



EXPORT NEWS

A newsletter of the
U.S. Export Assistance Center
Houston, Texas

April 2009

TABLE OF CONTENTS

Events	1
OTC 09	
Africa Emerging Opportunities	
Saudi Oil & Gas Roundtable	
Events continued on Page 2	
News	2
Seeking Consultant for MMO	
Millennium Challenge's \$2.5 Billion	
Events (continued)	2
Hong Kong: Partner to Success	
Secrets of Successful Trade Finance	
International Trade Ctr. Lunches	
Latin American Leadership Forum	
US-Mongolia Business Forum	
Algeria: Green Tech Promotion	
Mission to Libya	
Export Academy - Winter Session	
Webinars	3
Reinsurance Sector in Brazil	
Export Opportunities in Europe	
Staff Directory	3
Energy Exports	3
OTC Special Supplement	4



Offshore Technology Conference 2009 May 4-7, Reliant Center, Houston

For details on U.S. Commercial Service activities at the show, **see page 4.**

4TH ANNUAL AFRICA TRADE FORUM: EMERGING BUSINESS OPPORTUNITIES ON THE CONTINENT

Texas Southern University
Tuesday, April 28

Hosted by Texas Southern University with the support of the U.S. Commercial Service, African Business Council of Texas, International Trade Council & Tri-County Black Chamber of Commerce. Speakers include:

- ☞ **The Honorable Dr. Cynthia Perry, former Ambassador & U.S. Executive Director of the African Development Bank**
- ☞ **The Honorable Chudi N. Okafor, Consul General of Nigeria in the U.S. (Atlanta)**
- ☞ **Jeri Jensen, Managing Director, Private Initiatives, Millennium Challenge Corporation**
- ☞ **Kevin Boyd, Office of Africa, Market Access and Compliance - U.S. Department of Commerce**
- ☞ **Robert Scharar, CEO, AFRICAP**
- ☞ **Nyamusi K. Igambi, Sr. Trade Specialist, U.S. Commercial Service**
- ☞ **John Johnson, Business Development Officer, Export-Import Bank**

Time: 8:00 am - 2:00 pm . Cost: \$50 (Includes continental breakfast & lunch). Deadline: Fri., April 24. Registration link: <https://emenuapps.ita.doc.gov/ePublic/newWebinarRegistration.jsp?SmartCode=9Q75>. For more information, contact: Ms. Nyamusi K. Igambi, 713-209-3112, nyamusi.igambi@mail.doc.gov.

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SAUDI ARABIAN OIL & GAS OPPORTUNITIES

1919 Smith Street, 10th Floor, Bayou Room, Houston
Friday, April 17

Join us for a roundtable discussion featuring Mr. Michael Auflick is a senior finance advisor with Saudi Aramco's project development department and chairman of the Commercial Committee of the American Business Association in the Eastern Province of Saudi Arabia. Cost: free. However, participation is limited to the first 40 registrants. Time: 2:00 - 4:00pm. To contact Mr. Alan Richel at alan.richel@mail.doc.gov or at 713-209-3123.

The U.S. Export Assistance Center is ...

part of the U.S. Department of Commerce's U.S. & Foreign Commercial Service (CS). We promote and protect U.S. commercial interests abroad and deliver customized solutions to ensure that U.S. businesses compete and win in the global marketplace. See www.trade.gov/cs.



CS HOUSTON BUSINESS SERVICE DIRECTORY

As a member, your company profile will be seen by U.S. exporters, international buyers, and clients of the U.S. Commercial Service. Cost: \$300 for small business (less than 500 employees). See <http://www.buyusa.gov/houston/houstonbsp.html>.

NEWS

SEEKING CONSULTANT - DOWNSTREAM EXPERIENCE IN MAINTENANCE, MODIFICATION & OPERATIONS

We have been contacted by an energy company seeking a consultant with downstream experience in the maintenance, modification & operations. Ideal person would have background working for engineering and/or contractor firms within the greater Houston area. The focus of the project will be on defining and pursuing potential opportunities within MMO including conducting market research, competitor analyses, SWOT analyses, marketing and pricing strategies on behalf of a small technology supplier. Contact Pam Plagens at pam.plagens@mail.doc.gov.

MILLENNIUM CHALLENGE'S \$2.5 BN IN OPPORTUNITIES

MCC (www.mcc.gov) is a new U.S. Government aid agency that in 2009 and 2010 will contract \$2.5 billion for consulting services, goods, construction works, and concessions across many sectors and twenty countries, including Honduras, El Salvador, Morocco, Tanzania, Georgia, and others. The \$2.5 billion to be awarded concentrates in consulting services; infrastructure, including transport, water, and energy; and buildings, including schools and health clinics. Contractors will be procured for feasibility, environmental assessment, design/engineering, supervision, works & "EPC". To learn more, attend the **Africa: Emerging Business Opportunities**, April 28. See p. 1 for details.

EVENTS

HONG KONG - YOUR PARTNER TO SUCCESS

Greater Houston Partnership
Friday, April 17

Hong Kong's key advantages are its experience with the China market, prime location and world-class infrastructure. Together with a landmark free-trade pact with China, these advantages reinforce Hong Kong's role as the premier gateway for U.S. companies to develop new business in China. Cost for this lunch program is: members: \$25 / nonmembers: \$40. For more information, contact Jessie Tan at jt@houston.org or 713-844-3662.

THE SECRETS OF SUCCESSFUL TRADE FINANCING

700 Louisiana, Houston
April 23-24

Learn how to use financing tools & receive payment upon shipment; protect balance sheets from the risks of international trade; and identify creditworthy prospects. For details, see www.exportrisk.com.

UPCOMING LUNCHES AT THE ITC

RUSSIA: BUSINESS OPPORTUNITIES ACROSS SECTORS

April 29

Featuring Elena Bepalova, managing director, REXA LLC. & Ray Morales, Trustee, Harris County Department of Education Board

Italy

May 12

Venue: International Trade Center, 11110 Bellaire Blvd
Time: 11:30 am-1:00 pm. For details, contact John Robbins at john4252@gmail.com or 832-448-0193.

7TH LATIN AMERICAN LEADERSHIP FORUM

Westin Galleria Hotel, Houston

April 27 - 29

50 infrastructure projects from throughout Latin America will be presented by project developers. Total project value exceeds \$50 billion, across 10 infrastructure sectors. Cost: \$995/\$1295. For details and to register, see <http://www.cg-la.com/lalf7>.

4TH U.S.-MONGOLIA BUSINESS FORUM

Washington, DC

June 9

Topics will include the energy sector, with highlights on coal mining and coal power production, renewable energy, oil extraction and processing, and nuclear. Contact: Ms. Zhen Gong Cross at zhen_gong_cross@ita.doc.gov or 202-482-2910.

GREEN TECH PROMOTION CATALOG SHOW

Djazair Hotel, Algiers

June 23-24

Cost effective way for you to evaluate market potential for your product or service. CS does all the work for you and you do not need to travel to Algeria! Registration: Open until May 23. Cost: \$500. Contact Mr. Kamal Achab, senior commercial specialist at ph: 011-213-770-08-2093 or kamal.achab@mail.doc.gov.

EXECUTIVE TRADE MISSION TO LIBYA & ALGERIA

Tripoli, Libya & Algiers, Algeria

Nov. 4-8

A timely way for U.S. companies to gain first-hand market information, access to government decision-makers & one-on-one meetings with pre-screened business contacts, including potential agents, distributors and partners. Cost: \$6,900 for large firms, \$5,850 for small or medium-sized enterprises. Deadline: August 1. For more information, e-mail northafricamission@mail.doc.gov.

EXPORT ACADEMY - WINTER/SPRING 2009 SESSION

The program sponsored by the Houston Community College and CS Houston features courses taught in a "hands-on" approach and geared specifically to small-to-medium enterprises (SME). Upcoming sessions are:

- May 6 Legal & Regulatory Compliance
- May 20 Trade & Finance Payments

Cost per session: \$99. Locations: HCC-5601 West Loop South Campus. For details, see

<http://www.exportacademy.org/> or contact Deanna Teal at deanna.teal@hccs.edu.

WEBINARS**THE REINSURANCE SECTOR IN BRAZIL: OPPORTUNITIES FOR U.S. REINSURERS & BROKERS**

Date: April 29

Time: 2:00 p.m. - 3:00 p.m. EDT. Cost: \$35

<https://emenuapps.ita.doc.gov/ePublic/newWebinarRegistration.jsp?SmartCode=9Q6F>

SMALL IS BEAUTIFUL-OPPORTUNITIES IN EUROPE

Time: 10:30 AM Central Time. Cost: \$35

- **Spain & Portugal** - May 20
- **Greece** - June 3

http://www.buyusa.gov/europe/team_events.html

CANADA

Time: 1:00 p.m. - 2:00 p.m. CDT. Cost: \$35

- **BC & The Prairie Provinces** - May 7
- **Quebec** - May 13
- **Ontario** - May 20

For details and registration, see http://www.export.gov/webinars/wseries_canada.asp.

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ENERGY NEWS & EVENTS**ENERGY MARKET RESEARCH****RECENT CS-PRODUCED MARKET RESEARCH REPORTS**

To access the CS Market Research Library, visit: <http://www.export.gov/mrktresearch/index.asp>.

ENERGY EVENTS**RENEWABLE ENERGY IN THE EMERGING MARKETS OF AFRICA, LATIN AMERICA AND THE CARIBBEAN**

San Francisco

April 27-29

This inaugural event will focus on the development and implementation of these technologies in emerging markets. <http://reem09.net/index.php>.

THE 9TH ANNUAL SPRING EXECUTIVE PROGRAM**NEW ERA IN OIL, GAS & POWER VALUE CREATION**

Federal Reserve Conference Center-Houston, TX

May 11-19

This executive program addresses both energy value chain fundamentals and commercial energy investment complexities. Cost: \$4950.

See www.beg.utexas.edu/energyecon/new-era/.

GO-EXPO: GAS AND OIL EXPOSITION

Stampede Park, Calgary, Canada

June 9-11

One of North America's fastest growing oil and gas events, showcasing 700 exhibiting companies and 20,000 registered attendees. For details, see:

www.kallman.com/shows/goexpo_2009/main.php.

OIL & GAS ASIA (OGA 2009)

Kuala Lumpur, Malaysia

June 10-12

1,000 companies from 50 countries are expected to exhibit with 22,000 attendees. Join the US pavilion! For more information contact: Desmond Cheng, +60 3 2168-4868 or desmond.cheng@mail.doc.gov.

RENEWABLE ENERGY EXPO 2009

New Delhi, India

August 10-12

Be part of India's rush towards renewable energy at the first-ever official USA Pavilion at India's largest Renewable Energy Expo! For more information, contact: Aileen Nandi at aileen.nandi@mail.doc.gov or Mr. Vaidyanathan Purushothaman at ph: +91 44 2857 4031 or vaidyanathan.purushothaman@mail.doc.gov.



EXPORT NEWS—Special Supplement Offshore Technology Conference 2009

May 4-7, Reliant Center, Houston, Texas
<http://www.otcnet.org/2009/>

B2B MEETINGS WITH INTERNATIONAL DELEGATES - INTERNATIONAL PARTNER MATCHMAKING

50 representatives, distributors, and end-users escorted by U.S. Embassy and Consulate oil & gas specialists from 6 countries (**Algeria, Brazil, Ghana, Kuwait, Libya, and Malaysia**) have requested to meet with U.S. suppliers at OTC 09. To participate, please visit www.buyusa.gov/houston/usmkgotc09.html to review the foreign company profiles and register your request. Meetings will take place on Mon., May 4. Deadline: Tues. April 21. For questions, contact Danielle Caltabiano at (713) 209-3110 or email: Danielle.Caltabiano@mail.doc.gov.

MEET WITH CS ENERGY SPECIALISTS FROM 18 MARKETS AT OTC 09 - SHOW TIME

U.S. Commercial Service energy specialists along with representatives from the U.S. Export-Import Bank (Ex-Im Bank), will be available at OTC to counsel U.S. companies on their exporting strategy. Meetings will be scheduled for the mornings of Tues, May 5 or Weds. May 6. Cost: free. Deadline: Thursday, April 16. Register at <http://www.buyusa.gov/houston/otc09showtime.html>. Energy Specialists (many with buyer delegations) from the following countries will be attending OTC:

Algeria
Australia
Brazil
Egypt
Iraq

Ghana
Jordan
Kuwait
Lebanon
Libya

Malaysia
Mexico
Nigeria
Norway
Qatar

Saudi Arabia
UAE
Venezuela
Ex-Im Bank

THE U.S. COMMERCIAL SERVICE AT OTC 09

FOR MORE INFORMATION, SEE WWW.BUYUSA.GOV/HOUSTON



MONDAY, MAY 4

★ **B2B Matchmaking.** Room 702/703, Level 2 - see above for details.

Reception - Bilateral U.S.-Arab Chamber of Commerce - Honoring Delegates from the Arab World.

Time: 6-8 pm. Venue: Westin Galleria. Cost: \$55 non-members. See www.bilateralchamber.org.

Reception - UK Trade & Investment "Fueling the Energy Future: Convergent Technologies in Oil & Gas".

Cost: complimentary. Time: 6-8:30 pm. Venue: The Hilton Post Oak. For details on the reception as well as a breakfast series that week sponsored by UKTI, see <http://www.ukatotc.com/Events.aspx>.

TUESDAY, MAY 5

Industry Breakfast: Brazil's Oil & Gas Policy & Opportunities for Trade & Investment. 7:30-9:00 am. Cost: \$40. See <http://www.otcnet.org/2009/pages/schedule/industrybreakfasts.html>.

★ **Show Time Meetings with CS Energy Specialists from 18 Countries & Ex-Im Bank.** Room 702 - see above.

★ **Invest in America - Houston.** For foreign delegates interested in investing in the area. To receive an invitation, contact Javier Jativa at jjativa@houston.org or 713-844-3665.

★ **Shandong (China) Chamber of Commerce for Petroleum Equipment Briefing.** 3-5 pm, Room 702/703. Learn more about opportunities in the Shengli Oilfield area. Cost: complimentary. To attend, contact Brendan Kelly at Brendan.kelly@mail.doc.gov.

WEDNESDAY, MAY 6

Industry Breakfast: Offshore Asia - Markets, Trends & Opportunities. 7:30-9:00 am. Cost: \$40. See <http://www.otcnet.org/2009/pages/schedule/industrybreakfasts.html>.

★ **Show Time Meetings with CS Energy Specialists from 18 Countries & Ex-Im Bank.** Room 702 - see above.

★ **Nigeria: Oil & Gas Partnerships & Projects with PETAN.** 2-4 pm. Room 702/703. Meet with members of a key oil & gas service association in Nigeria. Cost: complimentary. To attend, contact Brendan Kelly at Brendan.kelly@mail.doc.gov or Nyamusi Igambi at Nyamusi.igambi@mail.doc.gov.

THURSDAY, MAY 7

Industry Breakfast: Oil & Gas Frontiers of the Caribbean Basin. 7:30-9:00 am. Cost: \$40. See <http://www.otcnet.org/2009/pages/schedule/industrybreakfasts.html>.

★ **U.S. Commercial Service sponsored activities held in Room 702/703, Level Two, Reliant Center. For questions onsite, visit our table in the International Lounge, Room 700, Level Two.**