201 Bidgood Hall, Colonial Drive
Phone: (205) 348-7621
Toll Free: (800) 747-AITC (in the US)
E-mail: aitc@ua.edu
Web: <http://www.aitc.ua.edu>

MISSION

AITC is a leading center for international trade research, education, and training in the state for existing industries. Its mission is to increase the level of international trade activity throughout Alabama, fostering the development and expansion of the state's economy. AITC is an original "Forestry TEAM" member.

PROGRAMS AND SERVICES

- Research
- Export Training
- Financing

AITC specializes in serving small and medium size companies and working one-on-one to help firms sell and compete in foreign markets. The center also supports state and local agencies by initiating joint trade projects, researching state industries, and targeting foreign countries. AITC operates as a federal-state partnership program with the U.S. Small Business Administration, and is an institutional member of the Alabama Small Business Development Consortium.

ALABAMA WORLD TRADE ASSOCIATION (AWTA)

Alison Strickler
Executive Director
Post Office Box 6505
Montgomery, AL 36106-0505

Phone: (334) 264-0598
E-mail: astrickler@mindspring.com
Web: <http://www.alworldtrade.com>

MISSION

AWTA's mission is to promote and improve the opportunities for Alabama citizens through the expansion of international trade; and to pursue initiatives on the state and federal level that support positive trade policies and the creation of new markets for Alabama companies and their employees.

PROGRAMS AND SERVICES

- Actively serves as an advocate of free trade to governmental leaders
- Produces the Alabama International Dateline, a quarterly newsletter
- Plans and organizes: District Congressional Meetings on trade-related topic and Annual meetings
- Produces a membership directory
- Provides access to member information on the Web site

FOREIGN-TRADE ZONES

PURPOSE

The purpose of the U.S. Foreign-Trade Zones program is to stimulate economic growth and development in the United States.

OVERVIEW

The U. S. Foreign-Trade Zones program serves as a remedy for U.S.-based manufacturers who find themselves at a disadvantage when they are assessed duties on parts that are imported as part of their manufacturing process that serves the U.S. market.

Foreign-trade zones are designated sites licensed by the U.S. Foreign-Trade Zones (FTZ) Board. FTZs are specially designated areas, in or adjacent to a U.S. Port of Entry, which are considered to be outside the Customs Territory of the United States. Within Zones, all goods, both foreign and domestic, are treated as if outside U.S. Customs territory. Zones are supervised by U.S. Customs through occasional audits and site visits.

In many instances, the duty on foreign parts incorporated into a product manufactured in an FTZ and subsequently entered into the U.S. commerce is assessed at the rate that applies to the finished product rather than on its foreign parts or components. No duty is assessed on value of U.S. parts, labor, overhead, or profit.

PROGRAMS AND SERVICES

Foreign-trade zones are sponsored by qualified public or private corporations, which may operate the facilities themselves or contract for the operation with public or private firms. Many zone projects include an industrial park site with lots on which zone users can construct their own facilities. U.S. Foreign-Trade Zones offer a number of benefits to Zone users:

- Deferral of Customs duties on imports not yet shipped into the domestic market
- Availability of leasable storage/distribution space to users in general warehouse-type buildings with access to various modes of transportation
- Operational flexibility, including storage, exhibition, assembly, manufacture and processing of merchandise
- Exemption from state/local inventory taxes on foreign goods and domestic goods held for export
- Elimination of duties on goods re-exported from Zones
- Relief from irrational duty rate relationships (as previously outlined)

CONTACTS

1. Mobile Foreign-Trade Zone Corporation #82

Grantee: City of Mobile Zone
Contact: Greg Jones
2062 Old Shell Road
Mobile, AL 36607

Phone: (251) 471-6725
E-mail: gregjones@ftzcorp.com
Web: www.ftzcorp.com

2. Huntsville Foreign-Trade Zone Corporation #83

Grantee: Huntsville-Madison County Airport Authority Zone
Project Administrator: Huntsville Foreign-Trade Zone Corporation
Contact: Louise Stickley

P.O. Box 6241

Huntsville, AL 35813
Phone: (256) 772-3105

E-mail: louisestickley@ftzcorp.com
Web: www.ftz83.com

3. Birmingham Foreign-Trade Zone Corporation #98

Grantee: City of Birmingham Office of Economic Development

Contact: Andrew J. Mayo

Third Floor

710 20th Street North

Birmingham, AL 35203

Phone: (205) 254-2774

E-mail: ajmayo@ci.birmingham.al.us

Web: www.informationbirmingham.com

4. Montgomery Foreign-Trade Zone Corporation #222

Grantee: Montgomery Area Chamber of Commerce Zone

Project Administrator: Mobile Foreign-Trade Zone Corporation

Contact: Greg Jones

2062 Old Shell Road

Mobile, AL 36607

Phone: (251) 471-6725

E-mail: gregjones@ftzcorp.com

Web: www.ftzcorp.com

5. Dothan - Houston County Foreign-Trade Zone Corporation #233

Grantee: Dothan-Houston County Foreign Trade Zone, Inc. Zone

Project Manager: Foreign-Trade Zone Corp.

Contact: Greg Jones

2062 Old Shell Road

Mobile, AL 36607

Phone: (251) 471-6725

E-mail: gregjones@ftzcorp.com

Web: www.ftzcorp.com

U.S. COMMERCIAL SERVICE, U.S. DEPT. OF COMMERCE - B'HAM

Nelda Segars

Director

U.S. Department of Commerce

International Trade Administration

The Commercial Service

950 22nd Street North, Suite 707

Birmingham, Alabama 35203

Phone: (205) 731-1331

E-mail: nelda.segars@mail.doc.gov

Web: <http://www.export.gov>

<http://www.trade.gov>

<http://www.buyusa.gov/alabama/>

OVERVIEW

For over 20 years the U.S. Commercial Service of the U.S. Department of Commerce has successfully brought together exporters and importers of U.S. goods and services around the world.

The U.S. Commercial Service of the U.S. Department of Commerce is a federal government agency dedicated to helping small-to-medium sized companies with their exporting strategies. The Service maintains a worldwide service directory network with offices in more than 100 U.S. cities and in 80 countries overseas. Council members are appointed by the U.S. Secretary of Commerce with White House approval to foster and stimulate international trade.

The Council's experienced staff of International Trade Specialists in Alabama assists U.S. firms in exporting their products and services by providing comprehensive counseling and advice, through timely and accurate intelligence regarding foreign markets, by identifying qualified international buyers and representatives, by advocating on their behalf, and by providing comprehensive solutions to any challenges they encounter.

PROGRAMS AND SERVICES

Services that Provide International Contacts

- Exposure to nearly a half million buyers in 140 countries through the *Commercial News USA*, an international magazine and virtual trade show.
- Gold Key Service provides tailor-made business appointments.
- International Company Profiles provide credit checks and detailed background information on prospective partners.
- International Partner Search - identifies the most suitable overseas licensees, distributors, agents, and strategic partners for U.S. exporters
- Int'l Video Conferencing - On a fee for service basis, the Council can arrange for video conferencing at a number of cities worldwide.
- Showtime allows clients to leverage their participation at a major trade event through targeted counseling sessions with Commercial Service Trade Advisor's from various countries.
- The Video Gold Key Service is a custom-tailored "individual partner search" for representatives of U.S. firms using video-conferencing in lieu of a visit to a particular country.

Services that Provide Market Research

- International Company Profiles – [Previously defined]
- Int'l Video Conferencing - [Previously defined]
- Comprehensive and customized market research
- Platinum Key Service offers comprehensive, market-entry procedures with sustained support (typically 6 months to one year) for individual companies.
- Showtime - [Previously defined]

Services that Provide Trade Leads & Trade Events

- Showtime - [Previously defined]
- Trade Missions and Trade Shows - The Council assists small to medium enterprises with participation in officially recognized overseas trade events, ranging from low cost catalog exhibitions to trade missions, and participation in USA pavilions in foreign trade fairs.
 - BuyUSA.com – an online marketing service
 - International catalog exhibitions
 - Exhibit opportunities in attractive, high-traffic U.S. pavilions at major international trade shows worldwide and through virtual trade shows
 - Assistance before, during and following major trade shows

Other Services

- Export Seminars and workshops
- Members serve as counseling service for prospective exporters
- Administers the Gayle C. Shelton Jr. MBA Endowed Scholarship
- Provides position papers to the Alabama Congressional Delegation
- Advocacy through accredited diplomats and other U.S. officials regarding unanticipated problems with foreign clients



REGIONAL INTL TRADE RESOURCES

NORTH ALABAMA INTERNATIONAL TRADE ASSOCIATION (NAITA)

R. Foster Perry, III
President
P.O Box 2457
Huntsville, AL 35804

Phone: (256) 532-3505
E-mail: naita@naita.org
Web: <http://www.naita.org>

MISSION

NAITA's mission is to be a catalyst for trade development and growth opportunities in North Alabama and the surrounding region.

PROGRAMS AND SERVICES

Membership benefits include:

- Programs and meetings covering current international trade topics
- Seminars and conferences designed to address specific needs of members
- NAITA eNews, a periodic email newsletter, informs members of association activities, introduces new international resources, and provides information on current international issues and trade policy
- www.naita.org provides comprehensive information on NAITA events, international trade resource links, and members, including an online membership directory
- Networking with U.S. businesses involved in international trade, foreign trading partners, U.S. government officials, and foreign officials

Services include:

- Providing an international networking forum
- Educating on trade issues
- Preparing businesses for global success



INTL TRADE RESOURCES – GERMANY

ALABAMA GERMANY PARTNERSHIP

Patricia Coghlan
Executive Director
500 Beacon Parkway West
Birmingham, AL 35209

Phone: (205) 943-4772
Email: alabamagermany@earthlink.net
Web: <http://www.alabamagermany.org>

MISSION

The Alabama Germany Partnership was founded in 1998 to develop and support relationships between organizations and individuals in Alabama and Germany.

PROGRAMS AND SERVICES

- Encourage understanding and relationships between Alabamians and Germans
- Support business development by encouraging such areas as direct investment, trade and tourism
- Stimulate and pursue educational opportunities through language, cultural and exchange programs
- Serve as an information network for existing and new organizations and relationships in Alabama and Germany
- Regularly communicate to the public and members (Alabamians and Germans) through meetings via appropriate media



INTL TRADE RESOURCES – INDIA

ALABAMA INDIA BUSINESS PARTNERSHIPS (AIBP)

Dr. Amrik S. Walia
President
World Business Center
500 Beacon Parkway West
Birmingham, AL 35209

Phone: (205) 980-9797
Email: awalia@ahri.com
Web: www.aibp.us

MISSION

AIBP is constituted to foster economic development opportunities, promote bi-lateral trade and serve as a platform for the development of mutually beneficial business relationships between India and Alabama.

PROGRAMS AND SERVICES

- Stimulate and support trade in goods and services, investment, joint ventures and technology transfers between companies and/or institutions in Alabama and India
- Develop and strengthen working relationships between the partnerships and relevant private and government agencies and industry leaders in order to respond to issues concerning Alabama-India business needs
- Support job creation initiatives by the state
- Achieve greater understanding, awareness and closer relationships between Alabama and India in their way of thinking about commerce and trade



INTL TRADE RESOURCES – JAPAN

JAPAN-AMERICA SOCIETY OF ALABAMA (JASA)

Kazuo Moriya
Executive Director
500 Beacon Parkway West
Birmingham, AL 35209

Phone: (205) 943-4730
Email: jasa@mindspring.com
Web: <http://www.jasaweb.net>

MISSION:

To provide an avenue for the people of Alabama and the Japanese people residing in Alabama to promote friendly personal and professional relationships - all to increase a better understanding of each other's peoples and customs.

PROGRAMS AND SERVICES:

The Japan-American Society of Alabama was incorporated in September 1989 as a private, not-for-profit association to encourage and develop ties of friendship and understanding between individuals and organizations in Japan and Alabama. JASA:

- Provides an avenue for the people of Alabama and resident Japanese citizens to promote friendly personal and professional relationships
- Offers a comprehensive program responsive to social, economic, and political needs through which to examine and learn from experiences and achievements of both Japan and Alabama
- Publishes The Alabama Guide, a publication in Japanese, to provide Japanese nationals residing in the state with pertinent information on living in Alabama

JASA activities include:

- Seminars and special events that enhance understanding and relationship between Japan and Alabama
- Resource center providing information on Japanese business activities and Japanese culture
- Newsletter highlighting activities occurring in Alabama that would strengthen relationships with and understanding of the Japanese people
- Assistance to Japanese residents in Alabama in adjusting to their new living environment

JAPANESE EXTERNAL TRADE ORGANIZATION (JETRO) - ATLANTA*

JETRO-Atlanta serves Alabama, Florida, Georgia, North Carolina, and South Carolina.

245 Peachtree Center Avenue NE
Marquis One Tower, Suite 2208
Atlanta GA 30303

Phone: (404) 681-0600
Web: <http://www.jetro.org>

MISSION:

The Japan External Trade Organization provides information and support to American companies looking for successful entry and expansion in the Japanese market.

PROGRAMS AND SERVICES:

JETRO is a non-profit government related organization that promotes trade and investment between Japan and the rest of the world. Its six U.S. branches—located in Atlanta, Chicago, Houston, Los Angeles, New York and San Francisco—serve four main objectives:

- Help U.S. companies establish a Japan office
JETRO provides free market entry information and support to U.S. businesses looking to successfully enter and expand in the Japanese market. Because JETRO is an independent agency of the Japanese government, it is able to provide many services for free, including market information, temporary office space, and business partner matching, each designed to encourage thriving relationships between American companies and Japan. JETRO strives to provide the best support in helping companies take their business to Japan. Its core competencies lie in the areas where U.S. companies have the most opportunities for success in the Japanese market. These areas are the high-technology sectors of Information and Communications Technology, healthcare, automotive and manufacturing, and services industries.
- Help U.S. companies find Japanese business partners
When expanding business to Japan, companies often begin with a Japanese partner who knows the market, has a developed network and understands the business environment. JETRO provides U.S. companies with opportunities to meet potential Japanese partners through business matching programs at major trade shows.
- Connect U.S. investors with cutting edge Japanese technology ventures
JETRO connects U.S. investors, entrepreneurs and dealmakers with cutting edge Japanese technology ventures seeking to accelerate their growth in the U.S. In addition to its six branch offices, in 2000 JETRO established a Business Innovation Center (BIC) in San Jose, CA. The BIC provides direct support to Japanese technology ventures looking to build their presence and grow their business in Silicon Valley. Since the launch of the BIC, JETRO has expanded its venture incubation program to several key technology markets across the United States through partnerships with independent technology incubation programs. Other programs are available in: Chicago, IL (Technology Innovation Center - TIC at Northwestern University); Cambridge, MA (Cambridge Innovation Center); Philadelphia, PA (Science Center); Los Angeles, CA (Business Technology Center), and Mountain View, CA (B-Bridge International)
- Showcase premium Japanese goods
For companies looking to expand or differentiate their product offering, JETRO showcases goods that are uniquely Japanese. Companies can find products of the highest quality, design, creativity and manufacturing, as well as trends, in the following industries: Food; Fashion; Design, including industrial products and regional traditional arts & crafts; and Entertainment, including film, anime, manga, gaming and music