

INTERNATIONAL BUSINESS NEWS –SEPTEMBER 2007

U.S. Department of Commerce
International Trade Administration - U.S. Export Assistance Center
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UPCOMING EVENTS:

WORLD TRADE CLUB MEETING

E.U. STANDARDS AND PRODUCTS CERTIFICATION
Tue Sep. 11, 2007 - 11:30 AM-2:00 PM
Crown Plaza Hotel [201 S. Shackleford, Little Rock](#)
\$35 fee includes lunch.
Please make check payable to:
Arkansas District Export Council
RSVP by Thursday, Sep. 6, at 501-324-5794, or to
ray.riggs@mail.doc.gov

EXIMBANK SEMINAR

“Learn how to Find International Buyers
and Extend Credit”

Rogers, Arkansas Sep. 13, 2007
8:30 AM - 12:30 a.m.

Arkansas World Trade Center
3300 Market Street, Suite 400
Rogers, AR 72758

Registration and Cost \$59

includes training materials and continental breakfast.
For on-line registration and credit card payment go to:
<http://www.exim.gov/news/seminars/index.cfm>

For further information, please contact John Johnson
at 281-721-0469 or john.johnson@exim.gov

INTERNATIONAL STANDARDS AND CERTIFICATION WORKSHOP

Friday, September 14, 8:30 a.m. - 12:00 p.m.
Registration Fee: None

Learn about global standards issues and their effect on
U.S. manufacturing, resources for manufacturers,
E.U. standards and directives,
CE, CCC, NOM, WEEE and RoHS

Sponsors:

- Congressman John Boozman
- Arkansas World Trade Center
- U.S. Department of Commerce
International Trade Administration
U.S. Export Assistance Center/Arkansas

To register or for additional information contact:
Denise Thomas at 479-418-4821
or email: dthomas@arwtc.org

NATIONAL DISTRICT EXPORT COUNCIL ANNUAL CONFERENCE NOV 7-9, 2007 – TAMPA, FLORIDA

The National District Export Council will hold its annual conference, *“The Great Debate: The Future of U.S. Trade”* on November 7-9, 2007 in Tampa, Florida. Award winning journalist Gene Randall will moderate a debate designed to provide great insight into understanding the complexities of conducting business throughout the world in a period of heightened uncertainty. U.S. Department of Commerce Commercial Officers from U.S. Embassies across Latin America and Canada will deliver up-to-date information on developing opportunities for U.S. business. Private consultations are first-come, first-serve, and filling up quickly. Register today while space is still available, please visit: <http://www.deconference.com/15>

FIRST CABINET LEVEL BUSINESS MISSION TO VIETNAM - NOVEMBER 4-8, 2007

Secretary of Commerce Carlos M. Gutierrez will lead a senior-level U.S. business delegation to Hanoi and Ho Chi Minh City, Vietnam, from **November 4-8, 2007**, to promote U.S. exports to Vietnam's leading industry sectors. The mission will focus on assisting U.S. companies doing business with Vietnam that wish to increase their current level of exports, and by helping U.S. companies that are experienced exporters enter the Vietnamese market for the first time. The mission will include business-to-business matchmaking appointments with local companies, as well as meetings with key government officials, and American and local chambers of commerce. The application deadline is September 12, 2007. For more information, please visit: [vietnam Mi](#)

ADDRESSING TRADE BARRIERS IN VIETNAM

The implementation of the U.S.-Vietnam Bilateral Trade Agreement (BTA) in December 2001 opened up a new era for U.S. companies doing business in Vietnam. Since then, bilateral trade has skyrocketed from \$1.5 billion in 2001 to \$9.7 billion in 2006, when Vietnamese exports to the United States were almost 8 times greater than U.S. exports to Vietnam. Vietnam's accession to the WTO, along with its healthy economic growth, at 7.8% in 2006, is expected to spur trade growth at an even faster pace. Through the Commerce Trade Agreements Compliance Program, Market Access and Compliance (MAC) staff can help U.S. exporters receive the full benefits of the BTA. For questions or issues that have come up while exporting to Vietnam, please visit [Market Access and Compliance](#).

MARKET OF THE MONTH: CAFTA-DR

The Central America-Dominican Republic-United States Free Trade Agreement (CAFTA-DR) is a trade agreement between the United States and the countries of Costa Rica, Dominican Republic, El Salvador, Guatemala, Honduras, and Nicaragua. The CAFTA-DR has been approved by the legislatures in all the partner countries, with the exception of Cost Rica, which will hold a public referendum on the Agreement in October 2007. Among other benefits from the elimination of non-tariff barriers, the FTA allows the U.S. supplier to be more price-competitive in the Central American and Dominican market simply due to duty reduction and elimination. U.S. exports to the entire CAFTA-DR region increased by 16 percent in 2006, and rose by 11 percent for the first five months of 2007. For more information on doing business in the CAFTA-DR region, please visit:

http://www.export.gov/articles/mom_caftadr.asp16

CERTIFICATE OF ORIGIN QUESTION & ANSWER

From Aug. 2007 Edition of IOMA's
"Managing Imports and Exports"®

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Question from Import-export manager:

"Some of our exports from the United States are not produced here but in Asia. We have North, Central, and South American rights and ship small orders to many western hemisphere countries from our imported stock. If we are asked for a Certificate of Origin, how can we furnish this properly, as we are not the manufacturers or witnesses to the manufacturing process?"

Answer from Zodi:

The purpose of a certificate of origin (CO) is to prove the country of origin of a product or that it meets specific requirements, such as under a free trade agreement. Where an FTA is involved, there are very specific requirements, outside our scope here. Where there isn't an FTA, the country of origin can make a difference in duty rates or other matters in the country of import, and a CO is often requested. Sometimes, a statement on the commercial invoice is acceptable instead.

If you are the manufacturer of the goods, then you have the knowledge needed to prepare or decline to prepare a CO stating "made in U.S.A." If you are not the manufacturer, you are dependent on second-hand knowledge. If you are importing from China and the seller states "made in China," you are not there to examine the manufacturing process and personally verify this, so you can't honestly make that statement unless it is your own factory or joint venture or you have personal knowledge some other way.

An alternative is to provide the importer with a CO that says, "to the best of our knowledge, this article is made in China" based on what you have been told. This may or may not be acceptable to your customer or the destination

customs service. However, sending your customer a sample of what you intend to supply and asking them to check with their customs broker may bring back an affirmative answer.

This is sometimes called a "soft" or "secondary" CO, versus a "hard" or "primary" original CO prepared by someone with direct knowledge of the facts. Another possibility is to get a CO from the Chinese supplier made out to your destination customer, but this permits the buyer to know who the ultimate supplier is and may enable it to make an agreement of its own. If you do have the exclusive western hemisphere rights and you feel that the supplier will honor this, then there is little risk (if the seller will send all hemisphere orders right back to you). Another alternative here is to take a CO that the supplier has given you and send this to the purchaser (without making any changes on it). Sometimes this will be acceptable.

It will show the cargo as sent to the United States, but your transportation documentation will show that it went to a destination from the United States, which closes the loop.

Unz & Co. at www.unzco.com/storefront/Co.html#General has free trade agreement and generic certificate of origin forms.

COMMERCIAL NEWS USA

Place your ad in the November/December issue of Commercial News USA and receive the January /February issue for half price — and a bonus distribution to 10,000 Arabic speaking prospects in the Middle East.* That includes free translation of your ad into Arabic.

* Half price offer applies only to new ads booked at the one-time rate.

November – December Special Sections:

Consumer Electronics
Health & Beauty
Medical Equipment

Special Section Advertising Offer:
Free full page advertorial to full page advertisers
Free half page advertorial to half page advertisers

Deadlines:
Space Reservations: Friday, September 14
Materials: Friday, September 21

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We hope you've enjoyed this edition of our newsletter.
Any mention of non-government sources
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