

International Trade UPDATE

SEPTEMBER 2006

Broadening the U.S. Export Base

In an era of falling barriers to international trade, federal policies and programs to encourage exporting will be required to engage non-exporters and infrequent exporters in the global economy, says the newly released 2006 National Export Strategy.

The latest report on the administration's trade promotion policies, the 2006 *National Export Strategy*, was released in August by Secretary of Commerce Carlos M. Gutierrez, the chairman of the Trade Promotion Coordinating Committee.

In his opening message to the report, Secretary Gutierrez notes that "falling trade barriers have made the conduct of international business simpler, less costly, and less risky than ever. There have never been fewer barriers to success in the global marketplace."

A Connected World

Evidence of this increased ease of doing business is plentiful, according to the report. Tariff barriers have come down across the board because of successive rounds of global and bilateral trade agreements. Because of the successful negotiation of multilateral and bilateral agreements on a wide range of issues, such as services and intellectual property, many non-tariff barriers are also starting to fall.

The technological and physical infrastructure of the world has also worked to make trade easier. The Internet, enhanced telephone services and infrastructure, and other communications and transportation advances have reduced the separation between exporter and importer to the click of a mouse.

U.S. Export Performance

One of the seeming paradoxes noted by the report is that while exporting has become easier by virtue of those falling barriers, U.S. business participation in the global economy has been flattening in recent years. The number of U.S. companies exporting increased by only 8.5 percent from 1997 (213,664 exporters) to 2004 (231,736 exporters), after nearly doubling from 1992 (112,854) to 1997 (see chart on page 4). Of those companies, nearly two-thirds sell to only one foreign market.

"U.S. companies are not exporting at the rate we would like to see," noted Gutierrez.

According to the report, a likely explanation for these trends is the exclusive focus of many companies on U.S. consumers. This focus is understandable given the favorable business climate in the United States. The

INSIDE

1

Broadening the U.S. Export Base

2

Coal and Coal Technology
Exports Promoted by
Commerce Department Team

5

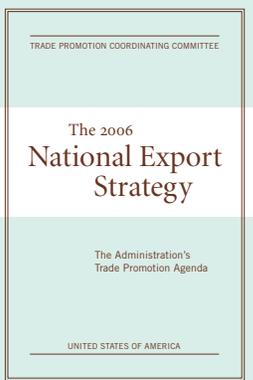
On the Learning Curve:
How U.S. Businesses Are Preparing
for Doing Business in China

6

Short Takes:
News from the
International Trade Administration

8

International Trade Calendar



continued on page 4



INTERNATIONAL
TRADE
ADMINISTRATION

Supporting U.S. Coal Exports in the World Energy Market

With increasing global demand for energy and growing U.S. coal exports, the Department of Commerce's Coal Team is ready to help exporters.

BY SHANNON FRASER

Because of energy questions on the minds of many Americans this summer, trade and energy specialists in the Department of Commerce's International Trade Administration (ITA) have been analyzing and addressing this timely topic under the auspices of the department's Coal Team. Organized in December 2005, the Coal Team is a collaborative effort of several ITA units, including the Commercial Service's Energy Team and the Manufacturing and Services unit's Office of Energy and Environmental Industries.

An Important Natural Resource

Coal is a significant and vital resource in the U.S. energy market. Proven reserves of coal are predicted to be sufficient to meet current domestic demand for more than 250 years at current usage rates. Already, coal provides 52 percent, or approximately 2 trillion kilowatt hours, of U.S. domestic energy needs. According to the U.S. Department of Energy, coal production in the United States reached a record level of 1.1 billion short tons in 2005. Coal consumption increases were most marked in the electric power sector, with growth of 2.2 percent over 2004

Expanding Export Markets

The worldwide growth in demand for energy has brought a corresponding growth in coal exports from the United States. In 2005, total U.S. coal exports rose for the third consecutive year, totaling 49.9 million short tons, which is an increase of 4.1 percent over 2004. During that same period, the average price per ton increased 24 percent to \$67.10. Important markets for U.S. coal exports include Canada and Western Europe, with significant growth reported in Romania and the Netherlands, according to the U.S. Department of Energy.

A Joint Effort of Multiple Offices

The Coal Team was formed in response to these market developments. The Coal Team actively works in collaboration with federal agencies, interagency energy experts, trade associations, and private-sector participants to promote the use of U.S. coal and clean coal technologies abroad. It works with these partners to advance the export of U.S. coal and coal-powered technologies, implement U.S. energy policies, support energy industry trade events worldwide, and exchange technical information on emerging clean coal technologies and carbon abatement practices.

Active Outreach to Business through Seminars and Videoconferencing

In February 2006, the Coal Team began hosting a monthly series of Web-based seminars. These "Webinars" are led by coal and energy specialists. The Webinars target ITA trade specialists so as to augment their knowledge of export-ready and emerging U.S. coal technologies. Some of the topics have included coal-fired power plants, coal preparation technologies, pollution control technologies, and fly ash utilization programs.

The most recent seminar focused on coal-fired power plants with an integrated gasification combined cycle (IGCC). Two such plants are already in commercial operation in the United States. During the next 20 years, IGCC plants will be eligible for significant tax and research and development incentives under the terms of the Energy Policy Act of 2005. Since clean coal technology is an export growth area, advances in IGCC technology will present new export opportunities in the long term for U.S. industry.



Videoconferences have also been an effective outreach tool. In May 2006, a videoconference highlighted the South African coal industry. The topics included methods of coal transportation, use of unburnt carbon from fly ash, containment of particulates during combustion, and testing procedures of geological strata from carbon dioxide storage. More than 30 participants from South Africa, West Virginia, and Pennsylvania attended the videoconference. The participants represented the power sector, the coal industry, and research institutions.

Industry Conferences as a Valuable Tool

During the past year, the Coal Team has provided outreach at numerous industry conferences, including the Coal Quality Workshop in West Virginia and the Coal Preparation Show in Kentucky, as well as the Clean Coal and Power Conference in Washington, D.C., sponsored by the Foreign Service Institute and the U.S. Department of Energy's National Energy Technology Laboratory. This outreach has included keynote addresses, market-specific export seminars, and individual client meetings.

In November 2006, the Coal Team will take part in the Coal and Mine West Show in Denver. At this show, the Coal Team will highlight the coal and mine industries of Latin America. A one-day panel discussion will be led by Commercial Service specialists based in Brazil, Chile, and Peru, followed by a day of ITA-led export counseling sessions with individual U.S. companies. The Coal Team is also preparing for the China Coal and Mining Expo, which is scheduled for October 2007 in Beijing.

To provide long-term solutions to increased energy use and higher energy costs, the Coal Team—in collaboration with industry, trade associations, and research facilities—will continue to move forward to use, develop, and promote the 250 years' worth of coal reserves that are located in the United States.

Shannon Fraser is an international trade specialist in the ITA's Office of Energy and Environmental Industries

For More Information

For more information about upcoming seminars, trade shows, and videoconferences, or to learn more about the Department of Commerce's Coal Team, contact Shannon Fraser, at tel.: (202) 482-3609; e-mail: shannon.fraser@mail.doc.gov, or Bill Lawton, at tel.: (954) 356-6640; e-mail: william.lawton@mail.doc.gov.

“Falling trade barriers have made the conduct of international business simpler, less costly, and less risky than ever. There have never been fewer barriers to success in the global marketplace.”

Secretary of Commerce
Carlos M. Gutierrez

Making Exporting Easier Than Ever

continued from front page 1

first quarter of 2006 marked the 12th consecutive quarter of growth in gross domestic product, with 3.5 percent growth in 2005. Between 2000 and 2005, 2 million jobs were created. U.S. productivity also grew at an average annual rate of 1.9 percent, which is significantly ahead of comparable industrial countries in the G7.

Many companies would take a look at foreign markets if they had the right information. According to a 2002 survey conducted by the University of North Carolina's Kenan Institute of Private Enterprise (“Report Card on Trade II”), nearly a third of non-exporters expressed interest in exporting and cited information on markets, customers, and export procedures as the areas in which they needed the most help. An additional challenge pointed out in the report is that “the perceptions of risk and uncertainty among many potential exporters have not kept up with the realities of a more prosperous and open global marketplace.”

Encouraging Non-Exporters and Infrequent Exporters

The task for federal agencies involved in export promotion is clear: “The United States must promote greater awareness of exporting opportunities and the availability of public and private assistance for managing the uncertainties of foreign trade.”

The federal government alone, however, does not have all the resources, staff, expertise, or communication channels needed to wage such a broad-based promotional campaign. The main point of the 2006 *National Export Strategy*—and its key recommendation—is that the federal government needs to develop broader and deeper partnerships with the private sector, as well as with state and local governments, to promote international trade and to engage more non-exporters and infrequent exporters.

Partnerships to Promote Exporting

Several such partnership initiatives undertaken

by federal agencies are detailed in the report. For example, the U.S. and Foreign Commercial Service, a unit of the International Trade Administration, has already formed alliances with Federal Express, PNC Bank, eBay, and others to promote its services to new exporters. (See related article in the May 2006 issue of *International Trade Update*.)

The Overseas Private Investment Corporation also has several innovative programs, such as the Partners Program and the Enterprise Development Network. Successful partnership programs at other agencies, such as the U.S. Small Business Administration, the Export-Import Bank

Number of U.S. Companies Exporting, 1992 and 1997–2004



Note: Data are not available for 1993–1996.

Source: U.S. Department of Commerce, Bureau of the Census.

continued on page 9

On the Learning Curve: How U.S. Businesses Are Preparing for Doing Business in India

Seminars, Webinars, and a trade mission are some of the tools that the Department of Commerce is using to help U.S. businesses learn about—and exploit—export opportunities in India.

BY CORY CHURCHES

With the revitalization of the U.S.–India Commercial Dialogue in mid-2005 and President George W. Bush’s state visit to India in March 2006 (see the April 2006 issue of *International Trade Update*), there has been an increased demand for information about the Indian market and how best to approach it. The Department of Commerce through its trade promotion unit, the U.S. and Foreign Commercial Service, has responded with a variety of information tools for U.S. businesses in need of market intelligence.

Seminars at the Local Level

One of the outcomes of the dialogue was the development of a series of business seminars about the Indian market. The seminars are coordinated by local U.S. Export Assistance Centers with the cooperation of state and local government agencies. They typically begin with a broad overview of doing business in India and delve into greater detail on topics such as key industry sectors, best prospects for U.S. businesses, opportunities and challenges to market entry, and major obstacles of doing business in India. Attendees are also introduced to a network of support that is available to them as they explore the Indian market.

Seminars have already been held in Los Angeles, California; Austin, Texas; and Atlanta, Georgia. Upcoming seminars are scheduled in Denver, Colorado (September 11); White Plains, New York (September 13); Cincinnati, Ohio (September 14); and Fort Lauderdale, Florida (September 19).

At-Your-Desk Convenience with Webinars

Another information tool for learning about India is the online “Webinar.” This Web-based seminar allows individuals from all parts of the country to participate from their desktop computers. The India Webinars have been developed by the Commercial Service and typically attract 100 to 175 participants. Each one features participation by a U.S.–based international trade specialist and one or two U.S. commercial officers located in India.

By the end of August 2006, four Webinars about India had been held. Each focused on a single regional market: Bangalore (July 17), Chennai (July 31), Hyderabad (August 17), and Mumbai (August 31). An additional Webinar is scheduled to take place on September 20, with a focus on New Delhi. For businesses unable to participate, the Webinars are archived on the Internet for viewing on demand (to access the Webinars, see “For More Information” on page 10).

Multi-City Business Development Mission

In November 2006, U.S. companies will have the chance to make in-person contacts in India by joining the U.S. Department of Commerce’s Business Development Mission to India. Under Secretary for International Trade Franklin L. Lavin will lead the mission. It will begin in Mumbai with a two-day business summit on November 29 and 30. After the summit, participants will have an opportunity to attend spin-off events in six Indian cities on December 4 and 5. The cities include Bangalore, Chennai, Hyderabad, Kolkata, Mumbai, and New Delhi. Attendees participating in one of the

continued on page 10

Afghan Rug Manufacturers Visit Four U.S. Cities

The Commerce Department, with support from the U.S. embassy in Kabul, Afghanistan, organized the first-ever delegation of Afghan rug manufacturers to the United States as part of an ongoing effort to help strengthen the economic development of Afghanistan and to solidify commercial ties between our two countries. From July 15 to July 22, 2006, 10 Afghan producers and traders of hand-made rugs went to Atlanta, Georgia; Washington, D.C.; Secaucus, New Jersey; and New York City to meet with importers and buyers. During their visit, they also received training on issues such as colors and trends in the home, logistics, and trade show exhibits.

In Atlanta, the delegation participated in the Atlanta International Area Rug Market, where they met with rug importers and received training. In Washington, D.C., the Afghan-American Chamber of Commerce hosted a dinner for the delegation. Al Frink, assistant secretary for manufacturing and services, gave a keynote address in which he shared his expertise based on decades in the rug and carpet industry. The Afghan embassy hosted a reception and one-on-one meetings for the Afghans. Speakers included Afghan Ambassador Said T. Jawad, Assistant Secretary of Commerce for Market Access and Compliance David Bohigian, and Secretary of Commerce Carlos M. Gutierrez. Additional meetings in Washington, D.C. were held at the Washington Design Center and the Textile Museum. The delegation ended its trip in the New York City area, where participants met with importers at the Oriental Rug Importers Center of America in Secaucus, New Jersey, and several large retailers in New York City.

For more information about the delegation, visit the Afghanistan Investment and Reconstruction Task Force Web site at www.export.gov/afghanistan/.

Cuba Transition Policy Outlined in Two Documents

Recommendations for the U.S. role in supporting democratic change in Cuba are detailed in two documents that were recently released by the Commission



Afghan Ambassador Said T. Jawad (left) and Assistant Secretary of Commerce for Market Access and Compliance David Bohigian (right) show a rug brought by one of the delegates from Afghanistan at an event hosted by the Afghan embassy on July 19.

for Assistance to a Free Cuba. One of the documents, the *Second Report of the Commission for Assistance to a Free Cuba*, is a 93-page report that sets forth specific steps that the U.S. government should be prepared to take to support Cuba's transition to democracy. Those steps include the establishment of the Cuba Fund for a Democratic Future and the commitment of \$80 million over a two-year period to support uncensored access to information, to encourage international support for democratic change in Cuba, and to organize assistance plans for an eventual transition government in Cuba.

The second document, "A Compact with the People of Cuba," is a 400-word pledge in Spanish and English that commits the United States to provide emergency aid during a transition and to assist in rebuilding Cuba's economy. It also pledges to encourage assistance from other countries and to discourage third parties from intervening in Cuba's transition.

A statement issued by the commission's cochairs, Secretary of Commerce Carlos M. Gutierrez and Secretary of State Condoleezza Rice, noted, "The people of Cuba have a choice: economic and political freedom and opportunity—or more political repression and economic suffering under the current regime. The

United States stands ready to work with the Cuban people to attain political and economic liberty.”

The Commission for Assistance to a Free Cuba was established in 2003 to explore ways the United States can help hasten and ease a democratic transition in Cuba. More information on the commission and links to the two recently released documents can be found on its Web site at www.cafc.gov/.

Secretary Gutierrez to Lead Trade Mission to China

Secretary of Commerce Carlos M. Gutierrez will lead a business development mission to China November 13–17, with stops in Beijing and Shanghai. “China is one of America’s fastest-growing export markets, representing billions of dollars for U.S. companies,” said Gutierrez. “This mission will help American businesses seize new opportunities there, expand, and create more American jobs.”

Total U.S. exports to China in 2005 were \$41 billion, an increase of 19 percent over 2004. Through May 2006, U.S. exports have grown 37 percent over the same period last year.

The United States and China have made progress in the bilateral trade relationship. China has expanded market access for U.S. goods and services, increased transparency, and improved enforcement of intellectual property rights. As this progress continues, China represents an excellent opportunity for innovative American businesses to offer their products to more than a billion consumers.

This trade mission will help U.S. companies develop business and Chinese government contacts, solidify business strategies, and obtain market access information. The delegation will comprise U.S. firms representing a broad cross-section of U.S. industries with commercial interests in China.

Businesses interested in participating in the China Business Development Mission can apply on-line at www.export.gov/chinamission/ or contact the Department of Commerce’s Office of Business Liaison at (202) 482-1360. The application deadline is September 15, 2006.

President’s Export Council Approves Three Recommendations to President Bush

Three letters of recommendation to President George W. Bush covering immigration reform, avian flu, and the proposed free trade agreement with South Korea were considered and approved by the President’s Export Council at a meeting held in Washington, D.C., on July 19, 2006.

The council’s letter on immigration reform calls for a comprehensive immigration reform bill that secures U.S. borders; develops new rules for businesses, including greater accountability and the creation of an employment verification system; addresses the acquisition of H-1B visas; creates a temporary worker program; and develops a path to legalization.

The letter on avian flu preparedness expresses approval of the administration’s preparedness efforts. It also highlights four potentially major issues during a pandemic that the council feels the federal government could explore further: (1) movement of imports and exports because production of critical supplies may reside outside U.S. borders, (2) identification of critical business infrastructure for responding to a pandemic, (3) identification of the role of this critical infrastructure, and (4) arrangements for U.S. citizens caught overseas.

The council’s letter on South Korea supports the administration’s decision to begin free trade agreement negotiations with that country. The letter notes that despite already deep trade ties, South Korea’s market access barriers remain substantial, and U.S. businesses can gain tremendously from a free trade agreement.

Aside from approving the letters of recommendation, the council members heard from Frances Townsend, assistant to the president for homeland security, and Dr. Rajeev Venkayya, special assistant to the president for biological defense policy, who briefed the council on the U.S. avian flu strategy. They also heard from Dr. Edward Lazear, chair of the Council of Economic Advisers, who spoke on the current state of the economy.

continued on page 10

October 10-13

GlobalTRONICS
Singapore
www.globaltronics.com.sg

This conference will showcase a full spectrum of products and services for the electronics manufacturing industry, bringing together manufacturers, technology providers, and application and product designers and providing insights on evolving trends. For more information, contact Graylin Presbury of the USFCS, tel.: (202) 482-5158; e-mail: graylin.presbury@mail.doc.gov.

October 11-14

Asia Industry Group of Manufacturing Shows 2006
Shanghai, China
www.hf-usa.com

This collection of six U.S. Department of Commerce—certified trade shows will take place at the Shanghai New International Expo Center. These shows make up the Asia-Pacific region's most influential industrial trade event. The event will feature more than 15 country pavilions and more than 20 conferences and meetings. For more information, contact Lisa Huot of the USFCS, tel.: (202) 482-2796; e-mail: lisa.huot@mail.doc.gov.

October 11-13

Renewable Energy International Exhibition
Tokyo, Japan
www.buyusa.gov/japan/en/renewable-2006plc.html

With participants from more than 40 countries, plus more than 40,000 visitors, this exhibition is Japan's largest event for the renewable energy industry. For more information, contact Jason Hancock of the USFCS, tel.: +81 (3) 3224-5092; e-mail: jason.hancock@mail.doc.gov

October 12

Intellectual Property Rights in China
www.stopfakes.gov

This program is part of a continuing series of "Webinars" on the protection of intellectual property rights in China. It is sponsored by ITA's China office and begins at 2:00 p.m. Eastern time. For more information or to register, send an e-mail to chinaipr@mail.doc.gov.

October 24-26

Aviation Week's MRO Europe Conference and Exhibition
Amsterdam, Netherlands
www.AviationNow.com/conferences/

Amsterdam is the ideal location to gain entry to maintenance, repair, and overhaul (MRO) markets. This business forum is for top decision-makers from airlines, manufacturers, suppliers, and third-party maintenance organizations. For more information, contact Mara Yachnin of the USFCS, tel.: (202) 482-6238; e-mail: mara_yachnin@ita.doc.gov.

October 23-27

Systems 2006
Munich, Germany
www.systems.de

Systems 2006 will provide an excellent platform for U.S. companies that are interested in penetrating the German and neighboring markets. Even though products on display will include computer software, services, peripherals, network technologies, etc., the information technology security area has gained particular importance during the past few years. For more information, contact Doris Groot of the USFCS, tel.: +49 (89) 2888-749; e-mail: doris.groot@mail.doc.gov.

October 26-28

Interbuild-India 2006
New Delhi, India
www.itfexhibitions.com/

Interbuild-India 2006 is the premier show for India's \$60 billion construction and building equipment industry. Last year's event welcomed 6,050 trade visitors and had 84 exhibitors from 12 countries. For more information, contact Sam Dhir of the USFCS, tel.: (202) 482-4756; e-mail: sam.dhir@mail.doc.gov.

October 31- November 3

EP China 2006
Beijing, China
www.buyusa.gov/china/en/epchina2006.html

EP China, supported by the China Electricity Council, is the largest trade fair in China devoted to the power industry. It covers all aspects of the industry, from power generation to transmission and distribution. Renewable energy will be featured in a special theme zone. For more information, contact Mark Wells of the USFCS, tel.: (202) 482-0904; e-mail: mark.wells@mail.doc.gov.

October 31- November 3

Healthcare Trade Mission to China
Beijing, Zhengzhou, and Hong Kong, China
www.export.gov

Organized by the ITA's Commercial Service, this mission will visit Beijing for presentations by Chinese government agencies; proceed to Zhengzhou for prescreened appointments at the CMEF Medical Trade Fair; and conclude in Hong Kong with a day of prescreened appointments. For more information, contact William Kutson of the USFCS, tel.: (202) 482-2839; e-mail: william.kutson@mail.doc.gov.

Here is a selected list of international trade events of interest, including ITA-sponsored events, as well as a selection of upcoming international trade fairs. The U.S. and Foreign Commercial Service (USFCS) maintains a comprehensive listing of industry shows at www.export.gov

On The Horizon

November 7-8

**Explore BC 2010 Olympic Opportunities NOW!
Vancouver, Canada**

This two-day event will feature briefings on the procurement process for the 2010 Olympic Winter Games, to be held in Vancouver. There will also be briefings by local experts on the Canadian market and customized meetings with local vendors seeking partners. For more information, contact Cheryl Schell of the USFCS, tel.: (604) 642-6679; e-mail: cheryl.schell@mail.doc.gov.

November 15-18

**IAAPA Attractions Expo 2006
Atlanta, Georgia**
<http://iaapaatlanta.expoplanner.com/>

Amusement and attraction industry leaders will gather at this show to view and explore new amenities for their facilities. The show will fill more than 1 million square feet of the Georgia World Congress Center, with more than 1,100 exhibitors expected to showcase new products such as games and devices, souvenirs, foods and beverages, and rides. For more information, contact Amanda Ayvaz of the USFCS, tel.: (202) 482-0338; e-mail: amanda.ayvaz@mail.doc.gov.

November 28-30

**Power-GEN 2006
Orlando, Florida**
<http://pgi06.events.pennnet.com/fl/index.cfm>

Never has there been a more critical time to learn about the latest developments and trends affecting the power industry. This show will bring together the sharpest minds in the industry for three days of education, training, fast-track networking, and new business negotiation. For more information, contact Kevin Haley of the USFCS, tel.: (202) 482-6434; e-mail: kevin.haley@mail.doc.gov.

Making Exporting Easier Than Ever

continued from front page 4

of the United States, and the U.S. Department of Agriculture, are also detailed in the report.

In his introduction to the report, Secretary Gutierrez remarked that "changing business attitudes on trade will require a new focus on promotion." This challenge is one that both the government and the private sector will have to undertake in unison.

About the Trade Promotion Coordinating Committee

The *National Export Strategy* report has been issued annually since 1993 and is compiled by the Trade Promotion Coordinating Committee (TPCC). The TPCC is an interagency task force created by the Export Enhancement Act of 1992 and is composed of 19 federal agencies. The TPCC is responsible for coordinating the export promotion and financing programs of the U.S. government, as well as for developing a strategic plan for implementing such programs. The secretary of commerce chairs the committee.

Copies of the 2006 *National Export Strategy* can be downloaded at www.ita.doc.gov/media/Publications/. Printed copies are available for purchase from the Superintendent of Documents at tel.: (866) 512-1800; www.gpoaccess.gov/. Ask for publication number 003-009-00735-6.



International Trade Update is published monthly by the Office of Public Affairs of the U.S. Department of Commerce's International Trade Administration (ITA). You can read or download the newsletter from ITA's Web site at www.trade.gov. To receive notification by e-mail when new issues are published, visit www.trade.gov, click on Trade Update, and scroll to the subscribe link.

For more information and news, visit ITA's Web site at www.trade.gov or contact the Office of Public Affairs, International Trade Administration, 1401 Constitution Avenue NW, Washington, DC 20230; tel.: (202) 482-3809.

Franklin L. Lavin
*Under Secretary of Commerce
for International Trade*

Charles Skuba
Director, Office of Public Affairs

John Ward
Editor

Natalie Chadwick
Calendar Editor

Material in this newsletter may be reproduced unless otherwise noted. When reprinting, please credit the U.S. Department of Commerce, International Trade Administration.

Best Prospects in India

Leading sectors for U.S. exports to India in 2005 (in millions of dollars)

Education services:	\$1,703
Computers and peripherals:	\$900
Telecommunications equipment:	\$550
Pollution control equipment:	\$508
Electric power generation equipment:	\$370
Oil and gas field machinery:	\$350
Mining equipment:	\$330
Medical equipment:	\$237
Machine tools:	\$96
Safety and security equipment:	\$70

Source: U.S. Department of Commerce, U.S. and Foreign Commercial Service.

On the Learning Curve

continued from front page 5

six spin-off missions may also request one day of business appointments in Mumbai on December 1.

Cory Churches is a senior editor in the International Trade Administration's Office of Public Affairs. Abdul Shaikh, a senior international economist in the U.S. and Foreign Commercial Service, contributed to this report.

For More Information

Government Resources. To find out if a U.S.–India event is scheduled for your area, contact your local Export Assistance Center through www.export.gov. To find out more information about, or to register for, the Department of Commerce's India Business Development Mission, visit www.export.gov/indiamission. Many of the Webinars mentioned in this article are archived on the Web at www.export.gov/indiamission/indiawebinarschedule.asp. These virtual events provide information similar to those presented in the live seminars, but are accessible at any time.

Nongovernment India Business Resources.

Please see the following:

U.S.–India Business Council: www.usibc.com

Federation of Indian Chambers of Commerce and Industry: www.ficci.com

Confederation of Indian Industry: www.ciionline.org

Indo-American Chamber of Commerce: www.indous.org

Short Takes

continued from front page 7

The President's Export Council is the nation's principal advisory committee on international trade. It comprises representatives from business, government, agriculture, and labor. (For more information on the workings of the council, see the June 2006 issue of *International Trade Update*.) The three letters of recommendation are available on the council's Web site at www.ita.doc.gov/td/pec/.

Trade Provisions Included in New Pension Law

On August 17, 2006, President George W. Bush signed into law the Pension Protection Act of 2006 (P.L. 109-280). This new law includes several provisions that affect U.S. trade law.

• Changes to current practice in new shipper reviews of antidumping and countervailing duty orders.

New importers (so-called new shippers) can request a new shipper review, a process that can take a year or longer to complete. In the past, new shippers were allowed to post a bond in lieu of a cash deposit for any estimated duties during this process. Section 1632 of the act temporarily suspends this bond option for new shippers from April 1, 2006, to June 30, 2009. The law also requires the secretary of commerce to report on the effects of this change and on problems related to the collection of duties assessed on merchandise from new shippers.

• **Technical amendments to legislation covering the Central American–Dominican Republic Free Trade Agreement (CAFTA-DR).** The law grants the president authority to implement certain changes to CAFTA-DR rules of origin with respect to countries that have entered into letters of understanding with the United States concerning pocketing material in apparel. The law also requires the Office of the U.S. Trade Representative to report on the status of negotiations related to CAFTA-DR textile changes concerning socks and other technical corrections.

Additional trade-related provisions of the act include extension of the Wool Trust Fund, tariff suspensions for certain goods, and clarification of the 50 percent *ad valorem* duty on vessel repairs.