



Export News for Northeast Florida



from the JACKSONVILLE U.S. Export Assistance Center
U.S. Department of Commerce

3 Independent Drive
Jacksonville, FL 32202-5004
Phone: (904) 232-1270 - Fax (904) 232-1271
Office.Jacksonville@mail.doc.gov
<http://www.export.gov/CS>

January 2004 Edition

Inside This Edition

1. Seminar: "Securing the Supply Chain: Cargo, Trade and the American Economy"
2. Seminar: "Economic Roundtable" and "Economic Growth Through Exporting"
3. It Just Got Easier to Sell to the Eastern Mediterranean: Egypt, Israel, Turkey, Jordan, Lebanon, and West Bank/Gaza!
4. New Shippers' Export Declaration (SED) Form Required Starting January 18, 2004
5. 2004 Western Hemisphere Outlook Conference - February 4
6. Export Marketing Mission San Jose, Costa Rica February 15-18, 2004
7. "Satellite 2004" - March 3-4, 2004
8. Americas Linkage 2004 – Latin American and Caribbean Missions March 22-May 28, 2004
9. Featured Country: Singapore
10. On-Line Trade Resources

1. Seminar: "Securing the Supply Chain: Cargo, Trade and the American Economy"

Find out how secure is your supply chain on January 21 from 8:00 AM to 1:30 PM at the Terry Concert Hall, Jacksonville University. (<http://www.ju.edu>). The event is organized by the Jacksonville Regional Chamber of Commerce. Featured Keynote Speaker: Jeff Crowe, Chairman, U.S. Chamber of Commerce (Washington DC). Breakfast and lunch are included in the \$35 registration fee. Deadline is next Friday, January 16. To RSVP call Robin Hoselton at the Jacksonville Regional Chamber of Commerce. Phone (904) 366-6690; E-Mail: Robin.Hoselton@JacksonvilleChamber.org; Fax: (904) 353-6343.

2. Seminar: "Economic Roundtable" and "Economic Growth Through Exporting"

Jacksonville University is hosting and organizing "The Economic Roundtable of Jacksonville Speaker Series" on January 27 at the Bartlett-Kinne University Center on campus. The lunch time presentation topic is "Economic Growth Through Exporting". The cost is \$10 for members

and \$12 for guests, including lunch. To RSVP contact Patricia Parrington at (904)256-7432 or pparrin@ju.edu

3. It Just Got Easier to Sell to the Eastern Mediterranean: Egypt, Israel, Turkey, Jordan, Lebanon, and West Bank/Gaza!

The Access Eastern Mediterranean Program (a program of the U.S. Commercial Service) gives you maximum exposure in the region's markets and 150 million consumers. The unified promotion events target each of five broadly defined Best Prospect industries. Click on the appropriate link on the left side of this page to learn about the events, read Market Briefs for each country and register online. **We Promote Your products/Services via a Unique Set of Activities:** 1) You register just once to explore opportunities in all six markets! 2) Your products/services are featured on our AEM website, 3) Commercial Specialists promote your products to hundreds of local contacts, 4) We track all responses and send you six Results Reports, 5) Some events include Catalog Show booths at local industry trades shows, 6) Click on your industry at left for details and Country Market Briefs. To access these great resources as well as each individual country's features, visit <http://www.buyusa.gov/eastermed>

4. New Shippers' Export Declaration (SED) Form Required Starting January 18, 2004

The U.S. Census Bureau (Census Bureau) placed a Federal Register notice on July 17, 2003, to announce amendments to the Foreign Trade Statistics Regulations (FTSR). In addition to requiring mandatory filing for items on the CCL and the USML, the final rule adds to the paper Shipper's Export Declaration (SED) the requirement to enter the freight forwarder's Employer Identification Number (EIN) when required. This requirement applies to filers who are not required to file through AES and who choose to file a paper SED rather than filing voluntarily through AES. The implementation date of this rule was October 18, 2003.

As a result of changes to the FTSR, on October 18, 2003, U.S. Customs and Border Protection (CBP) now requires the export community to use a new SED form. The new SED (Form 7525-V, dated 7-18-2003) is now available to the trade at www.census.gov/foreign-trade/regulations/forms. See related links section for a direct connection to the Census Bureau site.

To facilitate the transition to a new U.S. Census Bureau (Census Bureau) form, all by U. S Customs and Border Protection (CBP) ports will accept both old and new versions of the SED through January 17, 2004. Starting on January 18, 2004, only the new Form 7525-V Shippers Export Declaration will be accepted by CBP. Any previous versions of the SED tendered on or after January 18, 2004, will be rejected and the exporter will be advised of their failure to submit an SED.

To facilitate the transition to a new U.S. Census Bureau (Census Bureau) form, all by U. S Customs and Border Protection (CBP) ports will accept both old and new versions of the SED through January 17, 2004. Starting on January 18, 2004, only the new Form 7525-V Shippers Export Declaration will be accepted by CBP. Any previous versions of the SED tendered on or

after January 18, 2004, will be rejected and the exporter will be advised of their failure to submit an SED.

5. 2004 Western Hemisphere Outlook Conference - February 4

The 2004 Western Hemisphere Outlook Conference will be held February 4, 2004 at the Kravis Center, West Palm Beach, Florida. This event is for service providers and manufactures with an eye on exporting. The conference will feature the United States Department of Commerce Embassy Post Senior Commercial Officers and representatives of 34 nations in the Western Hemisphere, and private sector leaders/experts. The conference will include: (1) Services export sessions by the Greater Miami Chamber; (2) Regional/Country/Industry-specific sessions, i.e. NAFTA Outlook Session, Andean Outlook Session; (3) One-on-one meetings with Senior Commercial Officers; (4) Sector expertise; (5) Business matchmaking; and (6) World-class venue and hospitality. The Program contributing partners are Enterprise Florida, Florida International University, International Services Network of the Greater Miami Chamber of Commerce, Florida Atlantic University, and Aquatec America.

For further information, or to register to attend this event, please contact Morgan Criddle at the World Trade Center Palm Beach, 561-712-1443. You can also visit the web site at <http://www.wtcpalmbeach.com/outlook2004/>.

6. Export Marketing Mission San Jose, Costa Rica February 15-18, 2004

Costa Rica, bordered by Nicaragua to the north and Panama to the south, is Florida's #1 trading partner in Central America and ranks #5 among Florida's Top 50 Merchandise Trading Partners worldwide! *Total trade between Costa Rica and Florida is expected to reach close to \$4 billion by the end of 2003.* The United States and Costa Rica have a strong history of close and friendly relations based upon respect for democracy, human freedoms, free trade and other shared values. Costa Rica used to be known principally as a producer of bananas and coffee. In recent years, however, Costa Rica has successfully attracted investments by Intel Corporation, Procter & Gamble, Abbott Laboratories, Baxter Healthcare and others. Tourism is the largest foreign exchange earner, as tropical forests with abundant flora and fauna attract many visitors. **Cost:** \$750 for first participant and \$300 for additional participant from same company. **WHAT IS INCLUDED IN THE FEE?** Admission for one company representative to all mission events, including: One-on-one business appointments; U.S. Embassy country briefing; Ambassadorial reception; Networking breakfast; Group ground transportation (must travel with mission group)

Registration deadline: January 9, 2004. There is only space for 20 companies and they will be selected on a first-come, first-serve basis based upon the best prospect list. **Best Prospects:** · Paper and Paperboard · Computers & Peripherals · Plastic Materials and resins · Telecommunications Equipment · Automotive parts · Agricultural Chemicals · Construction Equipment · Medical Equipment. For more information on this event, please contact Bill Cronin at Enterprise Florida (904) 359-6600; or wcronin@eflorida.com. For more information on Enterprise Florida visit <http://www.eflorida.com>

7. "Satellite 2004" - March 3-4, 2004

Satellite 2004 focuses on the following industries: aerospace, satellite, telecommunications and broadcasting, and broadband. Satellite 2004 is an Trade Event officially supported by the U.S. Department of Commerce and will be bringing foreign delegations from countries in Europe, Latin America and the Pacific Rim.

About 20 percent of satellite 2004's attendees will be international, split evenly between Europe, Latin America and Pacific Rim countries. This is a great opportunity to make contacts in other countries without traveling outside the United States!!

The Satellite 2004 conference program runs from March 2 - 5, 2004. Events will be held at the new Washington convention center in Washington, DC, USA. Satellite 2004 will include: pre-conference programs, conference sessions and five simultaneous one-day forums dealing with the military uses of satellites, the global teleport community, the worldwide VSAT market, satellite regulation and government services and global broadcasters.

The target audience are higher-level executives who have the authority to either recommend or approve the purchase of equipment and services (69 percent). Fifty-two percent of international customers are in the category of CEO, company owner, president, vice president or upper management. Thirty-six percent of attendees are managers, purchasing agents or hail from engineering sectors. Twelve percent of attendees come from network management. All of these attendees come from business either selling or buying satellite services including: satellite operators, sub contractors, ground station operators and equipment suppliers.

For more information contact Susan Cuevas, PBI Media, Phone 301-354-1667, Fax 301-340-7136, Email: scuevas@pbimedia.com Website: <http://www.satellite2004.com>

8. Americas Linkage 2004 – Latin American and Caribbean Missions March 22-May 28, 2004

The Greater Miami Chamber of Commerce (GMCC) will conduct the Americas Linkage 2004 missions to 15 cities throughout Latin America and the Caribbean from March 22 – May 28, 2004. Americas Linkage is designated for **FLORIDA SERVICE FIRMS** interested in exporting to Latin America and the Caribbean.

The goal of the Americas Linkage Program is to facilitate business between executives from Florida, Latin America, and the Caribbean through a series of missions to and from the regions.

The program in each city will last two days and participants may choose to visit one or more cities. DAY 1: In-country briefing conducted by U.S. Embassy, group appointments with chambers of commerce and associations, and networking events. DAY 2: One-on-one business appointments arranged by the U.S. Commercial Service.

Prior to the outbound missions, the GMCC will hold the Advanced Preparation Workshops (APW) in Miami, Florida with the Foreign Service Nationals (FSNs) from *select* U.S.

Commercial Service posts. The APW will include country-specific presentations/roundtables and individualized one-on-one appointments with the FSNs.

Americas Linkage is a program of the Greater Miami Chamber of Commerce, funded by the U.S. Department of Commerce and sponsored by American Airlines.

For more information, please visit www.efloridabusiness.com or contact Ana Portocarrero at (305) 577-5456 or e-mail aportocarrero@greatermiami.com.

9. Featured Country: Singapore

With the recent visit of the Singapore Ambassador to Jacksonville, there is more interest in learning about business opportunities with that country. Additionally, Singapore has been identified as the "Market of the Month" by the U.S. Commercial Service of the U.S. Department of Commerce. To learn more about business opportunities in Singapore visit:

http://www.export.gov/comm_svc/press_room/marketofthemoth/Singapore/singapore.html

10. On-Line Trade Resources

Kompass

<http://www.kompass.co.uk> contains business information for UK purchasers and suppliers. This search engine lists 1.7 million business-to-business companies in the UK and worldwide, as well as importers, exporters, manufacturers, wholesalers, and distributors, and provides listings on all industries via a database of 23 million products and services.

Tradezone

<http://www.tradezone.com> provides many valuable international trade services for manufacturers, importers, exporters, trade service businesses, and opportunity seekers. Research their web site for international trade business opportunities and World Trade Plan, free import and export trade leads, famous trade bulletin board, traders web sites, and website advertising services.

Worldbid

<http://www.worldbid.com> is the largest source of international trade leads, RFQ, and tender opportunities from companies and government organizations around the world. Over 230,000 businesses have registered with Worldbid to help increase their sales, reduce supplier costs, and find new business contacts.

FITA

Federation of International Trade Association's Trade Leads; <http://www.fita.org> is a comprehensive list of export-import trade leads from around the world.

U.S. Business Advisor

Find important information on export promotion, trade finance, trade communication and education, and trade leads at www.business.gov/busadv/maincat.cfm.