



# EXPORTNews

"Your Partner in Exporting"

September 2005

U.S. Department of Commerce  
U.S. Export Assistance Centers  
Serving the State of Georgia:

## Atlanta USEAC

Telephone: 404-897-6090

Fax: 404-897-6085

Thomas Strauss, *Network Director*

Ray Gibeau, SBA, Int'l. Finance Officer

Robert Leach, Trade Specialist

Stefan Link, Intern

Lincoln Martinez, Senior Trade Specialist

Dina Molaison, Trade Specialist

Vicki Tolefree, Export Assistance Specialist

Kishore Vasnani, Intern

[Office.Atlanta@mail.doc.gov](mailto:Office.Atlanta@mail.doc.gov)

## Savannah USEAC

Telephone: 912-652-4204

Fax: 912-652-4241

Joseph Kramer, Director

[Office.Savannah@mail.doc.gov](mailto:Office.Savannah@mail.doc.gov)

## GEORGIA U.S. EXPORT ASSISTANCE CENTER WEBSITE

The Georgia U.S. Export Assistance Center now has its own website! For your information on current export topics, links to export trade resources, our monthly newsletter and upcoming local events, go to:

[www.buyusa.gov/georgia/page19.html](http://www.buyusa.gov/georgia/page19.html)

**EXPORTNews** is the monthly newsletter of the U.S. Commercial Service, U.S. Dept. of Commerce in Atlanta. It is distributed by email and winfax. To correct, add or delete an address, send complete contact information to the Atlanta USEAC at the email address or fax # listed above.

## Central American-Dominican Republic Free Trade Agreement (CAFTA)

Business Development Mission to Guatemala, Honduras and El Salvador  
Secretary of Commerce Carlos M. Gutierrez will lead an Business Development Mission to Guatemala, Honduras and El Savador from October 16-22, 2005.

This Mission is an opportunity to highlight the new regional opportunities for U.S. business in the promising sectors of Central America that have emerged as a result of the successful passage of the Central American-Dominican Republic Free Trade Agreement, commonly referred to as CAFTA. With CAFTA, U.S. companies stand much to gain from open markets, expanded business opportunities, and stronger trade ties with Central America. The Mission offers a unique opportunity in which U.S. businesses can develop business partnerships and cultivate existing relationships.

The CAFTA region is the second-largest export market in Latin America and the 10th largest market in the world for U.S. exports. The United States exports more to this region than it exports to India, Russia and Indonesia combined. Last year, U.S. exports to the region surpassed \$15 billion and nearly half of the region's imports are from the United States. CAFTA provides substantial new market access for U.S. companies and solidifies the United States as the leading supplier of goods and services to Central America by eliminating the vast majority of tariffs on U.S. goods exported to the region. More than eighty percent of U.S. exports of industrial, consumer, and agricultural products to Central America will become duty-free immediately upon entry into force of the Agreement, within remaining tariffs phased out over 10 years. Small and medium-sized enterprises in particular should benefit from the significant tariff cuts provided under CAFTA.

As a member of this official U.S. trade delegation, you will receive:

Prescreened government and business appointments tailored interests and market strategies; In-depth market briefings; Individualized counseling sessions; In-country market promotion; and Full logistical support including interpreters, reduced hotel rates, and in-country transportation.

Take advantage of this opportunity and apply to the Mission. The participation fee is \$7,700.00 per company (principal participant). Each additional company representative will be charged a fee of \$2,000.00. This fee excludes travel and lodging costs. The application deadline is September 16, 2005.

**TO REGISTER:** Contact International Trade Specialist Rob Leach at (404) 897-6082 or email: [robert.leach@mail.doc.gov](mailto:robert.leach@mail.doc.gov).

# Environmental Technologies Trade Mission to Central Europe November 7-11, 2005

The United States Department of Commerce, International Trade Administration, and U.S. Commercial Service is organizing an Environmental Technologies Trade Mission to Poland, Hungary and the Czech Republic, November 7-11, 2005. This event offers a timely and cost-effective opportunity for U.S. firms to tap into fast-growing markets for environmental equipment, technology and services. Target sectors holding high potential for U.S. exporters include solid waste handling and treatment, wastewater treatment (including biological treatments), packaging recycling, and drinking water treatment. Mission participants will benefit from country briefings, one-on-one appointments with prospective business contacts, and high-level meetings with government officials and business leaders.

Since their EU accession, all three markets included in this mission have become eligible for EU Structural (infrastructure related) and Cohesion (environment and transportation) Fund grants. Tenders for EU-funded projects under the Structural and Cohesion Funds do not have a nationality requirement and may extend to U.S. involvement.

## Mission Goals

The goal of the Environmental Technologies Trade Mission to Central Europe is to enable U.S. participants to gain first-hand market exposure, access to government decision makers, and meetings with private-sector contacts, including potential agents, distributors and business partners, so they can position themselves to take advantage of the environmental business opportunities in Poland, Hungary and the Czech Republic.

## Mission Scenario

The Environmental Trade Mission will include three stops: Warsaw, Poland; Budapest, Hungary; and Prague, Czech Republic. In each city, trade mission participants will benefit from country briefings and one-on-one business meetings with prospective agents, distributors, partners, and end users. In each city, mission participants will be able to attend high-level receptions and business meetings with government and business leaders.

## Criteria for Participation and Selection

- Relevance of a company's business line to mission goals.
- Timeliness of company's signed application and participation agreement (including a participation fee of \$3,400).
- Potential for business in Central Europe for the company.
- Minimum of eight and maximum of twelve participating companies in the mission.
- Provision of adequate information on company's products and/or services, and company's primary market objectives, in order to facilitate appropriate matching with potential business partners.

- Certification that the company meets Departmental guidelines for participation. A company's products or services must be either produced in the United States, or, if not, marketed under the name of a U.S. firm and have at least 51 percent U.S. content of the value of the finished product or service.

Any partisan political activities (including political contributions) of an applicant are entirely irrelevant to the selection process.

Mission recruitment will be conducted in an open and public manner, including publication in the *Federal Register*, posting on the Commerce Department trade mission calendar – [www.ita.doc.gov/doctm/tmcal.html](http://www.ita.doc.gov/doctm/tmcal.html) – and other Internet web sites, press releases to the general and trade media, direct mail and broadcast fax, notices by industry trade associations and other multiplier groups, and at industry meetings, symposia, conferences, trade shows.

Recruitment for the mission will begin in April 2005 and conclude no later than September 30, 2005. The participation fee for the event will be \$3,400 per company. The participation fee does not include travel and lodging costs. Applications received after the closing date will be considered only if space and scheduling constraints permit.

For more information, contact Robert Leach at (404) 897-6082 or email [Robert.leach@mail.doc.gov](mailto:Robert.leach@mail.doc.gov).

---

## BUSINESS OPPORTUNITIES EVENT FOR MANUFACTURERS IN CONJUNCTION WITH SAFETY-SECURITY EQUIPMENT ASIA FAIR SINGAPORE

**NOVEMBER 7-11, 2005**

**INTERESTED IN EXPORTING TO THE RAPIDLY  
GROWING MARKETS IN ASIA BUT AREN'T  
SURE WHERE TO START?**

Consider signing up for the U.S. Department of Commerce business development program in Singapore. Working directly with trade experts at the U.S. Embassy in Singapore, you will be able explore market opportunities in this thriving economy and the broader Southeast Asian region.

Long established as the GATEWAY TO ASIA, Singapore is an ideal launching pad for small and mid-size U.S. companies because of its business-friendly environment and web of trade links to other Asian economies. A further advantage, Singapore recently concluded a free trade agreement with the United States that makes two-way trade duty-free and offers additional protections to U.S. companies doing business there.

# ARE YOU CHINA READY?

## The China Business Information Center (BIC) takes the guesswork out assessing your market readiness.

The U.S. government is increasing resources dedicated to assisting U.S. companies explore business opportunities and address challenges to doing business in China. Use this self-diagnostic tool to open the door to pursue export opportunities and evaluate whether your company is prepared to meet the challenges posed by China's system for regulation of international trade. Below certain questions you will find suggestions on how to enhance market entry preparation.

1. Prior export experience to at least one foreign market. ( ) Yes ( ) No

2. Commitment to developing export opportunities includes top management support, designation of an internal China sales manager, sales and technical staff who are willing to travel to China often, and support staff including an interpreter or translator to facilitate communication with Chinese buyers. ( ) Yes ( ) No

3. Ability to acquire familiarity with export logistics unique to China including negotiation of letters of credit, freight forwarders, export documentation and export licensing. ( ) Yes ( ) No

4. Sufficient financial resources to actively support marketing of products in China including translation of product brochures, participation in trade shows, and organization of customer informational seminars. ( ) Yes ( ) No

5. Ability to host visits by potential buyers to conclude sales negotiations, facilitate pre-contractual equipment inspections, and provide installation training. ( ) Yes ( ) No

**Suggestion:** If you answered NO any question numbered 1-5, your company should consider identifying an [export management firm](#) with China experience or approach a [different market](#) with fewer technical, logistical, cultural and business risk hurdles before attempting business in China.

6. Ability to acquire and analyze Chinese market data, identifies sources of competition including domestic and foreign firms, and ascertains distribution channels. ( ) Yes ( ) No

7. Ability to locate Chinese import regulations, safety certification and labeling requirements and cultural preferences to modify the product and its packaging. ( ) Yes ( ) No

8. Prepared an international marketing plan with realistic goals, China-specific marketing strategies, progress benchmarks and an exit plan. ( ) Yes ( ) No

**Suggestion:** If you answered NO to any question numbered 6-8, the China BIC website can provide more information. Please review the [frequently asked questions](#), visit the [industry information page](#) for market research and the [exporting reference page](#) to learn about Chinese import regulation. If you find that this information is insufficient to get started on a marketing plan, consider using one of the many [sources of assistance](#) offered by the U.S. Commercial Service and other federal government agencies.

9. Sufficient financial resources to engage services of local attorneys or consultants to navigate China's system of international trade regulation, develop a sales contract that is enforceable in China, undertake due diligence investigations, and address problems. ( ) Yes ( ) No

**Suggestion:** If you answered NO to question 9, you have determined your company is able to begin market activity, but may be unable to effectively address problems when they may arise. To learn more about how the U.S. government can help address market access barriers, challenges to bidding on major projects, or resolving commercial disputes, visit the [assistance page](#). The U.S. Commercial Service also offers customized services to undertake [due diligence investigations](#) and obtain [market research](#) concerning your product and clarify basic import regulatory issues. If you conclude that these resources are insufficient and the cost of private service providers is excessive, reconsider whether your company can sustain market activity through serious regulatory challenges.

10. Ability and financial resources to provide training for a Chinese sales agent or distributor in the United States, continuous guidance for conducting market research and planning sales goals. ( ) Yes ( ) No

**Suggestion:** If you answered NO to question 10, your company may be able to explore the market, but will eventually need to augment capabilities in order to support expansion of market activity. Some new-to-market firms explore the market through direct exports while acquiring market knowledge. After this phase, a firm evaluates whether market prospects merit commitment of resources to select and manage a Chinese sales agent or distributor. The U.S. Commercial Service can help your firm identify a

qualified sales agent or distributor through the [International Partner Search](#) or [Gold Key Service](#).

11. Ability to establish a program for protection of intellectual property including trademark or patent registration, market monitoring, and enforcement strategy. ( ) Yes ( ) No

**Suggestion:** If you answered NO to question 11, your company's marketing plan may assume too much commercial risk. China's system for protecting trademarks and patents is based on a first-to-file principle. To establish a legal right to prevent others from appropriating intellectual property rights established in the United States, it is necessary to register in China. To learn more about protecting intellectual property in China, review the [Intellectual Property Toolkit](#), located in the China BIC's exporting page. Speaking with local [legal service providers in China](#) is also recommended. An expanded reference list of legal service providers is available through the [Contact China resource guide](#).

12. Commitment to providing domestic and foreign customers equivalent service quality, which may necessitate frequent travel to China by a technician or establishment of an equipment service and maintenance center with a Chinese partner. ( ) Yes ( ) No

**Suggestion:** If you answered NO to question 12, your company may need to commit more resources in the future to maintain the quality of service delivery or the installed equipment base. At this time, China does not permit a foreign company to establish wholly foreign-owned service and maintenance centers. This situation will change as China implements its WTO commitments, details of which may be found within the China BIC in the country information page on the topic of [China's WTO accession](#) and its impact on specific industries. Most companies with a mature market presence eventually establish a joint venture service center with a Chinese partner. Within the China BIC you will also find a list of [legal service providers](#) able to advise and assist in setting up such operations.

---

## Georgia Selected For Federal TradeRoots Program

*Program Raises Awareness of International Trade on a Local Level*

ATLANTA – Governor Sonny Perdue announced today that Georgia has been selected to participate in TradeRoots, the nation's leading grassroots trade education initiative dedicated to raising public and business awareness of international trade at the community level.

“As a global business center, Georgia places great importance on building strong trade ties throughout the world,” said Governor Sonny Perdue. “By bringing trade education to our communities, we will increase international commerce opportunities for Georgia businesses looking to grow and create jobs.”

The program, sponsored by the U.S. Chamber of Commerce, includes customized workshops in seven communities – Columbus, Douglas, Gainesville, Rome, Savannah, Thomasville and Tifton – to educate companies and economic developers on the benefits of free trade agreements, the differences and similarities among these agreements and how trade serves as an economic development tool.

“Any successful business in Georgia will tell you that the marketplace is becoming increasingly global,” said Georgia Department of Economic Development Commissioner Craig Lesser. “This program will give our local communities the knowledge and tools they need to be competitive at a higher level.”

As part of the TradeRoots program, Georgia will also focus on strengthening its trade ties with Chile. Since Atlanta submitted its bid to serve as headquarters of the Secretariat of the Free Trade Area of the Americas (FTAA), the state has increased its overall trade efforts through Canada and Latin America.

The TradeRoots program is 18 months long and involves partners at the federal, state and local level. Georgia's organizing committee for the program includes the state Board of Regents, Georgia Department of Agriculture, Georgia Department of Economic Development, Georgia Department of Technical and Adult Education, Georgia Economic Developers Association, the North Georgia District Export Council, the University of Georgia's Business Outreach Services/SBDC, U.S. Department of Commerce and U.S. Export Assistance Center.

---

## Export Compliance and Enforcement

BIS is responsible for the regulation of exports for national security, foreign policy, and nonproliferation reasons and the enforcement of those regulations. BIS is also charged with administering and enforcing [U.S. Antiboycott laws](#), the [Fastener Quality Act](#), and the reporting provisions of the [Chemical Weapons Convention](#).

<http://www.bxa.doc.gov/ComplianceAndEnforcement/index.htm>

## Antiboycott Laws:

During the mid-1970's the United States adopted two laws that seek to counteract the participation of U.S. citizens in other nation's economic boycotts or embargoes. These "antiboycott" laws are the 1977 amendments to the Export Administration Act (EAA) and the Ribicoff Amendment to the 1976 Tax Reform Act (TRA).

## Objectives:

The antiboycott laws were adopted to encourage, and in specified cases, require U.S. firms to refuse to participate in foreign boycotts that the United States does not sanction. They have the effect of preventing U.S. firms from being used to implement foreign policies of other nations which run counter to U.S. policy.

## Primary Impact:

The Arab League boycott of Israel is the principal foreign economic boycott that U.S. companies must be concerned with today. The antiboycott laws, however, apply to all boycotts imposed by foreign countries that are unsanctioned by the United States.

## Who Is Covered by the Laws?

The antiboycott provisions of the Export Administration Regulations (EAR) apply to all "U.S. persons," defined to include individuals and companies located in the United States and their foreign affiliates. These persons are subject to the law when their activities relate to the sale, purchase, or transfer of goods or services (including information) within the United States or between the U.S. and a foreign country. This covers U.S. exports and imports, financing, forwarding and shipping, and certain other transactions that may take place wholly offshore.

Generally, the TRA applies to all U.S. taxpayers (and their related companies). The TRA's reporting requirements apply to taxpayers' "operations" in, with, or related to boycotting countries or their nationals. Its penalties apply to those taxpayers with foreign tax credit, foreign subsidiary deferral, FSC (Foreign Sales Corporation), and IC-DISC (Interest Charge-Domestic International Sales Corporation) benefits.

## What do the Laws Prohibit?

Conduct that may be penalized under the TRA and/or prohibited under the EAR includes:

- Agreements to refuse or actual refusal to do business with or in Israel or with blacklisted companies.
- Agreements to discriminate or actual discrimination against other persons based on race, religion, sex, national origin or nationality.
- Agreements to furnish or actual furnishing of information about business relationships with or in Israel or with blacklisted companies.
- Agreements to furnish or actual furnishing of information about the race, religion, sex, or national origin of another person.

- Implementing letters of credit containing prohibited boycott terms or conditions.

The TRA does not "prohibit" conduct, but denies tax benefits ("penalizes") for certain types of boycott-related agreements.

## What Must Be Reported?

The EAR requires U.S. persons to report quarterly requests they have received to take certain actions to comply with, further, or support an unsanctioned foreign boycott. The TRA requires taxpayers to report "operations" in, with, or related to a boycotting country or its nationals and requests received to participate in or cooperate with an international boycott. The Treasury Department publishes a quarterly list of "boycotting countries."

## How To Report:

The EAR requires reports of receipts of boycott requests to be filed quarterly on form BIS 621-P for single transactions or BIS 6051P for multiple transactions received in the same calendar quarter.

The forms are available on-line in a fillable pdf format, or you may still obtain paper forms. Go to the [forms located on this Web site](#). To obtain paper copies by U.S. mail, call the Office of Antiboycott Compliance in Washington, DC at (202) 482-2448.

TRA reports are filed with tax returns on IRS form 5713. This form is available from local IRS offices.

## Penalties:

The EAR prescribe the penalties for violations of the Antiboycott Regulations as well as export control violations.

These can include:

## Criminal:

The penalties imposed for each "knowing" violation can be a fine of up to \$50,000 or five times the value of the exports involved, whichever is greater, and imprisonment of up to five years. During periods when the EAR are continued in effect by an Executive Order issued pursuant to the International Emergency Economic Powers Act, the criminal penalties for each "willful" violation can be a fine of up to \$50,000 and imprisonment for up to ten years.

## Administrative:

For each violation of the EAR any or all of the following may be imposed:

- General denial of export privileges;
- The imposition of fines of up to \$11,000 per violation; and/or
- Exclusion from practice.

Boycott agreements under the TRA involve the denial of all or part of the foreign tax benefits discussed above. The \$10,000 maximum per violation specified in the EAA is adjusted periodically pursuant to law for inflation. The

maximum civil penalty for any violation committed after October 23, 1996 is \$11,000 per violation.

### Where to Get More Information:

U.S. Department of Commerce  
BIS/Office of Antiboycott Compliance, Room 6098  
Washington, D.C. 20230  
(202) 482-2381  
or by [E-Mail](#)

Department of the Treasury  
Office of the General Counsel, Room 2004  
Washington, D.C. 20220  
(202) 622-1945

---

## FOREIGN CORRUPT PRACTICES ACT ANTIBRIBERY PROVISIONS

U.S. Department of Justice  
Fraud Section, Criminal Division  
10th & Constitution Avenue, NW  
(Bond 4th Fl.)  
Washington, D.C. 20530  
Phone: (202) 514-7023  
Fax: (202) 514-7021  
Internet:  
[www.usdoj.gov/criminal/fraud/fcpa/fcpa.html](http://www.usdoj.gov/criminal/fraud/fcpa/fcpa.html)  
Email: [FCPA.fraud@usdoj.gov](mailto:FCPA.fraud@usdoj.gov)

U.S. Department of Commerce  
Office of the Chief Counsel for  
International Commerce  
14th St. & Constitution Ave, NW  
Room 5882  
Washington, D.C. 20230  
Phone: (202) 482-0937  
Fax: (202) 482-4076  
Internet: [www.ita.doc.gov/legal](http://www.ita.doc.gov/legal)

### Convention On Combating Bribery Of Foreign Public Officials In International Business Transactions

#### PREAMBLE

#### The Parties,

**Considering** that bribery is a widespread phenomenon in international business transactions, including trade and investment, which raises serious moral and political concerns, undermines good governance and economic development, and distorts international competitive conditions;

**Considering** that all countries share a responsibility to combat bribery in international business transactions;

**Having regard** to the Revised Recommendation on Combating Bribery in International Business Transactions, adopted by the Council of the Organization for Economic Co-operation and Development (OECD) on 23 May 1997, C(97)123/FINAL, which, *inter alia*, called for effective measures to deter, prevent and combat the bribery of foreign public officials in connection with international business transactions, in particular, the prompt criminalization of such bribery in an effective and coordinated manner and in conformity

with the agreed common elements set out in that recommendation and with the jurisdictional and other basic legal principles of each country;

**Welcoming** other recent developments which further advance international understanding and co-operation in combating bribery of public officials, including actions of the United Nations, the World Bank, the International Monetary Fund, the World Trade Organization, the Organization of American States, the Council of Europe and the European Union;

**Welcoming** the efforts of companies, business organizations, trade unions as well as other non-governmental organizations to combat bribery;

**Recognizing** the role of governments in the prevention of solicitation of bribes from individuals and enterprises in international business transactions;

**Recognizing** that achieving progress in this field requires not only efforts on a national level but also multilateral co-operation, monitoring and follow-up;

**Recognizing** that achieving equivalence among the measures to be taken by the Parties is an essential object and purpose of the Convention, which requires that the Convention be ratified without derogations affecting this equivalence;

Have agreed as follows:

#### Article I - The Offence of Bribery of Foreign Public Officials

<http://www.usdoj.gov/criminal/fraud/fcpa/oecdcon.htm>



### North American Free Trade Agreement

#### How Can U.S. Companies Benefit

[Click here to go to the NAFTA Certificate of Origin Interactive Tool](#)

The North American Free Trade Agreement (NAFTA) is a trade agreement between the United States, Canada, and Mexico that liberalizes restrictions on trade between the three countries. Some of the agreement's objectives include:

- The elimination of tariff or duty rates (all qualifying products to

Canada are now duty-free, and virtually all qualifying products to Mexico are now duty-free).

- Promotes conditions of free competition, and increases market access and investment opportunities within the free trade area.

Since implementation January 1, 1994, trade between the three countries has increased more than 200 percent.

In order for a product to be eligible for lower tariff rates when entering Mexico or Canada, the product must be produced in the United States, entirely of NAFTA component parts, or if foreign component parts are used, there must be a substantive transformation from the foreign component part to the final product.

This website includes [how to determine if your product qualifies for NAFTA](#) preferential tariff treatment, [how to fill out](#) the NAFTA Certificate of Origin, [frequently asked questions](#), as well as useful articles on NAFTA.

The Department of Commerce's Market Access and Compliance offices will be monitoring this Agreement to ensure that Canada and Mexico fully comply with their trade obligations. If you encounter problems under the NAFTA, please contact our [Agreements Compliance](#) office.

For additional information please contact a NAFTA specialist at the Trade Information Center at 800-USA-TRADE.

#### Additional NAFTA Resources

[Complete NAFTA Text](#) (includes rules of origin and pref. criteria explanations Chapter 4)

[NAFTA Certificate of Origin Interactive Tool](#)

[For a blank copy of the NAFTA Certificate, click here](#)

[Ask the TIC Article: NAFTA Certificate of Origin: Information and Requirements](#)

[Ask the TIC Article: Making NAFTA Work for You](#)

[Ask the TIC Article: Classifying Your Products For Export](#)

[Preference Criterion](#)

[Rules of Origin/General Note 12\(t\)](#)

[Text of the NAFTA Agreement](#)

[NAFTA: A Guide to Customs Procedures](#)

[U.S. Customs NAFTA Website](#)

## Tariff and Import Fee Information

### First Steps

[Getting Started](#): This link provides information on the first steps required to determine tariff rates.

[Census Bureau's Schedule B Search Engine](#): Click here to find your Schedule B / HS number.

[Trade Terms](#)

### Where to Find Tariffs

[Online Tariff Database](#), powered by NextLinx.

[U.S. Government Tariff Resources](#)

[Country Specific Tariff and Tax Information](#): Tariff and tax information for exporting to 97 countries.

[Tariff and Tax Information for U.S. Territories](#)

[Tariff Information for Computer Products](#)

[Sending Gifts](#)

[Additional Tariff Resources](#)

[Tariff Information for Importing into the U.S.](#)

## WOOD USED FOR BLOCKING, BRACING, & PALLETS IMPACT ON INTERNATIONAL SHIPMENTS

**Bulletin: 2005-069**

**Effective Date: September 16, 2005**

Effective September 16, 2005, North American governments will be implementing new requirements for ALL wood used in blocking and bracing (including pallets) in an effort to protect worldwide forests from pest infestation. Governments will require all wood going to or from the United States, Mexico, and Canada to be kiln dried or heat-treated to minimum specifications, otherwise shipments will be stopped at the border. Union Pacific encourages customers to plan ahead for this policy change to avoid border congestion and the potential for additional expenses.

You'll find further details on this requirement, called ISPM Number 15, on the USDA web site:

<http://www.aphis.usda.gov/ppq/swp/import.html>

#### ► FREE ONE-DAY SEMINAR:

**“CONSIDERING THE TECHNICAL AND LEGAL REQUIREMENTS OF GLOBAL MARKET ENTRY”**

Thursday, September 15, 8:30 A.M.-5:00 P.M.

Gwinnett Center, 6400 Sugarloaf Parkway

Duluth, Georgia

Contact Dina Molaison at 404.897.6087 or

email [Dina.Molaison@mail.doc.gov](mailto:Dina.Molaison@mail.doc.gov)

## EU PRODUCT WARRANTY DIRECTIVE

With the goal of strengthening the European Union's internal market, the European Commission approved legislation on May 25, 1999 that harmonizes the guarantees on consumer goods. Directive 1999/44/EC, hereafter referred to as the Product Warranty Directive, aims to protect consumers who make purchases outside of their Member State. The Directive sets up minimum standards for product warranties and mandates a warranty period of at least 2 years. Sellers whose products are found not to conform to the "contract" between the buyer and seller at the time the goods were delivered are required to replace or repair the nonconforming goods free of charge; reduce the price of the goods; or release the consumer from the "contract." The legislation was to be transposed into National Law by all EU Member States and enter into effect January 1, 2002. This updated report discusses the implications of this legislation for producers and consumers across the 25 Member States. [http://buyusainfo.net/docs/x\\_9989036.pdf](http://buyusainfo.net/docs/x_9989036.pdf).

---

### AGRIBUSINESS INTERNATIONAL TRADE OPPORTUNITIES DELIVERED DIRECTLY TO YOU!

In an effort to assist U.S. firms in the agribusiness industry to increase their export sales, the Agribusiness Team (consisting of the US Commercial Service, Foreign Agricultural Service, State Regional Trade Groups, and various State Departments of Agriculture) has created the on-line "Agribusiness e-Market Express." Agribusiness includes the following industries:

- Agricultural machinery & chemicals
- Food processing & packaging equipment (including hotel & restaurant equipment and refrigeration equipment)
- Processed foods & food ingredients
- Pet foods & supplies

Distributed once a month, this bulletin lists the most recent agribusiness market research, trade leads, and trade events. Go to <http://www.buyusa.gov/eme/agribusiness.html> to view and select the reports of interest to you. The requested information will be sent to you via email.

---

### WORLDWIDE BUSINESS VISA CENTER OPENED JULY 15, 2005 Office of the Spokesman, U.S. Department of State

The Department of State is pleased to announce the latest step in our ongoing effort to better facilitate the issuance of visas for legitimate business travelers worldwide. As of July 15, the U.S.-China Business Initiative, which began as a pilot program in January, will expand into a new Business Visa Center available to assist businesses in the United States and their partners, customers and colleagues around the world.

The Business Visa Center assists American businesses by explaining the visa process when they invite employees or

current and prospective business clients and partners to the United States. This involves providing information to U.S. companies about the application process for visas for those seeking to travel to the U.S. for business purposes. The Business Visa Center will work with both the companies and the consular officers, when needed, to communicate information effectively between U.S. businesses and the embassies and consulates worldwide.

The Bureau of Consular Affairs will continue to maintain the list of "Upcoming Conferences" to be held in the United States on its Intranet. The list is for conferences in the U.S. that expect a large number of foreign visitors where Visa Services has received notification by the U.S. organizer of the event. The list not only provides Consular officers around the world with information on the event, but may also include a list of event participants when one is provided by the event coordinator.

Improved information for businesses and the public, in the form of up-to-date details about wait times for interviews and processing times, is available on most embassy web sites and the [travel.state.gov](http://travel.state.gov) web site. This information allows business travelers to better prepare for their interview and better plan their trip.

Both the Business Visa Center and conference list can be reached via e-mail at: [BusinessVisa@state.gov](mailto:BusinessVisa@state.gov). The phone number is (202) 663-3198.

---

### NEW U.S. COMMERCIAL SERVICE OFFICE OPENS IN DAKAR

A new U.S. Commercial Service office opened July 19 in Dakar, Senegal. The new office completes a network across Western African that will help U.S. companies get a foothold in 18 emerging markets.

The new office includes a Senior Commercial Officer and two Commercial Service Specialists. They will help U.S. and West African businesses forge new partnerships through business counsel, market research, help in identifying qualified suppliers and assistance in promoting U.S. products and services in West Africa. The office will be linked to over 100 offices in the United States and 50 offices and staff across the African continent. The office will be located in central Dakar and will serve as a regional hub for Cote D'Ivoire, Chad, The Gambia, Mauritania, Benin, Gabon, Mali, Niger, Burkina Faso, Conakry, Guinea Togo, Cameroon, Cape Verde, Sierra Leone, Liberia, Guinea Bissau, and Equatorial Guinea. For more information on doing business in West Africa go to <http://www.buyusa.gov/westafrica/en/>

We hope you've enjoyed this edition of our newsletter. Any mention of non-government sources does not constitute endorsement. If you have any questions or comments, contact us at [Office.Atlanta@mail.doc.gov](mailto:Office.Atlanta@mail.doc.gov)  
<http://www.buyusa.gov/georgia>  
Phone: 404-897-6090; Fax: 404-897-6085

Savannah USEAC – Director Joseph Kramer  
[Office.Savannah@mail.doc.gov](mailto:Office.Savannah@mail.doc.gov)  
Telephone: 912-652-4204; Fax: 912-652-4241