

International Trade UPDATE

www.trade.gov

November 2006

Commerce Department Implements U.S.–Canada Lumber Accord

Following the signature in September of an accord between the United States and Canada that settles a trade dispute over softwood lumber, and its entry into force on October 12, 2006, the Commerce Department has taken steps to implement the agreement.



At the signing of the U.S.–Canada softwood lumber agreement in Ottawa, Canada, on September 12, 2006 (left to right): U.S. Ambassador David H. Wilkins, U.S. Trade Representative Susan Schwab, Canadian Minister of International Trade David Emerson, and Canadian Minister of Industry Maxime Bernier.

On October 12, 2006, Secretary of Commerce Carlos M. Gutierrez announced that the Commerce Department had taken steps to implement the 2006 softwood lumber agreement between the United States and Canada. The accord, which was signed on September 12, 2006, in Ottawa, Canada, and entered into force as a result of an exchange of letters between the United States and Canada, ended a long-standing trade dispute with the largest trading partner of the United States.

Antidumping and Countervailing Duty Orders Revoked

Consistent with the agreement, the Commerce Department rescinded the ongoing antidumping (AD) and countervailing (anti-subsidy) duty (CVD) administrative reviews, which provide for the annual calculation of AD and CVD rates, and revoked the AD and CVD orders on softwood lumber from Canada. Dumping occurs when a foreign producer sells a product in the United States at a price that is less than fair value, which is often the producer's sales price in the country of origin (or home market) or its cost of production. Foreign governments subsidize industries when they specifically provide financial assistance to benefit the production, manufacture, or exportation of goods.

Duties Refunded by Customs

The Commerce Department also instructed U.S. Customs and Border Protection to refund to known importers all AD and CVD duties collected on softwood lumber from Canada, except when a court order prevents it, and to cease collecting those duties on

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INTERNATIONAL
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Keeping Trade Fairs “Fair”

As part of its ongoing efforts to protect intellectual property of U.S. rights holders, the Department of Commerce is now requiring that trade events supported by the department take measures to help protect the intellectual property rights of participating companies.

BY SEBASTIAN WRIGHT

Beginning in October 2006, trade events approved by the Department of Commerce, such as trade missions, certified trade shows, and the International Buyers program, will be required to undertake measures to help protect the intellectual property rights (IPR) of participating U.S. companies.

When Secretary of Commerce Carlos M. Gutierrez announced the new requirements, he noted, “In the 21st century, the economic prosperity of the United States will increasingly rely on our ability to advance the knowledge economy and to continue to spark innovation and creativity. Ensuring that America’s intellectual property is protected from counterfeiting and piracy at home and abroad—including at trade fairs—is a top priority of the administration.”

Trade fairs are an important part of the U.S. economy, and many international business transactions occur at, or as a result of activities conducted at, the fairs. Therefore, protecting intellectual property at trade fairs is crucial to increasing U.S. trade and to competing in the world economy.

Small and Medium-Sized Enterprises Especially Vulnerable to IPR Theft

According to the Office of the United States Trade Representative, intellectual property theft costs American corporations \$250 billion every year. Such theft can hit small and medium-sized enterprises (SMEs) particularly hard because they often lack the resources or the knowledge to combat it. According to research conducted in 2005 by the U.S. Patent and Trademark Office, a part of the Department of Commerce, 85 percent of exporting SMEs failed to recognize that their U.S. patents and trademarks did not protect them overseas, thereby jeopardizing ownership of their own products and services in global markets.

With the steps recently announced by the Commerce Department, a U.S. company at an international trade event will now have resources available to help it when confronted with an infringement.

The STOP! Initiative

This most recent series of steps taken to help protect IPR at trade events is an example of how the federal government is expanding its efforts to put a halt to the trade in pirated and counterfeit goods under the Strategy Targeting Organized Piracy, or STOP! Initiative. First announced in 2004, the STOP! Initiative is a comprehensive program that coordinates efforts by various government agencies to protect the IPR of U.S. companies.

The Commerce Department, through the Patent and Trademark Office and the International Trade Administration, is a prime player in this fight to protect IPR. Under the STOP! Initiative, the Commerce Department is helping U.S. companies and individuals find information about IPR protection and assisting them in developing strategies to address their IPR problems abroad.

Trade Events a Key Enforcement Venue

The Commerce Department is involved in trade shows and their organization in several ways. It sponsors trade shows through some industry-specific offices, such as the Office of Textiles and Apparel. On a broader scale, the U.S. and Foreign Commercial Service, a unit of the International Trade Administration, operates a full range of trade promotion services, including trade missions and catalog shows. In addition, the Commercial Service certifies and promotes shows through its Trade Fair Certification program.

(See sidebar on page 3.)



The U.S. pavilion at the 2004 National Association of Manufacturers trade show in Chicago, Illinois. New protections for intellectual property at trade fairs sponsored or certified by the Commerce Department went into effect in October.

Overseas Shows Included in Effort

Exhibitors in overseas shows that are promoted or certified by the Commercial Service can also expect some additional services from commercial officers stationed at U.S. embassies. Commercial Service officers will now be present at certified or sponsored events. They will work with show owners and U.S. organizers to communicate to U.S. exhibitors the IPR policies and procedures for the show. They will also assist U.S. exhibitors in addressing IPR complaints by helping them find legal counsel and by facilitating communications and discussions among exhibitors with IPR disputes.

Benchmarking Overseas Shows

These new rules affect domestic shows and U.S. pavilions in overseas shows, but the policies of foreign show organizers (and how they apply to non-U.S. pavilions at their shows) vary widely. The Department of Commerce is working to benchmark the overall IPR protections, rules, and procedures at these overseas trade shows. As part of this effort, the Commercial Service will contact foreign show organizers and ask them to explain their IPR policies and procedures. This information, when shared with U.S. exhibitors who are considering whether to participate in an international show, will help potential exhibitors to better understand the IPR environment they will face at the event.

This policy of IPR protection at trade shows—and its eventual expansion to overseas venues—is a vital step in protecting U.S. economic interests. “The trade fair IPR initiative leads by example,” Huber said. “We hope that trade fairs in other countries will follow our lead.”

Sebastian Wright is an international trade specialist with the International Trade Administration's Market Access and Compliance unit.

For More Information

U.S. companies or individuals wanting to learn more about protecting IPR can find information on the Department of Commerce's “StopFakes” Web site at www.stopfakes.gov.

What is Trade Fair Certification?

The U.S. Department of Commerce's Trade Fair Certification program is a cooperative arrangement between private-sector show organizers and the U.S. government to increase U.S. exports and to expand U.S. participation in overseas trade shows. Through the U.S. and Foreign Commercial Service, the program provides Department of Commerce endorsement, show-related services, and promotional support for private-sector organizers to recruit and to build a U.S. pavilion at selected foreign trade shows. A U.S. pavilion provides high-quality opportunities to facilitate the export marketing efforts of participating U.S. firms. For more information on this program, visit www.export.gov/comm_svc/trade_fair_certification.html.

In the future, all of those events will have increased standards for IPR protection. Exhibitors will be required to affirm that they own, or are properly licensed to sell and display, the intellectual property that they are displaying or selling. In addition, exhibitors will be required to abide by the IPR policies of the show.

U.S. pavilions—the Department of Commerce-sponsored exhibitor pavilions within larger international trade fairs that have been certified under the Trade Fair Certification program—will be required to help protect the intellectual property of their U.S. exhibitors in the following ways:

- Conduct outreach to U.S. exhibitors before a show to help them understand the importance of securing IPR by giving them information on the STOP! Initiative and on IPR protection and enforcement.
- Advise exhibitors of the show's IPR policies and procedures to address IPR infringement.
- Assist exhibitors with procuring legal representation during the event.

Factors determining whether the Commerce Department will sponsor or certify an event will include the overall IPR environment and effectiveness of protecting IPR at the show. Don Huber, program manager of the Commercial Service's Trade Fair Certification program, noted, “We want to help U.S. companies protect their IPR at trade fairs that the Department of Commerce sponsors or certifies. We want international trade fair organizers to directly support combating counterfeiting and piracy.”

U.S.–Canada Lumber Accord

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future imports. Because letters from domestic producers indicate that the companies would not be harmed by Canadian imports while the agreement's provisions are observed, the Commerce Department will not initiate an AD or CVD case on softwood lumber from Canada while the agreement is in effect.

"Finding a durable solution for the long-standing dispute over softwood lumber trade is an important achievement for both the United States and Canada. With this issue behind us, we can focus on expanding opportunities in our commercial relationship, which is already the largest bilateral trade relationship in the world," said Gutierrez in announcing those actions. "U.S.–Canadian trade results in trillions of dollars that flow across our borders, creating jobs in both countries and stimulating economic growth. As we implement this agreement, I will work to ensure that our greater relationship grows and prospers."

End of Litigation

Under the terms of the agreement, critical pieces of the litigation about trade in softwood lumber will come to an end, and unrestricted trade will occur in favorable market conditions. When the lumber market is soft, as it is currently, Canadian exporting provinces can choose either to collect an export tax that ranges from 5 to 15 percent as prices fall or to collect lower export taxes and limit export volumes. The agreement also includes provisions to address potential Canadian import surges, to provide for effective dispute settlement, to distribute the AD and CVD deposits currently held by U.S. Customs and Border Protection, and to discipline future trade cases.

Committee to Oversee Future Implementation

The agreement establishes the binational Softwood Lumber Committee, which is composed of U.S. and Canadian government officials. The committee will oversee the implementation of the agreement, which includes supervising working groups that are estab-

lished to address specific issues. The working groups will address technical issues as they arise under the agreement, such as the accuracy of the data used to determine the level of taxes and limits on Canadian exports. One working group will also develop substantive criteria and procedures for establishing whether a region in Canada uses market-determined timber pricing and forest management systems, which could exempt that region's softwood lumber from the agreement's export measures. The Commerce Department will play a significant role in the Softwood Lumber Committee and the working groups.

“Finding a durable solution for the long-standing dispute over softwood lumber trade is an important achievement for both the United States and Canada.”

Secretary of Commerce
Carlos M. Gutierrez

Two Iraqis Receive Gold Medal Award for Work with the Commercial Service

Heroic work by two Iraqi nationals to establish the Commercial Service's Baghdad post is recognized at a ceremony in Washington, D.C.

Two Iraqi employees of the U.S. and Foreign Commercial Service (USFCS), a Shia and a Sunni, were awarded the Commerce Department's highest award—the Gold Medal for Heroism—at a ceremony held in Washington, D.C., on November 8, 2006. The two men, who have asked that they not be identified by name because of threats to their families in Iraq, were part of an Iraqi staff of five who helped to establish the USFCS's office in Baghdad in 2004. Such locally employed staff members are a vital part of overseas operations for the USFCS, which has a presence in more than 80 U.S. embassies. Especially in hardship posts such as Baghdad, employees make great personal sacrifices to provide the essential local knowledge needed to successfully operate a U.S. embassy's commercial section.

In Baghdad, insurgents, terrorists, and organized criminals ruthlessly target Iraqi citizens—especially professionals—who work for the U.S. government or the coalition. Both men had to expose themselves and their families to enormous risks to carry out their duties. Every day for two years, the men departed from their homes in Baghdad to embassy jobs in the international zone, running a gauntlet of surveillance, intimidation, and attack. As security deteriorated, so did their personal lives: their commutes became circuitous and they had to use aliases. Threats and stress eventually forced three of their colleagues who started the commercial section to resign.

Despite those challenges, during the past two years the men have led eight Iraqi business delegations to the United States and to Germany. Eventually, one of them was reassigned to Amman, Jordan, where he has helped open a new commercial section focusing on the Iraqi business community.



The two Iraqi employees of the USFCS who were awarded the Department of Commerce's Gold Medal for Heroism are seen here in May 2006 at the U.S. embassy in Amman, Jordan.

Both men saw their work with the commercial section of the embassy as a way to contribute to the rebuilding of their country. They have tirelessly encouraged, counseled, and cajoled Iraqi firms to reenter global commerce, where the companies serve as cultural bridges between Iraq and the world. The men's shared vision and hardships forged a powerful bond that transcends sectarian differences. They continue their close friendship to this day.

Doing Business with Iraq

The work that the two Iraqi employees have done for the USFCS is a vital part of the efforts by the U.S. government to rebuild the Iraq economy. The Iraq Investment and Reconstruction Task Force, a U.S. Department of Commerce clearinghouse of information for U.S. companies interested in Iraq, oversees part of this effort. The task force works closely with the U.S. embassy in Baghdad, other U.S. government agencies, and international organizations to provide companies with the latest information on the commercial environment and potential reconstruction business opportunities in Iraq. For more information, visit the task force's Web site at www.export.gov/iraq.

Weekly Updates on Trade Barriers Available by E-mail

“What’s New,” a weekly update service that contains the latest information regarding U.S. and foreign government practices, trade agreements, and other trade-related developments affecting access to foreign markets by U.S. firms, is now available at no charge to U.S. exporters. The Trade Compliance Center (TCC), a unit of the International Trade Administration, compiles the weekly e-mail service.

The TCC is the gateway to the U.S. Department of Commerce’s Trade Agreements Compliance program. This program coordinates a network of U.S. government resources designed to reduce or eliminate foreign trade barriers and to improve market access for U.S. workers, exporters, and investors. Foreign trade barriers are measures imposed by foreign governments that restrict, prevent, or impede investment in—or export of goods or services to—a country. When a complaint about such a barrier is received, the TCC organizes a case-management team of U.S. government experts to pursue the issue. Those experts work with foreign governments to resolve problems faced by U.S. firms attempting to access a foreign market. Their aim is to ensure that U.S. firms receive the full benefits of all trade agreements signed by the United States and its trading partners.

To sign up for the weekly “What’s New” service or to learn more about the TCC, visit the TCC’s Web site at www.trade.gov/tcc or contact the TCC at tel.: (202) 482-1191; e-mail: tcc@mail.doc.gov.

President’s Export Council Approves Letter on APEC Issues

The President’s Export Council, anticipating President George W. Bush’s participation in the upcoming meeting of the leaders of the Asia-Pacific Economic Cooperation (APEC) in Hanoi later this month, approved a letter of recommendation that calls on the United States to play a leadership role in APEC on a number of issues. As part of its duties, the council regularly issues

such letters of recommendation to the president on a wide range of trade-related matters. (See the June issue of *International Trade Update*.) The November 1, 2006, letter suggests that the president do the following:

- Urge APEC members to adopt government procurement policies that are technology neutral, encourage competition, and do not favor domestic suppliers over foreign producers.
- Continue working to ensure that intellectual property protection remains a top priority among APEC policy-makers.
- Press for stepped-up liberalization of capital markets and financial services within APEC countries.
- Support the advancement of the U.S. bilateral free trade agenda with APEC members.

Other issues discussed in the letter include support of APEC’s Life Sciences Innovation Forum, immigration and border management issues, and transparency and the rule of law.

The letter also noted, “Active U.S. engagement in regional forums such as APEC is essential to promote economic liberalization to bolster trade and investment. Barriers to trade and domestic protectionist sentiment are the norm rather than the exception in many such markets. These protectionist practices must be challenged.”

For more information on the President’s Export Council, or to read the full text of the letter of recommendation, visit the council’s Web site at www.trade.gov/pec.

Significant Future Growth Seen in U.S. Travel and Tourism Industry

The Department of Commerce is projecting record arrivals and receipts from international travelers to the United States in 2006. The forecast exceeds the previous record arrival year of 2000, when more than 51.2 million international travelers visited the country. The forecast examined years 2006 to 2010. By 2010, international arrivals will reach 63 million, an increase of 28 percent between 2005 and 2010 or an average

annual increase of about 5 percent. Money generated by travelers to the United States is a form of export that has made a significant contribution to the economy every year. These exports are projected to grow steadily in 2007 to nearly \$113 billion. By 2010, travel exports are expected to exceed \$135 billion.

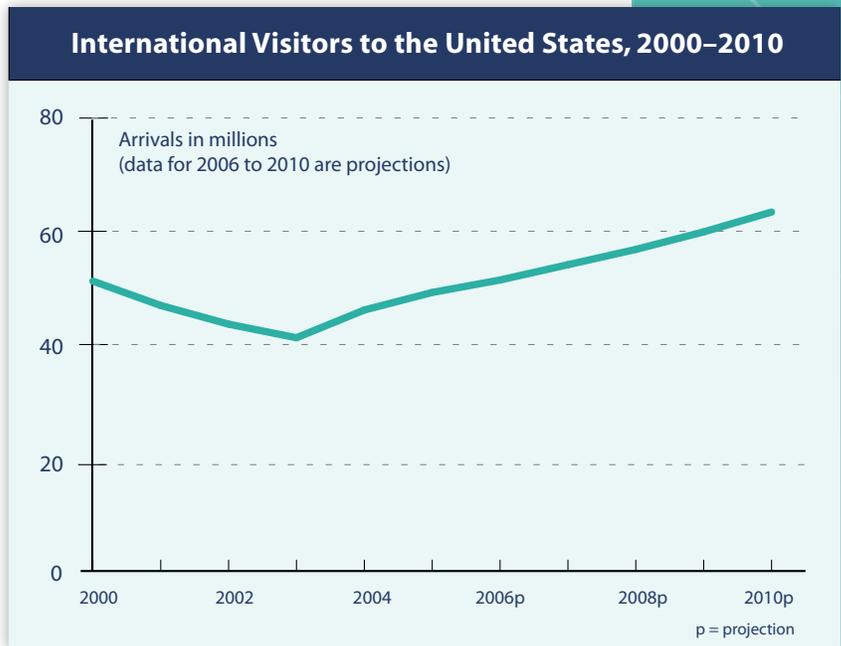
“The recent forecast is significant for America’s travel and tourism industry as well as our economy. A strong global economy will certainly boost visitation to the United States in the future,” said Ana M. Guevara, deputy assistant secretary of commerce for services. “This is particularly good news after international visitors added nearly \$103 billion to our growing economy in 2005.”

Visitor projections differ greatly by world region and country of origin. Visitation from the North American markets of Canada and Mexico, the top two origin countries, will grow at about the same rate as the average for all countries. Higher growth is projected for the Asian-Pacific markets of Australia, China, India, and South Korea. In addition, visitation from the South American markets of Brazil and Venezuela is expected to grow exponentially. Although lower growth is projected for Europe, the United Kingdom is projected to maintain its rank as the top overseas market.

Travel and tourism represents the top services export for the United States and has produced a travel balance-of-trade surplus since 1989. For official information on international travel to the United States, including additional information on the forecast, visit <http://tinet.ita.doc.gov>, and look under “TI News.”

Dialogues with China Focus on Steel and Information Technology

Jamie Estrada, deputy assistant secretary of commerce for manufacturing, was in Beijing, China, on October 19 and 20, 2006, to cochair a dialogue on steel between the United States and China. The dialogue is one of two trade dialogues with China—the other focuses on telecommunications—that have been taking place during the past year. The two dialogues are being held under



Source: U.S. Department of Commerce, International Trade Administration.

the auspices of the Joint Commission on Commerce and Trade (JCCT), an annual government-to-government forum that was established in 1983 to develop and facilitate the U.S.–China commercial relationship. The dialogues are the result of a commitment made by China in late 2005 to enter into discussion on those two industries.

The October steel talks were a follow-up to meetings held with Chinese officials in March 2005. The talks consisted of one day of government-to-government discussions on issues such as intergovernmental cooperation, subsidies, and market access. A second day of government and industry sessions focused on investment, production, bilateral capacity, industry consolidation, trade trends, and industry-to-industry contacts. Other officials participating in the steel dialogue were Timothy Stratford, assistant U.S. trade representative for China affairs, and Chen Yin, director general of foreign affairs in the Chinese Ministry of Information Industry.

According to Estrada, the steel dialogue is in a foundational phase. “While we are pleased that the

December 4-5**Business Development Mission to India****www.export.gov/indiamission**

After late November's India Business Summit (see October 2006 *International Trade Update*), business participants will join Franklin L. Lavin, under secretary of commerce for international trade, in spin-off business matchmaking missions in Bangalore, Chennai (Madras), Hyderabad, Mumbai, and New Delhi.

December 4-8**ITU Telecom World 2006 Hong Kong, China****www.itu.int/world2006**

With about 14,500 visitors expected daily and 1,000 exhibitors from across the spectrum of the industry, this show will be a major venue for information and communications technology providers. For more information, contact Jennifer Harrington of the USFCS, tel.: (202) 482-0595; e-mail: jennifer.harrington@mail.doc.gov.

December 4-7**U.S.-Libya Oil and Gas and Energy Exhibition****Tripoli, Libya
www.pwnexhibicon.com**

Libya is projected to spend more than \$30 billion on its oil, gas, and energy infrastructure during the coming years. With the reopening of the Libyan market, this trade show will offer opportunities for U.S. companies to showcase their products and services. For more information, contact Kevin Haley of the USFCS, tel.: (202) 482-6434; e-mail: kevin.haley@mail.doc.gov.

December 5-6**Airport, Port, and Transport Security Show 2006****London, United Kingdom
www.apts-expo.com**

This show will give vendors the opportunity to display their products and services to senior security and law enforcement professionals in the United Kingdom and European Union. Some 300 delegates and 3,000 visitors are expected. For more information, contact Lisa Cogan of the USFCS, tel.: +44 (0) 20-7894-0472; e-mail: lisa.cogan@mail.doc.gov.

December 5-7**ChileCasinos 2006 Santiago, Chile****www.chilecasinos.cl**

This three-day show will include innovations in gaming machines and services, as well as casino operations. The 2005 show featured more than 150 exhibitors and 3,000 visitors in 5,000 square meters of exhibition space. For more information, contact Claudia Melkonian, tel.: +56 (2) 330-3312; e-mail: claudia.melkonian@mail.doc.gov.

December 5-7**Mobile Office 2006 Paris, France****www.mobileoffice.fr**

This three-day show is devoted to the European market for mobile office technology, such as wireless communications, mobile marketing, geolocation, and more. Around 200 exhibitors are expected. For more information, contact Charles Defranchi of the USFCS, tel.: +33 (01) 43-12-28-63; e-mail: charles.defranchi@mail.doc.gov.

December 5-8**OSEA 2006 Suntec City, Singapore****www.osea-asia.com**

This event brings together professionals in the oil and gas industry throughout Asia Pacific and beyond. The USFCS and the show's organizer have included an official U.S. pavilion. For more information or to register, contact Mark Wells of the USFCS, tel.: (202) 482-0904; e-mail: mark.wells@mail.doc.gov.

December 6**Embassy Security Seminar Ottawa, Canada****www.export.gov**

Targeted at technical representatives, this event offers U.S. companies the opportunity to demonstrate how their technologies can meet Canadian government security technology needs. U.S. Ambassador David H. Wilkins will host a follow-up reception. For more information, contact Connie Irrera of the USFCS, tel.: (514) 908-3662; e-mail: connie.irrera@mail.doc.gov.

December 14**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.

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

January 8-11

International Consumer Electronics Show
Las Vegas, Nevada
www.cesweb.org

Some 2,700 exhibitors from 130 countries, as well as 140,000 attendees, are expected to be at this 40th edition of the largest trade show devoted to consumer technology. For information, contact Jennifer Harrington of the USFCS, tel.: (202) 482-0595; e-mail: jennifer.harrington@mail.doc.gov.

January 10-13

Heimtextil
Frankfurt, Germany
www.heimtextil.messefrankfurt.com

Home textiles are the focus of this show. Last year, there were 2,810 exhibitors from 73 countries and 89,073 trade visitors. For more information, contact Mary-Lynn Landgraf of the Office of Textiles, tel.: (202) 482-7909; e-mail: mary-lynn_landgraf@ita.doc.gov.

January 29-February 1

Arab Health 2007
Dubai, United Arab Emirates
www.arabhealthonline.com

This year's event is expected to draw more than 2,000 companies in pharmaceuticals, medical services, laboratory equipment, rehabilitation equipment, and related fields. For more information, contact Lisa Huot, tel.: (202) 482-2796; e-mail: lisa.huot@mail.doc.gov.

Short Takes

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Chinese are willing to engage in this conversation, a lot of work remains ahead, and we hope to see more progress in future meetings. We are looking to the Chinese government to take decisive and positive action."

Estrada participated in a similar series of meetings on telecommunications capitalization this past January and August as part of the JCCT telecommunications dialogue. Those talks were a follow-up to the commitment made by the Chinese government to adjust its high registered capital requirements for telecommunications service providers.



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

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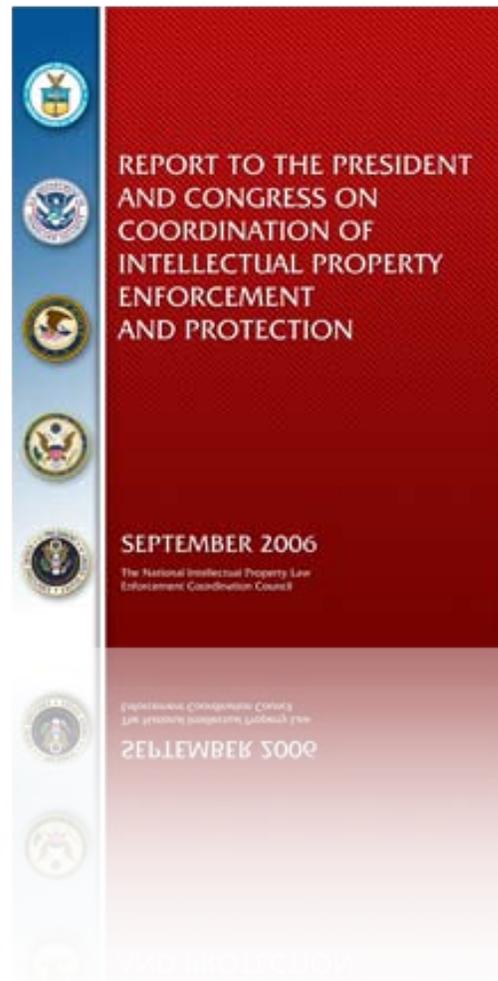
Report Details Strategies for IP Enforcement and Protection

The National Intellectual Property Law Enforcement Coordination Council recently released a comprehensive report on what the federal government is doing to protect intellectual property rights (IPR) and what it plans to do in the future. The council was established in 1999, and it brings together key entities within the federal government that are responsible for intellectual property enforcement, including the Department of Commerce.

Violation of IPR is a significant problem for U.S. rights holders. The report notes that “theft of American intellectual property strikes at the heart of one of our greatest comparative advantages—our innovative capacity.” Such theft has become widespread. In just one industry, pharmaceuticals, the World Health Organization has estimated that 10 percent of all products available worldwide are counterfeit.

Under the leadership of the Office of the U.S. Coordinator for International Intellectual Property Enforcement, an office established in 2005, the federal government has made progress in a number of areas to combat the theft of intellectual property. Those areas include leading the interagency STOP! Initiative, working with international partners such as the G8 and the European Union to implement intellectual property strategies, and increasing seizures of fake and counterfeit goods by U.S. Customs and Border Protection.

According to the report, priorities for the upcoming year include expanding the presence of U.S. intellectual property policy and law enforcement attachés in U.S. embassies (see related story on page 2), strengthening laws and penalties related to IPR enforcement, and providing better resources and assistance to small and medium-sized enterprises.



For More Information

Copies of the National Intellectual Property Law Enforcement Coordination Council's report are available on the Internet at www.trade.gov. For the latest information on U.S. intellectual property enforcement efforts, visit www.stopfakes.gov.

U.S. Export Assistance Centers

ALABAMA

Birmingham: (205) 731-1331

ALASKA

Anchorage: (907) 271-6237

ARIZONA

Phoenix: (602) 640-2513
Tucson: (520) 670-5540

ARKANSAS

Little Rock: (501) 324-5794

CALIFORNIA

Bakersfield: (661) 637-0136
Fresno: (559) 227-6582
Indio/Cabazon: (760) 772-3898
Ontario: (909) 466-4134
Los Angeles (Downtown): (213) 894-4231
Los Angeles (West): (310) 235-7104
Monterey: (831) 641-9850
Newport Beach: (949) 660-1688
Oakland: (510) 273-7350
San Rafael (North Bay): (415) 485-6200
Sacramento: (916) 566-7170
San Diego: (619) 557-5395
San Francisco: (415) 705-2300
San Jose (Silicon Valley): (408) 351-3390
Ventura County: (805) 488-4844

COLORADO

Denver: (303) 844-6001

CONNECTICUT

Middletown: (860) 638-6950

DELAWARE

Served by the Philadelphia U.S. Export Assistance Center

DISTRICT OF COLUMBIA

Served by the Arlington, Va (NoVa) Export Assistance Center.

FLORIDA

Clearwater: (727) 893-3738
FT. Lauderdale: (954) 356-6640
Jacksonville: (904) 232-1270
Miami: (305) 526-7425 ext. 27
Orlando: (407) 968-8122
Tallahassee: (850) 942-9635

GEORGIA

Atlanta: (404) 897-6090
Savannah: (912) 652-4204

HAWAII/PACIFIC ISLANDS

Honolulu: (808) 522-8040

IDAHO

Boise: (208) 364-7791

ILLINOIS

Chicago: (312) 353-8040
Libertyville: (847) 327-9082
Peoria: (309) 671-7815
Rockford: (815) 316-2380

INDIANA

Indianapolis: (317) 582-2300

IOWA

Des Moines: (515) 288-8614

KANSAS

Wichita: (316) 263-4067

KENTUCKY

Lexington: (859) 225-7001
Louisville: (502) 582-5066

LOUISIANA

New Orleans: (504) 589-6546
Shreveport: (318) 676-3064

MAINE

Portland: (207) 541-7430

MARYLAND

Baltimore: (410) 962-4539

MASSACHUSETTS

Boston: (617) 424-5990

MICHIGAN

Detroit: (313) 226-3650
Grand Rapids: (616) 458-3564
Pontiac: (248) 975-9600
Ypsilanti: (734) 487-0259

MINNESOTA

Minneapolis: (612) 348-1638

MISSISSIPPI

Mississippi: (601) 965-4130

MISSOURI

St. Louis: (314) 425-3302
Kansas City: (816) 421-1876

MONTANA

Missoula: (406) 542-6656

NEBRASKA

Omaha: (402) 597-0193

NEVADA

Las Vegas: (702) 388-6694
Reno: (775) 784-5203

NEW HAMPSHIRE

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