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## Capitalizing on Global Opportunities For Women Business Enterprises (WBEs)

Tuesday, October 5

Among the 50 states, Texas ranks second in the number of privately held women-owned firms. Houston ranks 5<sup>th</sup> in the top 50 metropolitan areas in the number, employment and sales of women-owned firms. Women-owned firms in Houston employ over 169,000 people and generate over \$27.6 billion in sales.

The U.S. Commercial Service – Global Diversity Initiative has developed a half-day seminar to help WBEs take the next step in growth by exploring global markets.

### Agenda

- ◆ U.S. Commercial Service – Global Diversity Initiative
- ◆ Debunking Myths: Small Businesses DO Export
- ◆ Special Presentation: Export Achievement Certificate
- ◆ Financing for Small Business Exports
- ◆ Overseas Investment
- ◆ Local Export Resources
- ◆ Trade Opportunities – Trade Shows & Missions
- ◆ Local Women’s Business Resources,

Time: 8:30 a.m. – 12 Noon. Location: Baker & Hostetler LLP, 1000 Louisiana Street, 22nd Floor, Houston. Cost: \$20(\$30 after Oct. 4). To register, contact Ms. Nya Igambi at 281-449-9423 or [nyamus.igambi@mail.doc.gov](mailto:nyamus.igambi@mail.doc.gov).

## Oil & Gas Trade Mission to South East Asia

Malaysia—Singapore (OSEA 2004)—Vietnam  
December 6-14

**Prospects are excellent for American firms** – especially suppliers of pipeline and tubular goods, drilling machinery and equipment, surveying technology, and safety products:

- ◆ **Malaysia** offers a growing \$575 million oil and gas market, with vast areas ripe for exploration. More than 60% of imported equipment comes from the U.S.
- ◆ **Singapore**, the world’s third largest oil refining and trading center, will open more doors to U.S. firms with the U.S. - Singapore Free Trade Agreement.
- ◆ **Vietnam** will require a \$19-\$20 billion investment by 2010 to sustain the 10%-15% annual growth in its oil and gas industry projected for this period.

(Continued on page 2)

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Note: The U.S. Government does not endorse products or companies, and assumes no responsibility for the accuracy of data contained herein, or for the success or failure of any business transaction resulting from opportunities listed in this publication. **If you would like to be removed from this mailing list, please contact the Houston Office.**

*(SE Asia Oil & Gas Mission continued from page 1)*

#### Pre-screened meetings – and more:

- One-on-one appointments with quality contacts
- Logistical support
- Market briefings
- Follow-up assistance when you return

The mission will begin in Kuala Lumpur, Malaysia, on December 6, and will include a market briefing by local industry experts, a networking reception, and one-on-one appointments with qualified agents, distributors, representatives, licensees, and potential joint venture partners. Participants will then travel to Singapore for a similar agenda, plus an invitation to Offshore South East Asia 2004 (OSEA 2004), the leading oil and gas trade show for the Asia Pacific region. OSEA 2004 is expected to attract delegates from all over the region, including Thailand and Indonesia. On December 13, mission participants will meet with potential buyers/representatives/distributors and government officials in Hanoi, Vietnam. Cost: \$3,500 (does not include airfare or lodging). For details, contact Pam Plagens at 281-449-9412 or [Pam.Plagens@mail.doc.gov](mailto:Pam.Plagens@mail.doc.gov).

#### China Business Information Center Launched

A comprehensive source of information

that includes information on China information published by federal and state government agencies, associations, and private sector entities. For those doing business in China, make this a favorite! Visit <http://www.export.gov/china/>.



#### China: Protecting Your Intellectual Property

The U.S. Government understands the scope and gravity of continuing Intellectual Property Rights (IPR) infringement in China and just how significant a problem this is for American business. To assist Americans in understanding and addressing this issue, the U.S. Embassy in Beijing has created an [IPR Toolkit](#). The Toolkit contains materials describing the scope of the IPR problem in China, suggestions on what American companies can do to protect their IPR and steps to consider after an infringement is identified. To view the IPR Toolkit, visit the new China Business Information Center site noted above or go directly to <http://www.usembassy-china.org.cn/ipr/>.

#### President Bush Signs U.S.-Australia Free Trade Agreement



On August 3, President Bush signed legislation to implement the U.S.-Australia Free Trade Agreement (FTA). The agreement, which the President called “a milestone in the history of our alliance,” will eliminate duties on 99 percent of all U.S.-manufactured exports to Australia as soon as it takes effect. Annual two-way trade in goods and services between the U.S. and Australia totals \$28 billion, with Australia ranked as the 10<sup>th</sup> largest export market for the U.S. Bush said that the agreement, which received strong bipartisan support in the U.S. Congress, is expected to increase U.S. exports of manufactured goods by nearly \$2 billion per year, and boost agricultural exports as well. **After ratification by the Australian Parliament, the FTA will take effect January 1, 2005.**

**Best Prospects for U.S. Exports to Australia:** Information technology services, computers and peripherals, computer software, medical equipment, telecommunications parts and equipment, travel and tourism, aircraft and parts, telecommunications services, environmental products and services, automotive parts and accessories, safety and security equipment, biotechnology and construction machinery.

*See p. 3 for upcoming Australia-New Zealand Chamber event.*

#### Recovering EU Value Added Tax (VAT)

Every European Union member state has a value-added tax (VAT). The rates vary from 15 - 25% and apply to certain types of products. VAT recovery claims may be filed at least every 3 months or annually, subject to country-specific restrictions. Companies may reclaim most of their VAT expenses such as those paid on:

- ◆ Business travel costs (car rentals, hotel lodging, meals, gas expenses, telephone expenses, etc.)
- ◆ Business operating expenses (trade fairs, jet fuel, maintenance costs)
- ◆ Marketing/advertising and professional advice
- ◆ Goods, machines and equipment
- ◆ Exports into Europe and inter-European transfers of goods

Two websites with information on VAT are the EU VAT ([www.eurunion.org/legislat/VATweb.htm](http://www.eurunion.org/legislat/VATweb.htm)) and the Federation of International Trade Associations ([www.fita.org/marketplace/vat.html](http://www.fita.org/marketplace/vat.html)). The sites have links to information about VAT rates, legislation, proposals, refund procedures, and much more.

## CS Launches Americas Website



The site consolidates the resources of U.S. Commercial Service offices in 21 markets throughout the region, providing companies with a single point of access to existing and proposed free trade agreements, market research, best prospects, trade event lists, industry-specific information, business service providers, useful links and key contacts. Visit <http://www.buyusa.gov/americas/>.

## Revision of Export and Re-Export Restrictions on Cuba

Effective June 30, 2004 new limits were placed on gift parcels and personal baggage going to Cuba. The licensing policy regarding vessels going to Cuba was revised as well. The rule narrows the list of eligible commodities that can be included in gift parcels to Cuba under License Exception GFT (§ 740.12 of the EAR). See <http://www.treas.gov/offices/enforcement/ofac/sanctions/> for further details.

## Commercial News-USA

Commercial News USA (CNUSA) is the official U.S. Department of Commerce showcase for American-made products and services. The catalog-style magazine is distributed bi-monthly to interested foreign buyers outside the U.S. by the Commercial Service. Each issue reaches an estimated 400,000 readers. A standard 1/9 page black and white listing is \$695. For details, see [www.export.gov/cnusa](http://www.export.gov/cnusa) or contact our office.

## Trade Events

### Greater Houston Partnership

For details, contact Kristin Culwell at 713-844-3661.

### Import/Export Seminar Series, October 6

A preview of the entire import/export process and how customs and export procedures work. The program will benefit any business involved in international trade, or interested in doing business in the global marketplace. Cost: \$15 GHP member/\$30 non member.

### Ambassador of Peru, October 8

His Excellency Eduardo Ferrero Costa Ferrero is visiting Houston to discuss the U.S. – Andean Free Trade Agreement and investment opportunities in Peru. Cost: \$15 GHP member/\$30 non member.

## International Letters of Credit Seminar

Houston

September 23

The Wells Fargo HSBC Trade Bank, in conjunction with the National Association of Credit Management (NACM), will hold this full day event at NACM's training center here in Houston. The seminar is taught in a progressive format, so it will work for those that are new to LC's, as well as for those that have experience. It will cover commercial (documentary) LC's, and also standby LC's that are specifically related to import/export (including those which support foreign bid and performance bonds/foreign bank guarantees). Cost: \$165 NACM members/\$175 non-members. For details, call Callie Journet, NACM, at 281-228-6100 or visit [www.nacmsouthtexas.org](http://www.nacmsouthtexas.org).

## Australian New Zealand-American Chamber of Commerce (ANZACC) National Convention

Hilton Americas, Houston

October 1-2

This is the national meeting of 15 ANZACC groups and will be opened by the Ambassadors to the U.S. of Australia and New Zealand. For details, contact 281-496-3165 or [execdir@aacc-houston.org](mailto:execdir@aacc-houston.org). Or visit, <http://www.aacc-houston.org/upcoming.htm>.

## Houston-Shenzhen Sister City Association Mission to the Shenzhen Hi-Tech Fair

Shenzhen, China

October 12-17

The show is a state-level, international fair with attendees from throughout China as well as abroad. Houston-based technology companies are invited to participate in a booth at the show. Cosponsored by the Greater Houston Partnership, U.S.-China Friendship Association, Asian Bar Association, U.S.-China Lawyers' Association and International Exhibition Center, the delegation will also visit Shanghai, Hangzhou and Suzhou. For details, contact Brendan Kelly at [brendan.kelly@mail.doc.gov](mailto:brendan.kelly@mail.doc.gov) or 281-449-9428.

**Space still available!**

## U.S. Export Regulations Update & AESPCLink Certification Workshop

Dallas

October 14 & 15

Update your knowledge of export regulations (Day one) and learn how to prepare your Shipper's Export Declarations online through AESDirect (Day 2). Cost: \$175 for Export Regs Update/\$40 for AESDirect. For details, contact our office.

## Safety and Security Trade Mission

Vancouver, Canada

November 18 & 19

Present your security products and services to key decision makers for the 2010 Winter Olympics to be held in Vancouver and Whistler, British Columbia, Canada. For details, contact our office.

## UPCOMING STATE OF TEXAS MISSIONS



### SUR AMERICA 2004 - Texas Trade Mission to Brazil and Chile

November 28 - December 4

Led by Texas Assistant Secretary of State Luis Saenz This mission is designed to help Texas companies interested in doing business in Sao Paulo and Santiago. Contact Robert Andrade at 512-936-0240 or [randrade@governor.state.tx.us](mailto:randrade@governor.state.tx.us).

### Qatar & UAE Business Development Mission

Qatar and UAE

December 2-9

Texas Secretary of State Geoffrey Connor will lead a senior - level business development trade mission to Dubai, Abu Dhabi and Doha focusing on commercial opportunities for Texas companies including joint ventures and export opportunities. This mission is supported by the Bilateral US-Arab Chamber of Commerce. Deadline: Monday, October 4. For details, contact Mortada Mohamed at 512-936-0530 or [mmohamed@governor.state.tx.us](mailto:mmohamed@governor.state.tx.us). Further information is also available from the Bilateral Chamber at 713-880-8168 or [info@arabuschamber.org](mailto:info@arabuschamber.org).

### CeBIT 2005

Hannover, Germany

March 10-16

CeBIT covers the entire spectrum of information technology, telecommunications, software and services. With 7,500 exhibitors from more than 60 countries and 700,000 visitors expected, the trade fair is one of the world's largest. Exhibit space is competitive and sold out months in advance. For more information, contact Brendan Kelly at 281-449-9428 or [Brendan.Kelly@mail.doc.gov](mailto:Brendan.Kelly@mail.doc.gov) or .

## Food & Beverage Exporters GO Mexico Trade Mission



Mexico City, Mexico

November 8-10

The Texas Department of Agriculture has partnered with the State of Texas NAFTA Office in Mexico City to organize trade and market specific seminars, retail tours and one-on-one meetings with pre-qualified buyers. Cost: \$400 (not including transportation or lodging).

### Americas Food & Beverage Trade Show

Miami, Florida

December 2-3

The largest event of its kind in the Western Hemisphere, this show offers the chance to meet customers from 77 different countries, network with 7,500 producers, exporters, importers and distributors, and see products from 47 countries! The Texas Department of Agriculture is organizing a Texas pavilion. Booth cost: \$2,200.

For further details, contact Nishi Whitely with the Texas Department of Agriculture at 512-463-5197 or [nishi.whiteley@agr.state.tx.us](mailto:nishi.whiteley@agr.state.tx.us).

## Other Websites of Interest...

### General Cultural Information

Executive Planet: <http://www.executiveplanet.com/>

Business Etiquette Around the world: <http://www.cyborlink.com/>

Cultural Savvy: <http://www.culturalsavvy.com/>  
Includes tips for using "Global English"

### Business with Libya

<http://libyaninvestment.com/>  
<http://www.libyaevents.com/>

### Staff Directory

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## Energy News and Events

### Trade Leads

For details on the following leads, contact our office.

**India: Offshore Jack-Up Drilling Rig Services for the Cantilever -type Jack up Rig.** 10/03/04 tender.

### Kuwaiti Co. Seeks to Represent Suppliers of:

- ◆ Chemical injection packages
- ◆ Demineraliser
- ◆ Glycol gas dehydration packages
- ◆ Injection water treatment packages
- ◆ Molecular sieve dehydration units

### Kuwaiti Co. Seeks Trainer for Oil Fields Security/ Fire Fighting Personnel

The training will include oil field safety, including fire fighting and prevention.

### Events

#### China, Energy & Sustainable Development

*Rice University—Duncan Hall  
September 27, 6-8 pm*

For details, see <http://www.ruf.rice.edu/~eesi/scs/>.

#### Saudi Arabian Oil Policy in a Dynamic World

*The Petroleum Club  
September 21*

Featuring Dr. Ibrahim Al-Muhanna, Advisor to the Saudi Minister of Petroleum and Mineral Resources. For details, contact [info@arabuschamber.org](mailto:info@arabuschamber.org).

#### **RESCHEDULED**-Videoconference with Rio de Janeiro, Brazil: Oil/Gas Export Opportunities

*University of Houston International Trade Center  
September 28*

Sponsored by the Houston U.S. Export Assistance Center, University of Houston International Trade Center and Greater Houston Partnership this live videoconference with the Commercial Service in Rio de Janeiro will provide an overview of current opportunities, Brazilian customs regulations, becoming a Petrobras supplier and selling to U.S. drillers operating in Brazil. Cost: \$20. For details, contact Alan Richel at [Alan.Richel@mail.doc.gov](mailto:Alan.Richel@mail.doc.gov) or 281-449-9417 .

#### Permian Basin International Oil Show

*Odessa, Texas  
October 19-21*

The Commercial Service is recruiting foreign delegations from Nigeria, Venezuela & Australia. Attendees

from Mexico and Canada are also expected. Representatives of the Iraqi oil ministry have been invited. For more information on meeting these visitors, contact Alan Richel at 281-449-9417 or [alan.richel@mail.doc.gov](mailto:alan.richel@mail.doc.gov) or Steve Recobs in our Midland, TX-office at 432-552-2490 or [steve.recobs@mail.doc.gov](mailto:steve.recobs@mail.doc.gov).

### Turkmenistan International Energy Exhibition & Conference

*Ashgabat, Turkmenistan  
November 17-19*

Turkmenistan's oil & gas sector holds increasing potential for farsighted U.S. exporters. The U.S. Embassy in Ashgabat along with the Commercial Service will showcase American product literature and videos. Cost: **FREE**. For details, contact our office.

### Oil & Gas Trade Mission to South East Asia

*Malaysia—Singapore (OSEA 2004)—Vietnam  
December 6-14,  
(See Page 1 for details).*

### 1<sup>ST</sup> CONIP – International Congress of Oil & Gas

*Vitória, State of Espírito Santo, Brazil  
December 6-7*

Sponsors and speakers being sought. Topics of interest to the program include:

- ◆ Environmental issues for the oil & gas sector
- ◆ Logistics, distribution and marketing of oil by-products.

Since Espírito Santo is also an important oil and gas state, this is an opportunity for U.S. oil and gas suppliers to get exposure. For details, contact our office.

### AustralAsian Oil & Gas (AOG) 2005

*Perth, Australia  
February 23-25, 2005*

A number of US companies are already participating in the exploration, development and equipment/service supply in the Australian oil and gas industry. There is an estimated USD\$22 billion worth of investment slated for oil and gas projects in Australia in the next few years. The Commercial Service is sponsoring a Catalog Show at this event. Cost: \$250. For details, contact our office.