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COLORADO EXPORT RESOURCE DIRECTORY 1988

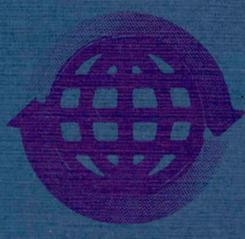
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U.S. & Foreign
Commercial Service



U.S. Small Business
Administration



Rocky Mountain
Export Council



State of Colorado
International Trade Office

COLORADO EXPORT RESOURCE DIRECTORY

1988

The Colorado Export Resource Directory for 1988 has been revised as an aid to manufacturers, agricultural producers and service providers attempting to initiate the sale of goods and services from Colorado to markets outside the United States. The tremendous export potential for Colorado products and services has sparked a growing need for such a directory.

This directory has been designed as a reference manual of Colorado services in Colorado which are available to exporters. Rather than simply list names, the editors have made an effort to provide a brief explanation of services that the exporter can expect to receive. The listing of a company does not imply a business endorsement.

Please note that the directory has been assembled with limited resources. Omissions, if any, of other firms or individuals who presently perform international services for Colorado manufacturers are unintentional. For corrections or inclusions in the next directory, contact the U.S. & Foreign Commercial Service at (303) 844-3246 or the U.S. Small Business Administration at (303) 294-7001.

We wish you success as you explore the exciting world of international trade. Your expansion to overseas markets will not only benefit your company, but bring additional economic growth and prestige to the State of Colorado and the Nation.

The U.S. Department of Commerce/U.S. & Foreign Commercial Service, the U.S. Small Business Administration, the Colorado International Trade Office and the Rocky Mountain Export Council are ready to assist you in your expansion to overseas markets. If we can be of service, please call on us.

Sincerely,

James W. Manis
Deputy Director
U.S. Department of Commerce
U.S. & Foreign Commercial Service
Denver District Office

Dennis R. Chrisbaum
Regional International
Trade Officer
U.S. Small Business Administration

Vance Baugham
Director
Colorado International Trade Office

Dratin Hill, Jr.
District Director
U.S. Small Business Administration
Denver District Office

COLORADO EXPORT RESOURCE DIRECTORY

1988

ACKNOWLEDGEMENTS

This directory was originally initiated as a project for the Denver District Office, U.S. & Foreign Commercial Service (US&FCS) intern program. We have carried on with this tradition for the 1988-89 edition for two important reasons: (1) its importance as a learning tool in the overall development of the intern program, and (2) its timeliness as an export resource for Colorado's growing international business community.

The 1988-89 edition of the Colorado Export Resource Directory is the revised copy of the Export Services Directory published by the US&FCS interns in 1984. The Colorado Businessman's Guide to Export Assistance published in 1985 has also been revised, improved and incorporated into the Colorado Export Resource Directory.

The editors at the U.S. & Foreign Commercial Service and the U.S. Small Business Administration greatly appreciated all the support and encouragement they received from the export community in researching this directory. Appreciation is extended to US&FCS Deputy Director, Jim Manis, Paul Bergman, Ann Tull, Rosemarie Coffin, Barbara Leichty and Kristi Wiggins who offered their valuable time and expertise to improve the quality and content of this publication.

The extensive research efforts involved in compiling this directory were accomplished by a dedicated and thorough team of assistants and interns. We would like to acknowledge these individuals because this publication would not have been possible without their help. We thank: Sampson Amofo, Kate Lessley and Edwin Vanotoo (SBA), Michael Clark, Jeff Gullinson, Jennifer Lyle, Amy Naudet, Robbie Robertson, Merwyn Spencer, and Laura Uthoff (US&FCS).

Compiled and Edited by:

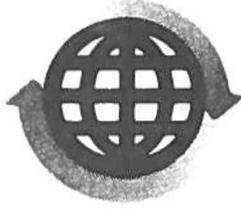
The U.S. & Foreign Commercial Service
The U.S. Small Business Administration

Published by:

The U.S. Small Business Administration
The Rocky Mountain Export Council
The U.S. & Foreign Commercial Service

In Cooperation With:

The Colorado International Trade Office



rocky mountain export council

Dear Members of the International Trade Community:

Never before has exporting and international trade been a more important component of our national economy.

Public officials and private business people alike have recognized the dynamic benefit that international trade will bring to our region.

Whether you are looking for marketing data, technical data, financial assistance, or just an experienced exporter to talk to, you will find here the organizations with people to help you. The data and assistance you will need are readily available.

Like the scouts who brought our forerunners to Colorado, these people have been there, and it is our hope that their assistance will make your journey into international business less difficult and more successful.

Sincerely,

ROCKY MOUNTAIN DISTRICT EXPORT COUNCIL

Bradley A. Pelsue
Chairman

COLORADO EXPORT RESOURCE DIRECTORY

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☆ Local Agencies ☆

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U.S. DEPARTMENT OF COMMERCE
U.S. & FOREIGN COMMERCIAL SERVICE

The U.S. & Foreign Commercial Service (US&FCS) of the U.S. Department of Commerce's International Trade Administration provides counseling and export-related services to the business community through its 70 offices in the United States and its 120 offices located in 68 countries. This network is complemented by industry and country specialists based in Washington, D.C. who have the responsibility for monitoring their areas of assignment for world trends and developments. The Denver District Office of the US&FCS has as its primary objective to identify businesses in the Rocky Mountain area whose goods and services have a viable export potential in foreign markets and to assist those interested firms in developing appropriate knowledge, techniques and contacts to sell successfully in foreign markets.

The professional staff of US&FCS/Denver can consult with you on:

- * Trade and investment opportunities abroad
- * Foreign markets for U.S. products and services
- * International market development plans and strategies
- * Financing aid to exporters
- * Export insurance
- * Major overseas projects contract information
- * Tax advantages of exporting
- * International trade exhibitions/missions
- * Business facilitation services
- * Trade dispute assistance
- * Export licensing requirements

In addition to this general counseling, the types of services and products available from US&FCS/Denver can be divided into six areas: 1) Market identification and assessment; 2) Market research; 3) Trade contact services; 4) Overseas export promotion; 5) Export regulations, documentation and licensing; and 6) Educational workshops on exporting, on country markets and trade policy concerns.

US&FCS/Denver also maintains a marketing information center which is available for public use. This information center is used as a reference library by people interested in specific trade opportunities with other countries and how to go about taking advantage of those opportunities. It is also used as a research library by people who are identifying and quantifying new international markets for their products and services. The library holds a wealth of information, including country, industry and subject files. It also contains the U.S. Census Bureau statistics on U.S. imports and exports. The library is open Monday through Friday from 9:00 A.M. to 4:00 P.M., or by appointment.

U.S. Department of Commerce
U.S. & Foreign Commercial Service
721 19th Street, Room 113
Denver, CO 80202
(303) 844-3246
FAX # (303) 844-5651

U.S. SMALL BUSINESS ADMINISTRATION
INTERNATIONAL TRADE PROGRAM

The U.S. Small Business Administration (SBA) serves the small business community that is interested in international trade by providing export counseling; sponsoring training seminars and workshops; providing basic market research; sponsoring or co-sponsoring overseas export promotion events; and, providing financial assistance for export expansion.

Export Counseling is provided at no charge to potential and current small business exporters by executives, advanced business students and professional consultants. Members of the Service Corps of Retired Executives (SCORE) and the Active Corps of Executives (ACE), with years of practical experience in international trade, can assist small firms in evaluating their export potential and in making recommendations that will strengthen their operations. Advanced business students, working through the SBA's Small Business Institute program at major universities, will research foreign markets for individual companies and assist them by preparing Export Marketing Plans for the firms. Professional counselors and training programs also are available through the SBA-supported Small Business Development Center (SBDC) program. (See next page.)

Training programs on international trade are sponsored by the SBA throughout the year, frequently in cooperation with the U.S. Department of Commerce/International Trade Administration (DOC/ITA), the SBDC network, the Colorado International Trade Office and other local organizations.

Market Research statistics are available free of charge through the SBA's Export Information System (XIS). Available for 2700 Standard International Trade Classification (SITC) product categories, the XIS Data Reports provide a list of the 25 largest importing markets for a small business's product, the 10 best markets for U.S. exporters of that product by market share and sales volume, and five year trends within those markets for both U.S. exporters and the major competitor. This information can be used as a screen of world markets to determine whether or not there is export potential for a particular product and, if so, which countries should be researched further, using market research available from the DOC/ITA and other sources.

Export Promotions Events often are crucial to a small business's successful entry into foreign markets. Under a Memorandum of Understanding between the SBA and the DOC/ITA, the two organizations actively recruit small firms to participate in overseas promotion events, with a special emphasis on the U.S. Government-sponsored "Matchmakers" events held around the world.

Export Trade Financing is provided by the SBA's Export Revolving Line of Credit (ERLC) program, under which the SBA will guarantee up to 90% of a bank line of credit. Proceeds may be used to finance the pre-export working capital needs of the small exporter. An applicant may have other SBA loans in addition to an ERLC, as long as the total outstanding exposure for the SBA does not exceed \$500,000 per company. Under a co-guarantee agreement between the SBA and the Export-Import Bank, firms can be covered up to \$1,000,000. The maximum maturity for lines under this program is 18 months.

District International Trade Officer
Small Business Administration
721 19th Street, 4th Floor
Denver, CO 80202
(303) 844-6515
FAX # (303) 844-6539

SMALL BUSINESS DEVELOPMENT CENTER NETWORK

The Small Business Development Center Network in Colorado is funded by the U.S. Small Business Administration and the State of Colorado primarily through the Community College System. The centers, situated throughout the state, provide business training programs, technology transfer assistance, and specialized business and international trade counseling at select locations. Arapahoe Community College is the lead institution in the network in providing training, research and counseling on international trade. It also plans to begin offering an Associate Degree in International Trade during 1988. Please contact the center nearest you to get a schedule of training programs and an indication of counseling services that are available.

SMALL BUSINESS DEVELOPMENT CENTERS - COLORADO

Adams State College
Alamosa
Colorado 81002
(303) 589-7161

Front Range Community College
3645 W. 112 Avenue
Westminster, Colorado 80030
(303) 466-8811

Arapahoe Community College
5900 S. Santa Fe Drive
Littleton, Colorado 80120
(303) 797-5712

Lamar Community College
2400 S. Main
Lamar, Colorado 81052
(719) 336-2248

Colorado Mountain College
Post Office Box 5288
Steamboat Springs, CO 80477
(303) 879-3288

Morgan Community College
300 Main Street
Fort Morgan, Colorado 80701
(303) 867-3351

Community College of Aurora
791 Chambers Road
Aurora, Colorado 80011
(303) 360-4745

Pikes Peak Community College
5675 S. Academy Boulevard
Colorado Springs, Colorado 80906
(719) 576-7711

Community College of Denver
1111 West Colfax
Denver, Colorado 80204
(303) 556-2891

Pueblo Community College
900 W. Orman Avenue
Pueblo, Colorado 81004
(719) 549-3224

Delta Montrose Vocational School
1765 U.S. Highway 50
Delta, Colorado 81416
(303) 874-7671

Red Rocks Community College
12600 W. 6th Ave., Dept. 22
Golden, Colorado 80401
(303) 989-6624

Denver Chamber of Commerce
1600 Sherman Street
Denver, Colorado 80203
(303) 534-3211

Trinidad State Junior College
600 Prospect Street
Trinidad, Colorado 81082
(719) 846-5541

U.S. DEPARTMENT OF COMMERCE

BUREAU OF CENSUS

The Bureau is a general purpose, statistical agency which collects, tabulates, and publishes a wide variety of statistical data about the people and the economy of the Nation. These data are utilized by the Congress and by the public, generally in the development and evaluation of economic and social programs.

The principal functions of the Bureau, as they relate to international trade, include current statistics on U.S. foreign trade, including data on imports, exports and shipping methods. The US&FCS/Denver resource library contains this comprehensive information.

Bureau of Census
Regional Census Center
6900 W. Jefferson
Lakewood, CO 80235
(303) 969-7750
FAX # (303) 980-5325

**"STATES' FOREIGN TRADE FIGURES
ARE FINALLY BECOMING CLEARER"**

(Excerpts from a July '87 article in the Wall Street Journal)

Which states do the most import-export business? In the past, you could make an educated guess and that was it. While the government, from customs documents, could tell you the value of imports clearing the docks in San Francisco or New Orleans, no one was keeping track of the states where the goods were destined. Nor could you find a state-by-state breakdown showing where products bound for export were actually produced.

The Census Bureau has filled this void. Using information culled from revised Shippers Export Declaration forms, the Bureau has begun tabulating state trade activity by dollar value. The figures, updated monthly, can be found in the Census Bureau publication "Highlights of U.S. Export and Import Trade," located in the US&FCS/Denver resource library.

U.S. DEPARTMENT OF TREASURY

CUSTOMS SERVICE

The major responsibility of the U.S. Customs Service is to administer the Tariff Act of 1930 as amended. Customs officials are able to offer assistance in the areas of the assessment and collection of U.S. duties, taxes, and fees on imported merchandise; the enforcement of customs and related laws; and the administration of certain navigation laws and treaties.

As a major enforcement organization, the Customs Service combats smuggling and fraud and enforces the regulations of numerous other Federal agencies at ports of entry and along the land and sea borders of the United States. The Customs Office is available to answer questions you may have concerning import restrictions, U.S. duty rates and customs regulations.

In addition, Operation EXODUS, is an export enforcement program administered by U.S. Customs which is designed to inspect and interdict exports suspected of violating the U.S. Export Administration Regulations. For further details on this program and others contact:

Denver U.S. Customs
4735 Oakland Street
Denver, CO 80239
(303) 361-0716, 0712
FAX # (303) 361-0722

WHAT IS DRAWBACK?

Historically, the word "drawback" has denoted a situation in which a duty or tax, lawfully collected, is refunded or remitted, wholly or partially, because of a particular use made of the commodity on which the duty or tax was collected.

Specifically, upon exportation of the manufactured article a recovery, or "drawback," equal to 99 percent of the duties paid on the foreign raw materials is permitted. In addition to recovery of ordinary duties, the exporter is permitted to drawback countervailing duties, marking duties, antidumping duties, and certain Internal Revenue taxes. Contact US&FCS/Denver or U.S. Customs for further information.

GOVERNOR'S OFFICE OF INTERNATIONAL TRADE

The International Trade Office (ITO) promotes the export of Colorado products, reverse investment, and tourism in order to create jobs and strengthen Colorado's economy.

ITO participates in major trade and catalog shows overseas in order to expose Colorado products to new channels of distribution. Trade missions, often led by Governor Roy Romer, offer Colorado companies the opportunity to achieve their international sales objectives. ITO Trade Specialists will meet with company officials to offer marketing assistance in maximizing the firm's participation in these events. ITO also organizes and co-sponsors seminars throughout Colorado which cover topics of interest to companies who are new to export marketing.

ITO promotes direct foreign investment into Colorado. ITO promotes Colorado as a business location by organizing overseas missions. Colorado business community leaders meet with business decision makers in targeted countries to explain the advantages to investing and doing business in Colorado. Overseas offices recently established in Tokyo and Taipei promote Colorado's favorable business climate to potential investors.

In conjunction with the Colorado Tourism Board, the ITO promotes Colorado as a vacation destination in conjunction with trade missions, trade and catalog shows and investment missions.

International Trade Office (ITO)
1625 Broadway
Suite 1710
Denver, CO 80202
(303) 892-3852
FAX # (303) 892-3820

COLORADO DEPARTMENT OF AGRICULTURE

MARKETS DIVISION

The Colorado Department of Agriculture, Markets Division, counsels new and currently active exporters of agricultural commodities, providing guidance and assistance in the entry to or expansion of export activities.

Increasing international trade in the State's agricultural business sector is a top priority for the Markets Division. The Market Specialists work closely with the International Trade Office and other agencies in Colorado to present various seminars and workshops on international trade.

Agricultural certification is another service available to Colorado exporters offered by the Colorado Department of Agriculture. Many seed and food crops may require field inspection for disease and insects. While requirements vary by country and commodity, it is important to have the crop inspected in the field before harvest.

The Markets Division has received a Target Export Assistance (TEA) grant which is designed to increase food exports to Europe. The United Kingdom and West Germany have been selected as target markets for this program. The Markets Division also provides the Trade Leads Program which lists international trade opportunities on a daily basis. For information on these programs contact:

Colorado Department of Agriculture
Markets Division
1525 Sherman Street
Denver, CO 80203
(303) 866-3561
FAX # (303) 892-3820

NEW DEVELOPMENTS...

The Markets Division is embarking on a new program to assist Colorado agricultural exporters in entering the markets of Japan, the United Kingdom, West Germany, South Korea, Singapore, and Taiwan, particularly. Large national trade shows, restaurant promotions, and small, in-country trade shows for selected products will provide exposure to these specific markets.

COLORADO HOUSING FINANCE AUTHORITY

The Colorado Housing and Finance Authority (CHFA) has developed programs specifically to help Colorado's small exporters and those exporters which have had little experience with financing export transactions and extending credit to overseas customers. The Colorado General Assembly gave CHFA the authority in 1984 to establish a program to provide Colorado exporters with export credit insurance protection against political and commercial credit risks on sales to foreign buyers.

CHFA markets Colorado Credit Insurance, available through a program offered by the Export-Import Bank of the United States (Eximbank). CHFA provides financing for accounts receivable insured by Colorado Export Credit Insurance. CHFA is certified to originate loans under other Eximbank loan and loan guarantee programs. CHFA also offers counseling to Colorado exporters about financing options for export transactions. For more information, please contact:

Colorado Housing Finance Authority
777 Pearl Street
Denver, CO 80203
(303) 861-8962 or
800-332-3062 (Statewide Toll Free)
FAX # (303) 830-0038

IN NEED OF A CREDIT REPORT?

The U.S. & Foreign Commercial Service can provide concise background reports on a potential trading partner which typically include the reputation and payment history information, trade and credit references, and an assessment of suitability as a trading partner.

World Trade Data Reports (WTDRs) offer an effective way to evaluate and screen potential customers, agents, and distributors before you enter into a business relationship or ship any goods. The service is \$75.00 and usually takes four to six weeks for processing. US&FCS/Denver can provide further information.

Other international credit report services include:

Dunn & Bradstreet, Inc.
99 Church Street
New York, NY 10007
(212) 285-7000

ATP International
U.S. Agents: Owens Credit
Services, Inc.
13825 ICOT Boulevard
Clearwater, FL 34620
(813) 531-8797

COLORADO CHAMBERS OF COMMERCE

THE GREATER DENVER CHAMBER

One of the Chamber's major contributions to the international business community in Colorado is the publication of the Colorado International Trade Directory. The Directory lists firms in Colorado that either export or import, their trading partners, and the amount of trade in dollar volume. The Directory also lists firms that provide services for international business.

As do most of the international trade organizations in Colorado, the Greater Denver Chamber offers brokerage and referral services to interested Colorado firms by appointment. The Chamber has a resource room available for public use and offers assistance in determining a firm's market research needs.

Due to its large international network, the Chamber has an extensive network of firms and contacts overseas. It has increased its commitment in the international community to work with other agencies to foster growth and development in Colorado.

The Chamber's increased database capability also will serve to improve its ability to offer information to both member and non-member firms. The Chamber also regularly participates in and sponsors foreign trade seminars.

The Greater Denver Chamber
1600 Sherman Street
Denver, CO 80203
(303) 894-8500

DID YOU KNOW...

The Greater Denver Chamber currently offers a free, multi-media briefing on Denver's growth, assets as a business location, major employers, corridors of development, and lifestyle. Recent enhancements to this presentation include translated versions into both Chinese and Japanese! These briefings are arranged on an appointment basis only.

COLORADO SPRINGS ECONOMIC DEVELOPMENT COUNCIL

The Colorado Springs Economic Development Council has a very active International Trade Committee. Over the past two years, the committee has sponsored a series of seminars dealing with all aspects of international trade. The committee has established an International Ambassadors program, which involves a database of company employees that travel abroad. They are provided with a "kit" of information on Colorado Springs and, on a volunteer basis, they help promote trade and/or reverse investment.

The committee also serves as the focal point for all visitors and delegations from abroad wishing to do business in Colorado Springs. Meetings, receptions, lunches and other activities such as tourist tours are provided.

Colorado Springs Economic Development Council
International Trade Committee
P.O. Drawer B
Colorado Springs, CO 80901-3002
(719) 635-1551
FAX # (719) 634-2461

The following Chambers of Commerce offer referral services:

Pueblo Chamber of Commerce
P.O. Box 697
Pueblo, CO 81002
(303) 542-1704

Canon City Chamber of Commerce
P.O. Bin 749
Canon City, CO 81212
(303) 275-2331

Montrose Chamber of Commerce
550 North Townsend
Montrose, CO 81401
(303) 249-5515

Boulder Chamber of Commerce
P.O. Box 73
Boulder, CO 80306
(303) 442-1044

Longmont Area Chamber of Commerce
528 North Main
Longmont, CO 80501
(303) 776-5295

Centennial Chamber of Commerce
1101 West Mineral Avenue, Suite 160
Littleton, CO 80120
(303) 795-0142

Fort Collins Chamber of Commerce
225 South Meldrum
Fort Collins, CO 80521
(303) 831-7411

C.U. BUSINESS ADVANCEMENT CENTER

The C.U. Business Advancement Center at the University of Colorado offers business management and specialized consulting services to eligible small businesses in all counties of Colorado. Services are delivered from offices in Boulder, Pueblo, Grand Junction, Cortez, Colorado Springs, and Burlington.

Direct management and technical assistance is delivered by CUBAC professional consultants who work one-to-one with small business owners or managers in a one-time consultation or through a long-term consulting agreement. These consultations provide the business owner/operator with guidance, information and consulting on management, financial analysis, market development, business feasibility, loan packaging, business diagnostic and business planning. As well as being professional business consultants, the SBAC staff also have direct, real world experience as small business owners and managers. Priority is given to small businesses outside the Denver metropolitan area, which cannot afford private consulting services, and which evidence potential for successful positive impact on the economy.

The UCBAC Export Project currently involves a limited number of small firms in a one-year project to test a unique methodology to expose Colorado products and firms to international buyers. The UCBAC Export Consultant provides these firms with hands on guidance, market information, and assistance in international marketing.

Seminar and workshop presentations are available at the request of a local business group. These workshops are designed to improve techniques of successful business operation covering such topics as customer relations, business plans, cash flow analysis, federal procurement, exporting, financial analysis, and marketing.

The services of UCBAC are funded by U.S. Economic Development Administration, Colorado Office of Economic Development, University of Colorado, Defense Logistics Agency, private contributions, local area support, and nominal user participation fees.

C.U. Business Advancement Center
University of Colorado
1690 38th Street
Suite 101
Boulder, CO 80301
(800) 521-1243 or (303) 444-5723

ROCKY MOUNTAIN INTERNATIONAL BUSINESS SERVICE CENTER

The Rocky Mountain International Business Service Center is a joint venture between the University of Colorado and a non-profit organization, the International Executive Service Corps, that recruits retired U.S. executives and technical advisors who volunteer to share their expertise with businesses in developing nations. For more information contact:

Rocky Mountain International Business Service Center
1690 38th Street
Suite 2121
Boulder, CO 80301
(303) 442-8119

WHO IS STELA...?

STELA, a new concept in exporter service, has arrived at the U.S. Department of Commerce. She is a computer-generated voice unit that interfaces with a Department of Commerce database called ECASS (Export Control Automated Support System). This recently developed service will enable Colorado exporters to access the database for information on the current status of an export license application.

FOR STATUS CALLS:

1. Dial from push button phone (202) 377-2752
2. Wait. STELA will prompt.
3. Punch in case number. (a=1 b=2)
4. Use pound sign (#) to end.
5. Punch in other cases.
6. To quit, just hang up.

INTERNATIONAL TRADE ASSOCIATION OF COLORADO (ITAC)

ITAC's goal is to foster the development of trade between Colorado companies and international markets through the sponsorship of a variety of educational programs. These include topical seminars and forums with speakers of national and international prominence, marketing seminars and workshops, and other programs to broaden the international perspective of Colorado businesses. ITAC coordinates with other international groups, chambers of commerce, and state offices to organize trade delegations to other countries, as well as hosting foreign delegations in this country.

ITAC has established a network of members from the local business community who are active in the field of international trade and are a valuable resource for businesses new to the international marketplace. ITAC publishes a monthly newsletter and sponsors a monthly meeting. For further information you may write or call ITAC at:

International Trade Association of Colorado
P.O. Box 4181
Denver, CO 80201
(303) 526-2443

DID YOU KNOW...

Colorado is a unique geographical center in North America and the World. Located on the 105th meridian, Denver is located exactly between Tokyo and Munich, allowing communications between Denver and these two cities to occur in the same day.

Another interesting fact is that Colorado is the only place in North America from which satellite transmissions to Asia and Europe can be transmitted through fiber optics with only one bounce!

JAPAN EXTERNAL TRADE ORGANIZATION (JETRO)

The Japan External Trade Organization (JETRO), is a non-profit, organization supported by Japan's Ministry of International Trade & Industry (MITI) and Japanese corporations. JETRO collects and provides to international business representatives extensive overseas trade and economic data, while encouraging exports to Japan by sponsoring seminars, purchasing missions and trade shows. JETRO is also involved with reverse investment in foreign countries. These activities are carried on through close coordination between the JETRO headquarters in Tokyo, the thirty JETRO offices in Japan, and the seventy-eight JETRO offices throughout the world.

JETRO Denver is the seventh and newest JETRO office in the United States, having opened in the Tabor Center in October 1986. Its regular staff of three people serves the states of Colorado, Nebraska and Wyoming. A government official from the Yamagata Prefecture, Colorado's Sister State in Japan, joined the regular staff to coordinate Sister State activities.

JETRO Denver
One Tabor Center
1200 17th Street
Suite 1410
Denver, CO 80202
(303) 629-0404
FAX # (303) 893-9522

PLANNING A TRIP, OR DOING BUSINESS IN JAPAN...?

HOLIDAYS IN JAPAN

January 1 - New Year Day
January 15 - Adult's Day
February 11 - National Foundation Day
March 21 - Vernal Equinox Day
April 29 - Emperor's Day
May 3 - Constitution Day
May 5 - Children's Day
September 15 - Respect for the Aged Day
September 23 - Autumnal Equinox Day
October 10 - Sports Day
November 3 - Cultural Day
November 23 - Labor Thanksgiving Day
December 29-January 3 - Government holiday

BUSINESS HOUR INFORMATION

Most offices are open from 9am to 5pm, Monday through Friday, except for the lunch hour which is usually from noon to 1pm; and from 9am to noon on Saturdays. Banks are open from 9am to 3pm Monday through Friday and 9am to noon on Saturday.

ROCKY MOUNTAIN DISTRICT EXPORT COUNCIL

The Rocky Mountain Export Council (RMEC) is one of a network of fifty-one district export councils (DEC) nationwide. It is an organization of leaders from companies and organizations whose international business knowledge and experience provide a source of professional advice, assistance, and program development to firms and persons seeking to develop or expand their export sales and operations.

The DECs are made up of over 1,800 nationwide members who are appointed by the Secretary of Commerce and who serve four year terms. The current term began on July 1, 1987. Locally, the Rocky Mountain Export Council consists of representatives from manufacturing, banking, academia, government, transportation and other service sectors.

Its objective is to provide an effective liaison between the U.S. Government and the business community and to stimulate maximum business participation in the national export effort. In Colorado, it serves as a communication link with the business community.

Rocky Mountain District Export Council
U.S. Custom House
721 19th Street, Room 113
Denver, CO 80202
(303) 844-3246

FOR SERVICE BUSINESSES...

"A Guide to Selling Your Service Overseas" is a marketing reference tool for both potential service exporters interested in marketing a service in the international arena and for experienced exporters who wish to expand their current markets.

To order contact the Rocky Mountain District Export Council.

☆ Local Business Support Services ☆

INTERNATIONAL TRADE FACILITATORS

The following list of companies offers a wide range of services and assistance, including: researching foreign markets for a client's products; traveling overseas to determine the best method of distributing the product; appointing distributors or commission representatives as needed in foreign countries; exhibiting the client's products at international trade shows; handling the routine details in getting the product to the foreign customer -- documentation, shipping, insurance, banking; preparing advertising and sales literature; counseling and advice to the exporter on all phases of international operations.

The companies in this section are divided into three categories: Export Management Companies (EMC) or Export Marketing Companies (EMC), Export Trading Companies (ETC), and International Trade Consultants (ITC).

The Export Management or Export Marketing Company acts as the export department for one or several manufacturers of noncompetitive products. The EMC is particularly important for firms with relatively small international volume or those that do not want to involve their own personnel in the international operations. These EMC firms range in size from one person to several or more. Due to their size limitations, EMCs usually specialize either by product, by foreign market or both. Typically, the EMC becomes an integral part of the marketing operations of the client companies. Working under the name of the manufacturers, the EMC functions as a low-cost, independent marketing department with direct responsibility to the parent firm. The EMC firm provides many services for the manufacturer, but, in all instances, the main functions are contact with foreign customers and negotiations for sales. The EMC may take full or partial responsibility for promotion of the goods, credit arrangements, physical handling, market research, and information on financial, patent, and export license matters. The EMC depends on commissions for compensation, but may also receive a retainer and various other fees.

EXPORT MANAGEMENT or MARKETING COMPANIES

All Seas Exporting, Inc.
11630 Garfield Street
Thornton, CO 80233
(303) 451-8313
Computer software and components

Bourgeois Export Corporation
2413 Washington Street
Denver, CO 80205
(303) 296-0166
Building materials and pharmaceuticals

Burns-Warren International Distributors
3500 East 17th Avenue Suite 231
Denver, CO 80206
(303) 320-1261
fax# 320-1262
Consumer goods, general export

Business Development Specialists, Int.
2340 Robinson Street
Colorado Springs, CO 80904
(719) 632-6149
fax# 632-2435

CARE, INC.
6165 Stormy Mountain Ct.
Parker, CO 80134
(303) 841-6807
tlx# 272577

Drake Beam Morin Inc.
1099 18th Street, Suite 2000
Denver, CO 80202
(303) 296-9500
Executive outplacement and career counseling

E-Line Systems Incorporated
5541 Central Avenue
Boulder, CO 80301
(303) 449-4955

I.C.O.B.A.
1620 Washington Street
Denver, CO 80203
(303) 837-8778
fax# 837-0929
Sporting goods and other consumer goods

International Trade Consultants
3634 South Hudson Street
Denver, CO 80237
(303) 758-1429
General export management, consulting, reverse investment specialists

International Trade Services
7114 W. Jefferson Ave., #100
Lakewood, CO 80235
(303) 988-2836

Jefferson Companies
2303 East Dartmouth
Englewood, CO 80110
(303) 758-2221
fax# 757-0958
Investment counseling, joint ventures, international expansion capital

John Conner Sports
4732 East Pearl Street
Boulder, CO 80301
(303) 444-5176
fax# 447-0349
Sporting goods, toys and novelties

Liaison International, Inc.
794 Ventura Street
Aurora, CO 80011
(303) 343-2122
Agricultural products, animal ovulation equipment

Nasmarc Sales and Marketing Consultants
5650 Greenwood Plaza Boulevard, Suite 206
Englewood, CO 80111
(303) 771-4201
Consumer goods

Rocky Mountain Export Company
11111 East Mississippi Avenue, Suite 101
Aurora, CO 80012
(303) 361-9422
Medical products, hydraulic and mining equipment, filter cleaning machines

Roos Group International
1805 South Bellaire Street
Suite 530
Denver, CO 80222
(303) 753-6900
fax# 753-6957
Telecommunications equipment

Sermont International
1700 Broadway Suite 720
Denver, CO 80290
(303) 830-8138
fax# 830-8145
Medical products, computer products and components

Service International
2473 Garden Way
Colorado Springs, CO 80907
(719) 593-9662
fax# 593 7521
Construction equipment, spare parts for U.S. made equipment, computers and communications technology

Smith, Beam, and Associates, Ltd.
999 18th Street Suite 1840
Denver, CO 80202
(303) 298-7601
Specializing in the People's Republic of China and the Far East

Western World Import & Export
2719-C Road
Grand Junction, CO 81503
(303) 243-3607

World Technology Group Incorporated
1675 Broadway, Suite 2200
Denver, CO 80202
(303) 592-5890; fax# 592-5882
Centers in Latin America, Asia and
the Middle East

World Trade Counselors
3634 South Hudson Street
Denver, CO 80237
(303) 758-1429

An Export Trading Company (ETC) is an organization designed to facilitate the export of U.S. goods and services. It can be either a trade intermediary, providing export related services to producers, or an organization set up by producers themselves. An ETC is similiar to an Export Management Company. Traditionally, however, EMC's do not take title to goods being exported and typically provide only export facilitation services. An ETC is generally understood to be an organization that generally provides a broader range of services than an EMC.

The Office of Export Trading Company Affairs (OETCA) of the U.S. Department of Commerce has the lead role in implementing the provisions of the ETC Act of 1982. OETCA issues these licenses for Export Trading Companies. These licensed ETCs can handle "competing" products and receive direct trade financing from banks. An ETC does not have to be licensed by OETCA to function as an Export Trading Company. If not licensed by OETCA, an ETC performs much the same service as an EMC. At the present time, there are no licensed ETCs in Colorado.

EXPORT TRADING COMPANIES

C. ITOH & Company (America) Inc.
One Tabor Center
1200 17th St., Ste 2190
Denver, CO 80202
(303) 572-7777
FAX# (303) 294-9512
Hi-Tech, Textiles, and Chemicals

Continental Trading Company
7955 E. Arapahoe Court, Suite 3700
Englewood, CO 80112
(303) 779-5430
FAX# (303) 779-5494
General products

Du-Val Industrial Foreign Trade Corporation
3000 South Platte River Drive
Englewood, CO 80110
(303) 987-1110
Specializing in meat processing machinery

F.L. Kleinberg and Company
1050 Walnut Street
Boulder, CO 80302
(303) 442-6794
fax# 442-3287
Data processing equipment, electronics and telecommunications spares, and microcomputers

Hakuto Company Ltd.
11990 Grant Street Suite 201
Northglenn, CO 80233
(303) 457-8210
fax# 451-0858
Specializing in high technology products

International Traders
4411 East Kentucky
Denver, CO 80206
(303) 756-6985
fax# 758-4415
General export

La Salle International Traders
1850 South Bellaire Street, Suite 326
Denver, CO 80222
(303) 758-6747
Medical products

Micromedex, Incorporated
660 Bannock Street Suite 350
Denver, CO 80204
(303) 623-8600
fax# 623-0221

Mountain States Export Company, Ltd.
303 West Colfax Suite 775
Denver, CO 80204
(303) 620-7172
Agricultural and medical equipment; clinical information databases

Pacific International Trading Co., Inc.
1805 South Bellaire Suite 215
Denver, CO 80222
(303) 758-8912
General export

Smith & Smith Co. Ltd.
3773 Cherry Creek Drive North, Suite #670
Denver, CO 80209
(303) 388-5992
fax# 329-3781

Sumitomo Corp. of America
1560 Broadway, #600
Denver, CO 80202
(303) 623-2236
FAX# (303) 831-0272
All types of products

Tiara Trading Company, Inc.
518 Tiara Drive
Grand Junction, CO 81503
(303) 241-8032
fax# 241-8032
General export

U.S. Interface, Incorporated
P.O. Box 808
Franktown, CO 80116-0808
(303) 688-6070
fax# 688-6106
Medical equipment and electronics computer peripheral products, and general trade

Wexco International Corporation
900 Broadway
Denver, CO 80203
(303) 832-1461
Technical and biomedical instruments

World Technology Group Incorporated
1675 Broadway, Suite 2200
Denver, CO 80202
(303) 592-5890
fax# 592-5882
Centers in Latin America, the Middle East, and Asia

Zenchiku Inc.
5310 DTC Parkway, Suite H
Englewood, CO 80111
(303) 220-0520
fax# 220-0547
Beef products

DID YOU KNOW...

What the 12 most common mistakes of potential exporters are?

1. Failure to obtain qualified export counseling and to develop a master international marketing plan.
2. Insufficient commitment by top management to overcome the initial difficulties and financial requirements of exporting.
3. Insufficient care in selecting overseas distributors.
4. Chasing orders from abroad around the world instead of establishing a basis of profitable operations and orderly growth.
5. Negotiating export business when the U.S. market booms.
6. Failure to treat international distributors on an equal basis with domestic counterparts.
7. Assuming that a given market technique and product will automatically be successful in all countries.
8. Unwillingness to modify products to meet regulations or cultural preferences of other countries.
9. Failure to print service, sales, and warranty messages in locally understood languages.
10. Failure to consider use of an export management company.
11. Failure to consider licensing or joint-venture agreements.
12. Failure to provide readily available servicing for the product.

International Trade Consultants offer services to the exporter other than product movement. These services span a broad spectrum, from offering consulting services specializing in international trade, market analysis for your product, competition analysis, marketing strategies, suggested methods of financing and recommended channels of distributions. They should help you assess your company's ability to export before you get started.

INTERNATIONAL TRADE CONSULTANTS

Arrioja Consultores, S.C.
9000 East Chenango Suite 202
Englewood, CO 80111
(303) 796-7437
Health services

Artist & Associates
1301 Pennsylvania Street, #760
Denver, CO 80203
(303) 860-1616

Barrett Consulting
1918 Spruce Street
Boulder, CO 80302
(303) 449-6836
fax# 449-6837
Marketing & sales; electronics/telecommunication/multiple sight retail - Far East and Europe

John Betz and Associates
5405 Quay Street
Arvada, CO 80002
(303) 422-4959
Transportation , and distribution management consulting

Career Directions, Incorporated
3900 East Mexico Avenue, Suite 608
Denver, CO 80210
(303) 869-4421
Consulting services

Co-Gen-Ko International
999 18th Street Suite 1450
Denver, CO 80202
(303) 297-3377
Technology transfer

Energy and Resource Consultants, Inc.
P.O. Drawer 0
Boulder, CO 80306
(303) 449-5515
fax# 443-5684
Economic and systems engineering analysis services in electric and gas utilities, alternative energy engineering, minerals development, water resources planning

Eur-America
1661 Krameria
Denver, CO 80220
(303) 388-9027
International advertising, marketing, and communications

Euro:Soft Incorporated
2540 Frontier Suite 200
Boulder, CO 80301
(303) 447-2363
fax# 449-2897
Software for technical translation, software conversion to other languages,
laser composition in multi-lingual text and consulting for international
marketing

Great West International, Inc.
6970 S. Holly Circle, #203
Englewood, CO 80112
(303) 741-3770
Agricultural products, raw materials, pharmaceuticals

Bill Groom
Post Office Box 6130
Colorado Springs, CO 80934
(719) 685-1283
Compliance and documentation software development

Kurt A. Huag
7885 East Kettle Avenue
Englewood, CO 80112
(303) 721-9364
fax# 792-2416
792-3910
International consulting/Japan

Hydro-Triad, Ltd.
1310 Wadsworth
Lakewood, CO 80216
(303) 238-6022
Waters resources, dams and environmental

International Communications & Research Associates (ICRA)
1430 Larimer Square, Suite 304
Denver, CO 80202
(303) 534-3138
Far East, Technical engineering; S. America, sourcing & matching

International Trade Investment Corporation, Inc.
P.O. Box 10494
Denver, CO 80210
(303) 782-9551

JMW
4705 B Spine Road
Boulder, CO 80301-3265
(303) 530-5588
General consulting

Matthews, Rossi and Associates
7400 East Orchard Road, Suite 210
Englewood, CO 80111
(303) 741-3105
fax# 741-3131
Human resource and management consultants

RWM & Associates, Inc.
2496 South Patton Court
Denver, CO 80219
(303) 922-7306
General Consulting

Scientific Management Corp.
4060 S. Cherry Street
Englewood, CO 80110
(303) 758-9244
fax# 388-3031
Technological transfers and commodity sales with China

Shelter International
2230 6th Street
Boulder, CO 80302
(303) 449-6863
Consulting for the international lodging and hospitality industry

Technology Management, Inc.
685 West Gunnison Suite 108
Grand Junction, CO 81505
(303) 242-66154
Chemistry and engineering

The Exporter's Specialist
P.O. Box 707
Arvada, CO 80001
(303) 423-3181
International business and taxation consultation

VSA International Corporation
Post Office Box 24771
Wellshire Station
Denver, CO 80222
(303) 758-9491
Export development, promotion, marketing, finance, strategic planning,
technology transfers, joint ventures

J. Wada and Associates, Inc.
8248 South Locust Street
Englewood, CO 80112
(303) 721-1081
fax# 220-8958
Specializing in medical and optical equipment

World Publications USA Inc.
1228 15th Street Suite 306
Denver, CO 80202
(303) 825-2436
Printing broker

CUSTOMS BROKERS

Customs Brokers provide customs clearance, delivery, and services relating to United States Custom Law. The majority of their work relates to shipments inbound to the United States from a foreign country.

Some Customs Brokers may provide bonded warehouse space to hold goods awaiting clearance by U.S. Customs or for re-export of Customs bonded goods. Some freight forwarders, trucklines, and moving and storage companies also may have bonded warehouses.

Customhouse Brokers are licensed and approved by the U.S. Customs Service, Department of the Treasury. They work closely with U.S. Customs on behalf of the importer or exporter. They are well versed in all aspects of import law, duty, tariffs, and import quotas.

W.J. Byrnes & Company
4195 Oneida Street
Denver, CO 80216
(303) 320-5921

GT International
Post Office Box 38489
Denver, CO 80238
(303) 322-8500

Customs Clearing Service
Licensed Customhouse Broker
2534 West 40th Avenue
Denver, CO 80211
(303) 477-7528

Gerald L. Gumbert Co., Inc.
10600 E. 54th Ave., Unit E
Denver, CO 80238
(303) 371-9550
fax# 373-0850

Expeditors International
5180 Smith Road, Unit A
Denver, CO 80216
(303) 331-0337
fax# 331-0430

Harper Robinson & Company
6405 East 48th Avenue
Commerce City, CO 80022
(303) 289-4955
fax# 287-5123

Arthur J. Fritz & Companies
5353 Joliet Street
Denver, CO 80238
(303) 371-8130

Horton & Associates
4730 Oakland St., Suite 100
Denver, CO 80239
(303) 375-0161

Malone & Associates Inc.
1401 17th St., Suite 1550
Denver, CO 80239
(303) 298-7700

CUSTOMS BROKERS

Peter Ralin
2708 E. 14th Avenue, #4
Denver, CO 80206
(303) 394-4225

Charles M. Schayer & Company
3839 Newport Street
Denver, CO 80238
(303) 399-5160

E.L. Ramo & Company
4755 Paris
Denver, CO 80239
(303) 371-2120
fax# 372-2125

Schenkers International
Forwarders, Inc.
4700 Lima Street
Denver, CO 80239
(303) 371-7050
FAX # (303) 371-7121

Royal International
Custom Brokers Inc.
7456 Park Lane
Longmont, CO 80501
(303) 530-4443

Ronald Vertrees
dba/Customs Clearing Service
Post Office Box 39562
Denver, CO 80239
(303) 477-7528

FOR FASTER CUSTOMS CLEARANCE...

- * Include all information required on your customs invoices.
- * Prepare your invoices carefully. Type them clearly. Allow sufficient space between the lines. Keep the data within each column.
- * Make sure that the invoices contain the information that would be shown on a well prepared packing list.
- * Mark and number each package so that it can be identified with the corresponding marks and numbers appearing on your invoice.
- * Show on your invoice a detailed description of each item of goods contained in each individual package.
- * Comply with the provisions of any special laws of the United States which may apply to your goods, such as the laws relating to foods, cosmetics, alcoholic beverages, and radioactive materials.

INSURANCE BROKERS

Insurance brokers arrange individual policies for single shipments and policies for multiple shipments transported during a specific period of time. Insurance is needed to protect yourself and your buyer against damage or loss of goods.

Insurance policy terms of coverage vary based on your needs and/or the buyer's specifications. Insurance premiums are based on value, mode of transportation, number and type of risks, and destination of the goods. Coverage for some risks may be expensive or unavailable, if there are unstable political or economic situations in the country of destination.

Insurance premiums are usually more expensive for transportation by vessels than for transportation by airline. Premiums for individual shipment policies are more expensive than for policies covering an exporter's standard liability coverage.

Insurance brokers also can arrange coverage for assets and contract risks in a foreign country. Insurance brokers provide claim services and packaging consultation. Most freight forwarders, shippers agents, and airlines also provide various insurance services.

Alexander & Alexander
370 17th St., #2300
Denver, CO 80202
(303) 592-5550

Frank B. Hall & Co.
4100 E. Mississippi, Ste. 800
Denver, CO 80210
(303) 758-7688

American International Group
of Insurance Companies
1225 17th Street, Suite 2770
Denver, CO 80202
(303) 295-7111

Insurance Agency of California
910 15th Street, Suite 1000
Suite 1000
Denver, CO 80202
(303) 534-2133

Chubb & Son, Inc.
6400 S. Fiddler's Green Circle
Suite 1600
Englewood, CO 80111
(303) 770-8700

Fred S. James Insurance
Post Office Box 6174
Denver, CO 80207
(303) 758-4400
fax# 758-2302

Chubb & Son, Inc.
6400 S. Fiddler's Green Circle
Suite 1600
Englewood, CO 80111
(303) 770-8700

Johnson and Higgins, Inc.
950 17th Street, Suite 1850
Denver, CO 80202
(303) 893-3444
fax# 893-3444

Arthur J. Fritz & Companies
5353 Joliet Street
Post Office Box 39905
Denver, CO 80239
(303) 371-8130

Marsh & McLennan Inc.
1700 Lincoln St., #2900
Denver, CO 80203
(303) 861-7111
fax# 861-8123

INSURANCE BROKERS

Milek Insurance Services, Inc.
5353 W. Dartmouth #303
Denver, CO 80227
(303) 988-7277

Schenkers International
Forwarders, Inc.
4700 Lima
Denver, CO 80239
(303) 320-8378

Charles M. Schayer & Co.
Post Office Box 38367
3839 Newport Street
Denver, CO 80238
(303) 399-5160

Transglobal Insurance Corp.
Pine Ridge Professional Bldg.
Post Office Box 2019
3720 S. Colorado Hwy. 74
Evergreen, CO 80439-2019
(303) 674-1321
tlx# 510 601 4535

Merchandise Export

U.S. two-way trade totaled \$677 billion in 1987, with exports of \$253 billion and imports of \$424 billion, and a deficit of \$171 billion.

The United States exported 5.4 percent of its gross national product in 1987--after a peak of 8.1 percent in 1980 and a decline to 5.1 percent in 1986. In 1986, West Germany exported 25.9 percent, Canada 25.1 percent, the United Kingdom 19.3 percent, and Japan 10.5 percent.

Exports account for about 14 percent of U.S. production of goods.

Total U.S. merchandise exports are comprised of 79 percent manufactured goods, 12 percent agricultural commodities, and 9 percent (primarily) mineral fuels and crude materials.

Total U.S. merchandise imports are comprised of 80 percent manufactured goods, 11 percent mineral fuels, and 12 percent agricultural commodities and other goods.

From 1891 through 1970, the United States had an unbroken string of trade surpluses. After 1970, it had deficits in every year except 1973 and 1975.

FREIGHT FORWARDERS

International freight forwarders provide air or ocean quotations, pick-up, inland transportation, export documentation, insurance, and export transportation. They provide steamship or airline schedules, arrange booked spaces for your cargo, and offer assistance on transportation and foreign customs regulations. Freight forwarders can control the total transportation of a shipment through their system of international offices and agents. They can arrange for customs clearance at destinations and provide delivery to your consignee.

Most international freight forwarders offer several levels of service. In general, all provide both straight carrier movement and forwarder consolidation. Straight carrier movement involves the forwarder acting as an agent for the steamship line or airline. The forwarder receives the shipment, prepares the carrier's bills of lading, and tenders the shipment. He receives a commission from the carrier for his agency work.

Forwarder consolidation involves the forwarder preparing his own company's bill of lading. In air freight, the forwarder's airway bill is commonly called a house airway bill or consolidated airway bill. In ocean shipping, the bill of lading is that of the forwarder's company and the steamship line. Forwarders publish their own rates for consolidation movement which are most often lower than that of the carrier. They assign each shipment an individual bill of lading on their form, group the cargo for several shippers, and tender all the cargo as one shipment to the carrier. A single carrier bill of lading is assigned to the entire shipment and consigned to the forwarder's office or agent at destination. The forwarder at the destination acts as a breakbulk station at which the individual forwarder's bill of lading and cargo are separated, cleared, and delivered.

Most forwarders' air or ocean consolidations work well due to the control their developed and extensive systems provide. Straight carrier movement may provide quicker transit at a higher cost, while consolidation provides a longer transit time at a lower cost.

International freight forwarders advance short-term credit on transportation costs. They will charge forwarding and service fees based on the amount of work they perform in arranging bookings and export documentation. Most freight forwarders perform air, ocean, import, and export services. Ocean freight forwarders are licensed by the Federal Maritime Commission and air freight forwarders are licensed by the International Air Transport Association.

Airborne Express
(3 locations)

6000 E. 58th
Commerce City, CO 80022
(303) 288-0075
fax# 286-7105

14884 E. Hinsdale
Englewood, CO 80111
(303) 680-9092

2825 Wilderness Pl., Ste. 1200
Boulder, CO 80301
(303) 939-8462

Air Cargo Association (Challenger)

Air Express International
4570 Ivy, Suite 300
Denver, CO 80216
(303) 321-4343
fax# 388-6534

Air Freight Forwarding Co., Inc.
6500b Stapleton Drive South
Denver, CO 80216
(303) 399-9845
fax# 399-9847

Air Freight System
5000 E. 74th Avenue
Commerce City, CO 80022
(303) 287-9671

Air, Land & Sea Inc.
4195 Oneida Street
Denver, CO 80216
(303) 320-6663
fax# 287-6304

Amerford Air Cargo
3955 Newport St., Unit D
Denver, CO 80207
(303) 333-5925
fax# 333-6277

American Shippers Co., Inc.
10550 E. 54th Ave., Unit A
Denver, CO 80239
(303) 373-9460
fax# 373-4075

Associated Air Freight
8125 E. 39th Avenue
Denver, CO 80207
(303) 320-6750
fax# 320-4267

Brink's, Inc.
1850 West Dartmouth
Englewood, CO 80110
(303) 761-6197
fax# 781-7397

Buehler Transfer Co.
3899 Jackson Street
Denver, CO 80205
(303) 388-4000
fax# 388-0296

Burlington Air Express
5400 Joliet Street
Denver, CO 80239
(303) 373-2440
fax# 373-5509

W.J. Byrnes Co./Byrnes Air
4195 Oneida Street
Denver, CO 80216
(303) 320-5921

C. F. Air Freight, Inc.
4120 Jackson Street
Denver, CO 80216
(303) 399-8403

Central Air Freight
6100 E. 58th Street
Commerce City, CO 80033
(303) 286-1375
fax# 941-3000, Ext. 316

Challenger International Freight
3700 Havana, Suite 212
Denver, CO 80239
(303) 371-9082
fax# 371-9088

Circle Air Freight Corp.
6405 East 48th Avenue
Denver, CO 80216
(303) 289-4951
fax# 287-5123

Denver Moving International
2030 S. Dahlia
Denver, CO 80222
(303) 757-3752
fax# 757-3394

Expeditors International
5180 Smith Road, Unit A
Denver, CO 80216
(303) 331-0337
fax# 331-0430

Arthur J. Fritz & Co.
5353 Joliet Street
Denver, CO 80239
(303) 371-8130
fax# 371-9119

Golden International Transport
111 S. Pratt Parkway
Longmont, CO 80501
(303) 447-0633
fax# 772-4085

GT International
Post Office Box 38489
Denver, CO 80238
(303) 289-8500

Harper Robinson & Co.
Post Office Box 38609
Denver, CO 80238
(303) 289-4955
fax# 287-5123

Intertrans
6731 E. 50th Avenue
Commerce City, CO 80022
(303) 288-8808
fax# 288-8823

Kintetsu World Express
6717 E. 50th Avenue
Commerce City, CO 80022
(303) 288-3228
fax# 287-8208

Kuehne and Nagel, Inc.
3390 Peoria Street
Aurora, CO 80010
(303) 364-1221
fax# 367-1113

MSAS Cargo International Ltd.
4433 Glencoe Street
Denver, CO 80216
(303) 355-3596
fax# 355-0603

Northern Air Freight, Inc.
4140 Jackson Street
Denver, CO 80216
(303) 329-0171
fax# 320-0297

Pilot Air Freight
10600 E. 54th Ave., Suite A
Denver, CO 80239
(303) 371-6944
fax# 375-0324

Profit Freight Systems
6100 Stapleton Dr. S., Unit B
Denver, CO 80216
(303) 321-4853
fax# 321-1034

Charles M. Schayer & Company
3839 Newport Street
Denver, CO 80207
(303) 399-5160
fax# 393-7084

Schenkers Int'l Forwarders, Inc.
4700 Lima Street
Denver, CO 80239
(303) 371-7050
fax# 371-7121

Seko Air Freight, Inc.
4999 Pontiac Street
Commerce City, CO 80022
(303) 289-5787

Union Air Transport G.M.B.H.
5475 Peoria Street, BLDG 4, Unit G
Denver, CO 80239
(303) 371-3970
fax# 371-3976

Weicker-Gruenhut
3333 Quebec Street, Suite 4040
Denver, CO 80207
(303) 388-9797

Wicker Moving & Storage Co.
(Allied Van Lines Agent)
2900 Brighton Boulevard
Denver, CO 80216
(303) 297-9797
fax# 296-0149

INTERNATIONAL COURTIERS

INTERNATIONAL AIRLINES

INTERNATIONAL AIRLINES provide rates, bookings, on-board flight confirmations, insurance, and transfers to connecting airlines for the scheduled flights they operate. They also may provide pick-up, airway bill preparation, payment terms, and customs clearance services.

Airlines serve all major cities of the world with a variety of jet aircraft. The airlines adjust their size, weight, or commodity restrictions, according to the limitations of the type of aircraft in operation. Flight schedules may change every three months due to seasonal changes in cargo volumes and passenger travel.

Rate and service competition is keen among airlines and many offer several levels of movement based on transit time and rate premiums. An airline will work directly with the exporter. However, use of an international freight forwarder may be more efficient and economical.

American Airlines
8100 Smith Road
Denver, Colorado 80207
1-800-334-7000
(303) 398-2784

Flying Tiger Line Inc.
Stapleton International Airport
Denver, CO 80207
(303) 398-2330

Cargo Development Group
Continental Airlines
1565 Vapor Trail
Colorado Springs, CO 80916
(719) 596-8079

Lufthansa Airlines
3333 Quebec Street, Suite 3300
Denver, CO 80207
(303) 333-5422

Continental Airlines
Cargo Development Group
9300 E. Smith Road
Denver, CO 80207
(303) 398-3200

Northwest Airfreight
Stapleton International Airport
Denver, CO 80207
(303) 398-2568

Delta Air Lines
Postal Contract, Station #20
Stapleton Int'l Airport #70366
Denver, CO 80207
(303) 393-2551

Trans World Airlines
7770 Smith Road, Unit A
Denver, CO 80207
(303) 398-2568

United Airlines
Stapleton International Airport
Denver, CO 80207
(303) 398-4269

INTERNATIONAL COURIERS

International couriers provide specialized services for moving urgent small packages and documents to international destinations. They may provide several levels of service, ranging from accompanied valuables to unaccompanied documents. International couriers are often used for armed protection of valuables and urgent documents of a contract-bidding nature.

International couriers usually provide door-to-door service by performing the pick-up, arranging flights, meeting the aircraft at destination, clearing customs, and making delivery. Couriers serve different destinations based on where they have their own offices or representation.

Air Express International
4570 Ivy Street
Denver, CO 80216
(303) 321-4343

Airborne Express (3 locations)
6000 E. 58th
Commerce City, CO 80022
(303) 288-0075
fax# 286-7105

4884 E. Hinsdale
Englewood, CO 80111
(303) 680-9092

2825 Wilderness Pl., Ste. 1200
Boulder, CO 80301
(303) 939-8462

Brink's Inc. Air Courier Svc.
1850 W. Dartmouth Ave.
Englewood, CO 80110
(303) 761-6197
fax# 781-7397

Burlington Air Express
5400 Joliet Drive
Denver, CO 80239
(303) 373-2440
fax# 373-5509

DHL Worldwide Express
4200 Holly Street
Denver, CO 80216
(303) 388-9212

United Parcel Service
5020 Ivy Street
Commerce City, CO 80022
(303) 429-3340

U.S. Postal Service/Main P.O.
1823 Stout Street, Room 434
Denver, CO 80266-9621
(303) 297-6182

Emery & Purolator Worldwide
Courier & Cargo (3 locations)
4500 Havana Street
Denver, CO 80239
(303) 371-8520
fax# 375-9100

3263 Oakland Street
Aurora, CO 80010
(303) 363-7600
fax# 343-9115

6600 Smith Road
Denver, CO 80207
(303) 321-6779

Federal Express Corp.
5010 Centennial Blvd.
Colorado Springs, CO 80919
(719) 630-3111
fax# 594-4188

Network Courier
4950 E. 41st Avenue
Denver, CO 80216
(303) 320-8444
fax# 333-2291

QuickPak Worldwide
8250 Smith Road
Denver, CO 80207
(303) 780-4050

TNT Mailfast
12445 E. 39th Ave., #301
Montbello, CO 80239
(303) 373-2556

RAILROAD CONSOLIDATORS AND CONTAINER FREIGHT DEPOTS

Container freight depots make lease agreements with most steamship lines and railroads to guarantee a supply of ocean containers for the Rocky Mountain Region. Twenty and forty foot containers, as well as other specialty containers, are readily available. Container depots assist the exporter by having the necessary equipment available locally, which saves the exporter in both planning and execution time.

Railroad consolidators, also known as shipper's agents, provide lower costs for shipments from an inland point to an ocean port. They also perform some of the functions of a freight forwarder in tracing a shipment and following through to the point of delivery.

Railroad consolidators sell rail car or flat car space to shippers with less than car load freight. They provide a receiving station from which goods from several shippers are co-loaded into one rail or flat car. Railroad consolidators also assist shippers with single ocean containers by locating a third-party shipper with another single ocean container. The two containers then can move on one flat car with neither shipper having to pay a full flat car rate.

Alliance Shippers
8751 East Hampden Ave., Ste. B-5
Denver, CO 80231
(303) 695-7447

National Piggyback Services
650 Cherry Street
Suite 1230
Denver, CO 80222
(303) 321-1201

Complete Container Services
Division B.V.D. Inc.
Post Office Box 17888
Denver, CO 80217
(303) 428-6800
fax# 428-1054

KDN Consolidation
2481 Newland St.
Denver, CO 80214
(303) 237-2400
(303) 428-6800

RAILROADS

Atchison Topeka &
Santa Fe Railway Co.
1355 S. Colorado Blvd., Ste. C-3
Denver, CO 80222
(303) 757-0415

Denver & Rio Grande
P. O. Box 5482 T.A. Station
Denver, CO 80217
(303) 629-5533

Burlington Northern Railroad
14001 E. Iliff Avenue
Aurora, CO 80014
(303) 480-6379

Union Pacific Railroad
1735 19th Street
Denver, CO 80202
(303) 291-8368

STEAMSHIP LINES AND AGENCIES

American President Lines
4195 Oneida Street
Denver, CO 80216
(303) 355-4700
fax# 355-5689

Atlantic Container Line
12075 E. 45th Ave.
Suite #226
Denver, CO 80239
(303) 371-0810

Biehl & Co.
4730 Oakland ST. #200
Denver, CO 80239
(303) 371-0747

Buehler Mayflower Moving
and Storage
3899 Jackson Street
Denver, CO 80205
(303) 388-4000

MSAS Cargo International
4433 Glencoe Street
Denver, CO 80216
(303) 355-3596
fax# 355-0603

United Intermodal Line (NVOCC)
P. O. Box 38609
Denver, CO 80238
(303) 289-4955

TRUCKING COMPANIES

Advanced Intermodal Systems Inc.
104 Talamine Court
Colorado Springs, CO 80915
(719) 630-0454

American Shippers
10550 East 54th, Unit A
Denver, CO 80239-2902
(303) 373-9460

ANR Freight Systems:
(3 locations)
P.O. Box 5070
Denver, CO 80217
(303) 278-9900

4120 N. Cascade
Colorado Springs, CO 80907
(719) 598-2121

Building #26
Golden, CO 80401
(303) 278-9900

Buehler Mayflower Moving
and Storage
3899 Jackson Street
Denver, CO 80205
(303) 388-4000

Coast Freightways Co.
2201 19th Street
Denver, CO 80202
(303) 296-1428

Consolidated Freight
5333 E. 58th Avenue
Commerce City, CO 80022
(303) 288-0611

Dalby Transfer & Storage Inc.
2170 S. Hancock Expressway
Colorado Springs, CO 80910
(719) 390-5014

Edison Express
5300 E. 56th Ave., Unit G
Commerce City, CO 80037
(303) 289-5546

Federal Moving & Storage Inc.
705 E. Nichols Boulevard
Colorado Springs, CO 80907
(719) 471-1780

Fee Transportation Services
5565 E. 52nd Avenue
Commerce City, CO 80022
(303) 289-2261

Fraser Trucking Co.
6100 Stapleton Dr. S., Unit G
Denver, CO 80216
(303) 321-4854

Goeson Moving & Storage
613 Valley Street
Colorado Springs, CO 80915
(719) 596-3306

TRUCKING COMPANIES

Monitou Express Co.
2545 Carmel Drive
Colorado Springs, CO 80910
(719) 392-4296

Motor Cargo
5555 E. 58th Avenue
Commerce City, CO 80022
(303) 287-2900

NW Transport Service, Inc.
5601 Holly Street
Commerce City, CO 80037
(303) 289-3511

Security Moving and Storage Company
3235 N. El Paso
Colorado Springs, CO 80907
(719) 635-2952

Ward (Don) & Company
241 W. 56th Avenue
Denver, CO 80216
(303) 297-9779

Weicker Moving & Storage
641 Winters Drive
Colorado Springs, CO 80907
(719) 634-8821

Yellow Freight System
(2 locations)
15950 Smith Road
Aurora, CO 80011
(303) 343-9770

4810 Northpark Drive
Colorado Springs, CO 80907
(719) 598-7653

EXPORT PACKING COMPANIES

Export packing companies are equipped to pick up your shipment, take it to their facility, and pack it for international shipment. Export packing should protect the product from the effects of handling, transportation, storage, and weather. Packing companies usually perform to standard export crating and marking specifications. Special packing for instruments also can be provided.

Some export packers can perform their services at your facility or provide consulting design services for your own in-house packing operation. All crates should be clearly marked with the consignee's name, address, phone number, and international handling symbols. All marks should be accurately recorded on the export documentation for easier identification at the destination.

Export packing for truck, rail, or ocean shipments may consist of weather-protected crates. Packing for air shipments can be corrugated cartons. Freight forwarders, shippers' agents, steamship lines, and airlines should be consulted for information regarding packing requirements. Moving and storage companies also provide export packing.

Applied Technical Services
of Colorado, Inc.
P.O. Box 567
Arvada, CO 80001
(303) 422-5144

Brink's Incorporated
1850 West Dartmouth
Englewood, CO 80110
(303) 761-6197

Buehler Transfer Company
3899 Jackson Street
Denver, CO 80205
(303) 388-4000

Merritt Packing &
Crating Service
4770 Ivy Street
Denver, CO 80216
(303) 399-1810 or
(800) 525-1848

Weicker Moving &
Storage Co.
(Allied Vans Lines Agent)
2900 Brighton Boulevard
Denver, CO 80216
(303) 297-9797

FOREIGN TRADE ZONES

Foreign or free trade zones are secured areas legally outside a nation's customs territory. Their purpose is to attract and promote international trade and commerce. Foreign trade zones are usually located in or near customs ports of entry at industrial parks or terminal warehouse facilities.

Advantages to zone users may include:

*A cash flow advantage may accrue to users, since payment of Customs duties is deferred until goods enter U.S. Customs territory.

*Dutiable merchandise may be manipulated or manufactured into a product that is non-dutiable.

*Duties on foreign merchandise may be fixed upon entry into the zone. This forecloses a possibility of a future increase of duties or a change of tariff classification.

*Semi-finished import goods may be completed in the FTZ and exported duty free.

*Security of merchandise in a zone is enhanced by a 24 hour-a-day supervision by the U.S. Customs Service. Lower insurance rates, losses due to theft, and lower security expenses may result.

*Zone operations encourage the employment of American labor, machinery, technology, and management.

DENVER FOREIGN TRADE ZONE

Aspen Distribution, Inc.
5401 Oswego Street
Denver, CO 80239
(303) 371-2511

COLORADO SPRINGS FOREIGN-TRADE ZONE

The Colorado Springs Foreign Trade Zone is the largest zone in the United States - 2,271 acres. This permits the full range of benefits to users. In addition to warehouse space for lease, firms may purchase land and construct their own facilities for manufacturing, assembly, testing, warehousing, or distribution. The Zone is located adjacent to the Colorado Springs International Airport and is served by an excellent ground transportation network.

Colorado Springs Foreign-Trade Zone
4675 Aerospace Boulevard
Colorado Springs, CO 80925
(719) 390-5666

INTERNATIONAL BANKING & FOREIGN CURRENCY EXCHANGE

International Banks can handle all the financial details of your export transactions, including handling and confirming letters of credit, collections, and foreign currency exchanges. These firms also provide other services such as foreign currency traveler's checks, foreign drafts, and overseas cable services.

Central Bank 1515 Arapahoe Street Denver, CO 80292 (303) 893-3456	United Bank of Denver 1700 Broadway Denver, CO 80274 (303) 863-6311
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First Interstate Bank 633 17th Street Denver, CO 80270 (303) 293-5758	Colorado National Bank 17th Street at Champa Denver, CO 80217 (303) 893-1862
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Deak International Limited
1580 Court Place
Denver, CO 80202
(303) 571-0808

FINANCE, CREDIT, & INTERNATIONAL BUSINESS ASSOCIATION (FCIB)

The Finance, Credit, and International Business Association (FCIB) is an international subsidiary of the National Association of Credit Management. It provides ledger experience on buyers worldwide, country information on international finance and documentation, special credit reports, and a worldwide collection service.

National Association of Credit Management
Rocky Mountain Affiliate
789 Sherman Street
Suite 380
Denver, CO 80203
(303) 837-1280

ADDITIONAL FINANCIAL SERVICE ORGANIZATIONS
The following is a list of additional financial service organizations which are active in working with the U.S. & Foreign Commercial Service and the U.S. Small Business Administration.

Central Bank for Cooperatives
Post Office Box 5110
Denver, Colorado 80217
(303) 740-4000
FAX # (303) 740-4002

**Member of the Farm Credit System and Handling Domestic/
International Transactions Related to Agriculture.**

These companies handle other financial investment services including international leasing and financial consulting.

American Express Travel Related Services Co., Inc.
Payment Products
181 Inverness Drive West
Englewood, CO 80112
(303) 799-2156

Corporate Finance Associates
600 Seventeenth Street
Suite 710 North
Denver, Colorado 80202
(303) 623-5600

Intersource Capital Group Ltd.
Post Office Box 1883
Evergreen, Colorado 80439
(303) 850-9929

International Trade Investment Corporations, Inc.
Post Office Box 10494
Denver, Colorado 80210
(303) 782-9551

Limburg Investment Bank
5445 DTC Parkway, Suite 820
Englewood, Colorado 80111
(303) 220-1145
FAX # (303) 220-9256

INTERNATIONAL LAW FIRMS

The following list represents the local international law firms which are active in working with the U.S. & Foreign Commercial Service and the U.S. Small Business Administration.

Harry Arkin Attorney at Law 4155 E. Jewell Ave., Ste. 100 Denver, CO 80222 (303) 692-9110	Holme, Roberts & Owen 1700 Broadway, Ste. 1800 Denver, CO 80290 (303) 861-7000 Judith Roberts
Louise Aron Attorney at Law 1536 S. Ingalls, Suite B Lakewood, CO 80226-7016 (303) 922-7687	Lohf Shaiman & Ross 950 S. Cherry St., Ste. 900 Denver, CO 80222 (303) 753-9000 William P. Ross
Berenbaum & Weinshienk, Inc. 3773 Cherry Crk N Dr/Ste 880 Denver, CO 80209 (303) 388-0800 Charles A. Bewley	Andy Quiat 210 University Blvd., Ste. 900 Denver, CO 80206 (303) 830-2014
Thomas J. Burns Attorney at Law 3333 S. Bannock, Ste. 600 Englewood, CO 80110	John E. Reilly, P.C. 1554 Emerson Street Denver, CO 80218 (303) 830-2014
Calkins, Kramer Grimshaw & Harring 1700 Lincoln St, Ste 3800 Denver, CO 80203 (303) 839-3800 Doug Foore	Roper Mains & Cobb 1507 Pine Street Boulder, CO 80302 (303) 449-1023 Duncan A. Campbell III
Davis Graham & Stubbs 370 17th Street, Ste 4700 Denver, CO 80201 (303) 892-9400 Robert Rich	Rossi & Stone 370 17th St., Ste 4250 Denver, CO 80202 (303) 623-1393 Paul Haricle
Holland & Hart 555 17th St., Ste 2900 Denver, CO 80201 (303) 295-8000 Gary R. Burghart	Schaefer, Rooke & Nelson 738 Pearl Street Denver, CO 80203 (303) 861-8216 Gene Rooke
Holme, Roberts & Owen 1700 Broadway, Ste 1800 Denver, CO 80290 (303) 861-7000 Judith Roberts	Sherman & Howard 633 17th St., Ste. 3000 Denver, CO 80202 (303) 892-9400 Lucinda Low

For further information regarding other firms or attorneys with experience dealing in international matters, contact the Colorado Bar Association, International Law Forum, whose current chairperson is Judith L. Roberts with Holme, Roberts & Owen at (303) 861-7000.

U.S. SMALL BUSINESS ADMINISTRATION/
FEDERAL BAR ASSOCIATION AGREEMENT

Under an agreement between the U. S. Small Business Administration and the Federal Bar Association (FBA), a small firm can receive an initial, free consultation with an attorney to discuss legal issues and concerns relating to international trade. This is accomplished through the Export Legal Assistance Network. The Denver Contact for this program can be reached at (303) 922-7687, or call the SBA Denver District Office (303) 844-3984.

IMMIGRATION LAWYERS

This is a partial listing of lawyers specializing in immigration matters. These attorneys are all members of the American Immigration Lawyers Association and can provide further information and referrals concerning immigration matters. Please contact Chairperson Rebecca P. Burdette at (303) 629-1065.

Phil Alterman
Attorney at Law
621 17th Street, Ste 1555
Denver, CO 80293
(303) 294-0707

Robert G. Heiserman
Attorney at Law
1625 Broadway, Ste 2780
Denver, CO 80202
(303) 629-1065

Rebecca P. Burdette
Attorney at Law
1625 Broadway, Ste 2780
Denver, CO 80202
(303) 629-1065

Carol Hildebrand
Sherman & Howard
633 17th Street, Ste 2900
Denver, CO 80202
(303) 297-2900

Richard D. Gonzalez
Catholic Immigration Services
3417 W. 38th Avenue
Denver, CO 80211
(303) 458-0222

Dan Kowalski
Attorney at Law
621 17th Street, Ste 1555
Denver, CO 80293
(303) 298-0005

INTERNATIONAL ACCOUNTING FIRMS

The following firms maintain offices overseas and provide a wide range of tax, accounting and management services to exporting firms and to firms interested in overseas business investments.

Arther Andersen & Co.
717 17th Street
Suite 1900
Denver, CO 80202
(303) 295-1900

Ernst & Whinney
4300 Republic Plaza
Denver, CO 80202
(303) 534-4300

Deloitte, Haskins & Sells
1560 Broadway
Suite 1800
Denver, CO 80202
(303) 837-3000

Peat, Marwick Main & Co.
2300 Arco Tower
707 17th Street
Denver, CO 80202
(303) 296-2323

Price Waterhouse
950 17th Street
Suite 2600
Denver, CO 80202
(303) 893-8100

FUTURE CHANGES...

The Harmonized Commodity Description and Coding System, better known as the Harmonized System (HS), is a system for classifying goods in international trade which has been developed under the auspices of the Customs Cooperation Council (CCC) located in Brussels. The United States is represented in the CCC by the U.S. Customs Service.

The Harmonized System is intended to serve as a universally accepted product nomenclature that can be used for the classification of goods for the administration of customs programs, the collection of data on exports and imports, the determination of classification assessment of freight charges, the collection of transport statistics for each mode of carrier, and the collection of statistics on the volume of domestic production and/or shipments. It is anticipated that the implementation of the HS-based nomenclature for U.S. exporters will take effect probably January 1, 1989.

TRANSLATORS/LANGUAGE SCHOOLS

Companies that are one step ahead of their competitors have found that by translating their documents they become more competitive in their international sales. Yet a poor translation will give the foreign reader an image of inadequacy on the part of the American company, much as a poorly written English brochure might create a total lack of confidence by Americans in a foreign company.

Be sure to secure a translator that is an expert in the field in which the document is to be translated. Then the document should be edited for style and accuracy. Editing guarantees that omissions, misunderstandings, and overlooked ambiguities in the text will be resolved.

The following is a partial listing of area translators. They can provide services including document translation, act as verbal interpreters, and in some cases provide language instruction.

ABC Translating services
5595 Federal Boulevard
Denver, CO 80221
(303) 477-1234

Fiveney Associates
P.O. Box 10785
Denver, CO 80210
(303) 777-7774

Alliance Francaise
25 E. 16th Avenue
Denver, CO 80202
(303) 831-0304

Intercultural Translations
P.O. Box 7946
Boulder, CO 80306
(303) 449-3032

Andean Typing & Translation Svc.
14954 E. Radcliff Drive
Aurora, CO 80015
(303) 699-8145

Italian Translations & Lessons
1801 South Downing Street
Denver, CO 80201
(303) 744-7375

Berlitz School of Languages
100 Fillmore Street/Suite 470
Denver, CO 80206
(303) 399-8686

Johanes Jans Inc.
165 S. 33rd Street
Boulder, CO 80303
(303) 499-2222

Chinese Calligraphy
Chinese Language
1610 Longbow Court
Lafayette, CO 80026
(303) 665-6277

Linguex International Language Center
1325 South Colorado Boulevard
Building B., Suite 101
Denver, CO 80222
(303) 753-9334

Cosmopolitan Business
Communications, Inc.
8025 Marshall Circle
Arvada, CO 80003
(303) 422-6702

Maier and Associates
P.O. Box 1845
Boulder, CO 80306
(303) 442-3471

Escalante International Corp.
2300 15th Street
Riverpoint Suite 11A
Denver, CO 80202
(303) 480-0700

New World Translators
721 Spruce Street
Boulder, CO 80302
(303) 443-9625

EURO:Soft Language Engineering
2540 Frontier Avenue
Boulder, CO 80301
(303) 447-2363

R. Luis Rivera-Reyes
2450 Magnolia Street
Denver, CO 80207
(303) 333-6020

Rocky Mountain Translators
900 28th Street
Boulder, CO 80303
(303) 449-6954

PASSPORTS AND VISAS

Foreign government visa and passport requirements differ greatly from country to country. The latest requirements can be obtained by writing to or calling the Consulates of the countries you plan to visit. (See list of Consular Offices contained in this directory.)

U.S. passports can be obtained directly from designated local post offices. Application forms may be obtained and submitted there. Questions may be directed to the Passport Office at the Post Office in downtown Denver, (303) 837-4352. Allow approximately two weeks for your passport to be processed.

If you are planning to visit a number of countries that require visas, you may wish to consult a private visa service, which will help you complete the necessary documents for a small fee. Some will also obtain passports for you.

Affiliated Travel Buyers
of Colorado
9200 E. Mineral Ave., Ste. 120
Englewood, CO 80112
(303) 799-4130
fax# 799-1612

International Pastport Visas
3801 East Florida Avenue
Suite 703
Denver, CO 80210
(303) 753-0424

Allterra Visas Limited
One Denver Place
999 Eighteenth Street
Suite 3220
Denver, CO 80202
(303) 293-8111

Universal Passport & Visa
Service
1415 Pearl
Suite 302
Denver, CO 80203
(303) 830-1159

DOING BUSINESS WITH ISRAEL?

The U.S./Israel Free Trade Area (FTA) Agreement will eliminate all customs duties and most non-tariff trade barriers between the United States and Israel by 1995. It is the first FTA agreement to which the United States is a party, and the first that includes all goods traded to which Israel is a party. (Israel and the European Community concluded a free trade agreement in 1975 that excludes agricultural products.) It commits both partners to work toward opening their markets to each other's service industries and to accord them the same treatment given to domestic companies.

For information and counseling on the FTA and on doing business in Israel or for details on filling out the "Certificate of Origin" and other shipping information, contact the Israel Information Center at the U.S. Department of Commerce, International Trade Administration, Office of the Near East, Room 2039, Washington, D.C. 20230 tel: (202) 377-4652.

EXPORT DOCUMENTATION ORGANIZATIONS

Export documents include forms required by the U.S. Government, in addition to those required by the foreign government and buyer. The main exporting documents include: Shipper's Export Declaration Form, Commercial Invoice, Consular Invoice, Certificate of Origin, Bill of Lading, and Insurance Policy or Certificate. One of the easiest ways to obtain these forms, if not through your foreign forwarder, is by contacting one of the companies that produces a complete line of export forms:

UNZ & Company
40 Broad Street
New York, New York 10004
(800) 631-3098

For Shipper's Export Declaration Form or Canadian Invoices contact:

International Trade Association
of Colorado (ITAC)
Post Office Box 4181
Denver, Colorado 80204
(303) 526-2443

Business Service Exports

Exports of U.S. business services are one-fourth as large as U.S. exports of goods.

Exports and imports of business services totaled nearly \$58 billion and \$60 billion, respectively, in 1987.

In 1987, U.S. exports of business services accounted for 1 percent of U.S. gross national product. Travel service receipts and related passenger fares accounted for one-third of that total.

INTERNATIONAL COMMUNICATIONS SERVICES

POSTAL

The U.S. Postal Service publishes a booklet, "International Postal Rates and Fees, Publication 51"; it is free of charge at local post offices.

TELEPHONE

Business representatives who need to speak directly with customers overseas can save substantially by dialing direct. Consult the white pages directory for information. Consider the time difference when calling overseas. Note: It is 8 hours later in most of Europe than it is in Colorado; it is eight to ten hours earlier (but the next day) in most of the Orient. Also, the fact that letters have been received in English is not necessarily an indication that the person is able to speak English.

TELEGRAPH (CABLEGRAM)

Some of these telegraph companies also offer mailgram and telex services, accept credit cards and most have 24 hour telephone services.

Comspec Corporation
7000 E. Belleview Avenue
Englewood, CO 80111
(303) 773-3553

TRT Telecommunications, Corp.
2323 S. Troy, Suite 112-A
Aurora, CO 80014
(303) 337-4848

Western Union Telegraph Co.
303 West Colfax Ave., Suite 101
Denver, CO 80204
(303) 573-7248

TELEX

Faster than the mail and less expensive than cablegrams and phone calls, telex service is important for active exporting. Service is available through RCA, ITT, Western Union International, MCI, etc., and can now be accessed through personal computers rather than requiring a separate telex machine.

FACSIMILE (FAX)

Facsimile or "fax" machines are a major part of the growing electronic mail technology. The machine sends printed and graphic information from one location to another by producing an image replica of the input document being sent. The ease with which a fax is transmitted makes it an efficient and frequently used form of international business communication.

In the Business reference section of the Denver Public Library one can review the publication titled: "FAX/NET ELECTRONIC MAIL SERVICE DIRECTORY." Contained in this Directory are independent facsimile communication stations, facsimile communication network services, and government bureaus which make facsimile transmission services available to the public.

☆ Educational Institutions ☆

EDUCATIONAL INSTITUTIONS

For the individual who seeks formal instruction in international trade, several Colorado institutions can help. The following is a partial list of educational institutions offering classes and/or degrees in international business.

COLORADO STATE UNIVERSITY

Colorado State University enrolls approximately 18,500 students. The University offers a degree in business, but does not have an international business program. A course in international marketing management is available. For further information contact:

The College of Business
Colorado State University
Fort Collins, CO 80523
(303) 491-6471

EMILY GRIFFITH OPPORTUNITY SCHOOL

As part of the Denver Public School System, the Emily Griffith Opportunity School has effectively served the needs of the adult population of the Denver Metro Area since it was first established in 1916. The school offers training to over 20,000 students annually on over 350 subjects.

Emily Griffith Opportunity School offers several courses in international trade. These programs apply toward the proposed Rocky Mountain Export Council's Proposed International Trade Management Certificate Program. Course certificates are also given by Emily Griffith Opportunity School. For further information on this program contact:

The Emily Griffith Opportunity School
1250 Welton Street
Denver, CO 80204
(303) 572-8218

METROPOLITAN STATE COLLEGE

Metropolitan State College enrolls approximately 15,000 students. Although the school does not concentrate on international business, it does offer an international marketing course which studies the global aspects of business and marketing. For further information contact:

Metropolitan State College
The School of Business
Auraria Campus
1006 11th Street
Denver, CO 80204
(303) 556-3245

REGIS COLLEGE

A private school, Regis College offers various international business courses. Courses include international marketing and international relations. For more information contact:

Regis College
West 50th and Lowell Avenue
Denver, CO 80221
(303) 458-4900

UNIVERSITY OF COLORADO, BOULDER

The University of Colorado at Boulder enrolls approximately 23,000 students in its undergraduate and graduate study programs. The University offers a B.S. in International Business in the College of Business. For further information on this program contact:

The College of Business
University of Colorado
Campus Box 419
Boulder, CO 80309
(303) 492-8335

UNIVERSITY OF COLORADO, DENVER

The University of Colorado in Denver enrolls approximately 10,500 students. The international business curriculum includes courses in financial management, international transportation and marketing, and international trade.

In addition to the academic programs offered, the College has plans underway to establish the Institute for International Competitiveness (IIC). This Institute will contain four components: Executive Development, Applied Research on Competitiveness, Economic Planning and Analysis for International Trade, and seminars and workshops designed to provide Colorado's business community with the necessary knowledge to effectively compete in the international trade environment.

University of Colorado, Denver
College of Business
1475 Lawrence Street, 3rd Floor
Denver, CO 80202
(303) 623-4436

UNIVERSITY OF NORTHERN COLORADO

The University of Northern Colorado offers approximately 3,500 academic courses annually and enrolls nearly 10,000 students. The University offers an interdisciplinary program leading to a major in International Trade and Relations in the College of Arts and Sciences. This program includes a course in international marketing, which considers multinational aspects of business enterprises and their effect on marketing problems and management. For further information, contact:

The Admissions Office
University of Northern Colorado
Greeley, CO 80639
(303) 351-2881 or (303) 351-2088

UNIVERSITY OF DENVER

The University of Denver is an accredited, privately-endowed institution of higher education which enrolls approximately 8,000 students in its undergraduate and graduate programs. The University offers various programs for those seriously considering a career in international business. One is a B.A. in International Studies in the College of Arts and Sciences. For further information on this program contact:

The Office of Undergraduate Admissions
University of Denver
2199 South University
Denver, CO 80208
(303) 871-2036

D.U. offers a Masters of International Management degree. For further information on this program contact:

The Graduate School of Business
and Public Management
University of Denver
2020 South Race
Denver, CO 80210
(303) 871-3416

On the undergraduate level, D.U. has a variety of courses for the international business student. Courses include: international marketing and international management. For more information, contact:

University of Denver
College of Business
2020 South Race
Denver, CO 80208
(303) 871-3411

D.U. offers programs for M.A. and Ph.D. degrees in international studies, both within the Graduate School of International Studies. For further information on these programs, contact:

The Graduate School of International Studies
University of Denver
2201 South Gaylord
Denver, CO 80208
(303) 871-2324

☆ Additional Resources Organizations ☆

ADDITIONAL RESOURCE ORGANIZATIONS

The following are organizations, agencies and centers that assist Colorado businesses. They can provide many important services to Colorado firms involved in international trade:

INSTITUTE OF INTERNATIONAL EDUCATION (IIE)

IIE assists businesses with visiting foreign clients and their families, provides contacts with individuals from other countries which are potential export or import markets, and offers information on study abroad programs for employees and management.

IIE also serves Colorado firms by sponsoring cultural festivals and educational forums on international issues and foreign policies of the U.S. and other nations. The IIE/Denver World Affairs Council features nationally known speakers at downtown luncheons open to the public.

A major resource offered by the IIE is a library available for public use which contains country-specific information dealing with the cross-cultural considerations of doing business overseas.

Institute of International Education (IIE)
700 Broadway
Suite 112
Denver, CO 80203
(303) 837-0788

DID YOU KNOW...

Denver Sister Cities International sponsors the sister city program to promote educational and cultural exchanges between the people of Denver and its sister cities, adult and student exchanges, as well as technical assistance projects.

Denver Sister Cities and Year of Affiliation:

Brest, France	1948
Takayama, Japan	1960
Nairobi, Kenya	1975
Karmiel, Israel	1977
Potenza, Italy	1983
Cuernavaca, Mexico	1983
Madras, India	1984
Kunming, China	1985

Other Sister Cities in Colorado include Arvada (Rishon Le Zion, Israel), Aspen (Garmisch-Partenkirchen, Germany), Boulder (Dishanbe, USSR), Breckenridge (Voss, Norway), Colo. Sprgs. (Fuji Yoshida, Japan), Copper Mountain (Bariloche, Argentina), Edgewater (Port Antonio, Jamaica), Evans (Ashby DeLazouch, England), Georgetown (Nybro, Sweden), Golden (Young, Australia), Greenwood Village (Menhang, China), Lakewood (Sutherland, Australia) and (Portsmouth and Chester, England), Littleton (Bega, Australia), Pueblo (Pueblo, Mexico), Sterling (Nepomuceno, Brazil) and Vail (St. Moritz, Switzerland).

For more information, call (303) 455-1998 or 733-8406

ROCKY MOUNTAIN
TRADE ADJUSTMENT ASSISTANCE CENTER (TAAC)

The Rocky Mountain TAAC is funded by the International Trade Administration of the U.S. Department of Commerce. Locally, it is operated by the University of Colorado and is affiliated with eleven other TAACs nationwide.

The goal of the Rocky Mountain TAAC is to provide timely and effective professional management and technical assistance to manufacturers and other producers that have been adversely affected by foreign competition. TAAC professionals and private sector consultants work with company management to review the firm's market and operations and to develop and implement a strategic business plan.

Financial assistance is provided in identifying private, commercial, and government sources of new or additional funding for operating capital, new machinery, plant construction, and other requirements. Assistance is also provided in preparing loan packages and obtaining loans and equity capital.

Rocky Mountain Trade Adjustment Assistance Center
1690 38th Street
Suite 203
Boulder, CO 80301
(303) 443-8222

HOTLINES AND OTHER USEFUL NUMBERS

National Bureau of Standards:

Gatt Standards Code - Recording (303) 975-4041
Office of Standards Information (301) 975-4037

Bureau of Economic Analysis

Recordings for Leading Indicators(202) 898-2450
Recordings for Gross National Product Figures(202) 898-2451
For Further Information on the Gross National Product (202) 523-0824

U. S. Patent & Trademarks:(703) 557-3158

Foreign Travel Advisories, U.S. State Department . . .(202) 647-5225

Consumer Price Index Office:(202) 272-5064
Producer Price Index Office:(202) 272-5110

Cost of Living Overseas Index:(202) 523-9301

Local Federal Information/Center for
Federal Agency Phone Numbers:(303) 844-6575

Government Printing Office (GPO) Bookstore:(303) 844-3964

Superintendent of Documents:(202) 783-3238

INTERNATIONAL ASSOCIATION OF STUDENTS IN ECONOMICS
AND BUSINESS MANAGEMENT (AIESEC)

AIESEC is the French acronym for the International Association of Students in Economics and Business Management. It is an independent, student-managed, non-profit, non-political organization operating in sixty-four countries throughout the world. For the past forty years, AIESEC has provided practical international management experience to over 85,000 select students including 8,000 Americans. Additionally, business seminars, panel discussions, career planning workshops and work study tours are designed for students each year by AIESEC to complement theoretical classroom training and to increase interaction between students and the business community.

The highlight of the AIESEC program is the intern exchange function. Local firms are asked to sponsor a foreign student intern for a flexible time period varying from six weeks to eighteen months. Each internship raised in the local area enables one AIESEC student member to work abroad. These students may work on special projects as management trainees or may participate in the regular operation of the firm. For further information, write to:

AIESEC-Colorado
University of Colorado
College of Business Administration
Boulder, CO 80309
(303) 492-8670

LOOKING FOR A JOB, CUSTOMERS OR TRADE OVERSEAS?

The World Trade Academy Press sells lists of American Firms in Foreign Countries (11th edition) that are recommended by the U.S. Department of Commerce. Information includes name and address of parent company in the United States; name and address of subsidiaries of affiliates in the foreign country, and the principal product or service offered. For order information, contact:

The World Trade Academy Press, Inc.
50 East 42nd Street
Suite 509
New York, New York 10017-5480
(212) 697-4999

WORLD TRADE INFORMATION CENTER (WTIC)

The World Trade Information Center, Inc. (WTIC) of Colorado is currently offering American companies world-wide marketing exposure by participation in the third edition of its Global Catalog Marketing Directory of U.S. Exporters. The forthcoming 1988 edition of the GCM Directory will provide established exporters with a method to expand international distribution and sales of their products and services at some 1,600 strategic business information centers in more than 160 countries.

The Global Catalog Marketing Program has the full support and cooperation of the U.S. Departments of State and Commerce which have undertaken to assist WTIC in achieving the most effective distribution of the GCM Directory around the world.

WTIC also offers participating companies its exclusive Global Catalog Marketing Service of sending out catalogs and sales literature directly to overseas buyers in response to inquiry cards received at WTIC's headquarters. Subsequent to mailings, WTIC notifies each participating company of inquiries received and passes along all pertinent information for effective follow up. For more information on this export development program, please contact:

World Trade Information Center, Inc. (WTIC)
P.O. Box 4050
934 Big Thompson Avenue
Estes Park, CO 80517
(303) 586-3335

INSTITUTE FOR EAST ASIAN BUSINESS AND FINANCE

The Institute will provide credit and non-credit education and training activities that will contribute to the ability of the Colorado/Rocky Mountain region to prosper in a global economy. The Institute will leverage the University/College of Business well-established programs in international research, training and education, emphasizing the wealth of opportunities in East Asia. Specifically, the Institute will be sponsoring programs in conjunction with Japan, Hong Kong, Taiwan, South Korea, and the People's Republic of China. For further information, please call:

Center for Management
University of Denver
College of Business Administration
Denver, CO 80208-0248
(303) 871-2927

CULTURAL TRAINING FOR INDIVIDUALS AND COMPANIES

LANGUAGE TRAINING CENTER OF MORAN, STAHL & BOYER, INC.

The Center specializes in teaching business executives and tourists language and cross-culture.

900 28th Street
Boulder, Colorado 80301
(303) 443-9654

SPRING INTERNATIONAL LANGUAGE CENTER

The Center teaches English as a second language to business executives and international students, specializing in business and technical English and cross-cultural training.

5900 S. Sante Fe Drive
Littleton, Colorado 80160
(303) 979-0100

COLORADO COUNCIL OF INTERNATIONAL ORGANIZATIONS (CCIO)

An umbrella organization of 300 educational institutions and business, CCIO coordinates activities and programs throughout Colorado related to foreign students, visitors and delegations, as well as foreign trade and cultural exchange programs. CCIO sponsors international trade seminars and publishes a directory of internationally-involved organizations.

2180 South University
Denver, Colorado 80210
(303) 744-2278

CENTER FOR BUSINESS ENTERPRISE

The Center, located in the South Metro Denver area, offers the only SBA Small Business Development Center in Colorado that is involved in international trade activities. The Center for Business Enterprise includes the Rocky Mountain Institute for Foreign Trade & Finance, and provides services such as individualized counseling, tailor-made employee training both for foreign firms moving into Colorado and Colorado firms expanding into foreign countries, and international trade and finance workshops.

Center for Business Enterprise
Arapahoe Community College
5900 S. Santa Fe Drive
Littleton, Colorado 80120
(303) 797-5985

SMALL BUSINESS AND INTERNATIONAL DEVELOPMENT CENTER

Working with Adams County Economic Development Inc., the College's Small Business and International Development Center offers customized training for employees of foreign companies moving into Colorado and for Colorado firms expanding into foreign countries. The Center also counsels and coordinates for long established student and faculty exchange programs with Japan and England.

Small Business & International Development Center
Front Range Community College
3645 W. 112th Avenue
(303) 466-8811

☆ Appendix ☆

APPENDIX

ORGANIZATIONS INVOLVED IN INTERNATIONAL TRADE

U.S. EXPORT ADMINISTRATION

Effective October 1, 1987, the division of the U.S. Department of Commerce which handled export controls became a separate entity from the International Trade Administration (ITA). The new "U.S. Export Administration" (USEA), will analyze, negotiate, formulate and implement export control policy in Commerce. In addition, the new agency also is responsible for technology analysis and policy development, export licensing, foreign availability analysis, export enforcement including investigation operations, intelligence review, and antiboycott compliance. USEA takes on the duties formerly performed by ITA's Export Administration, Export Enforcement, and the "short supply" function of the Office of Industrial Resource Administration.

The USEA is divided into three main divisions. For further information, contact:

Office of Technology & Policy Analysis (OPTA)

(202) 377-2583

Office of Export Licensing (OEL)

(202) 377-4811

Office of Foreign Availability

(202) 377-5953

THE ROLE OF THE U.S. DEPARTMENT OF STATE IN IMPLEMENTING EXPORT CONTROLS

The Department of State's Office of Munitions Control (OMC) issues licenses and registers exporters of arms, munitions, and military/police equipment. The products under the jurisdiction of the State Department are set forth in the Munitions Control list, which is available to interested parties. A minimal registration fee is required for exporters of goods which are on this list. Companies intending to export military products/technology should contact:

Office of Munitions Control

Room 800

SA-6 PM/MC

U.S. Department of State

Washington, D.C. 20520

(703) 235-9770

In addition to the State Department's principal role of controlling or monitoring the export of items on the Munitions Control List, it may also advise the Commerce Department on issuance of licenses for strategic commodities or technologies whose export might have significant impact on United States foreign policy.

OFFICE OF MAJOR PROJECTS

Another U.S. Department of Commerce office for service/consulting firms is ITA's Office of Major Projects. OMP is one of the key contact points for United States firms wishing to compete on major foreign projects.

This office both helps publicize foreign projects with good export potential to U.S. firms and assists interested firms in bidding on these projects. OMP primarily focuses on overseas construction and buying opportunities of over five million dollars. Companies wishing to bid on an entire project or subcontract to another firm can get detailed information on the requirements of the project from this office. OMP also utilizes and assimilates the various informational, technical, and financial resources of other U.S. Government agencies such as AID, Eximbank, the Army Corps of Engineers, in a cooperative interagency effort to provide U.S. companies with all available assistance in the foreign bidding and project execution process.

Specialists in this office receive early notice of both government and private sector projects overseas. They relay these leads to U.S. service and manufacturing firms, counsel firms on how to follow-up on the leads, and clarify and expedite the bidding process. Company information should be sent to:

Office of Major Projects
Room 1001A
U.S. Department of Commerce
Washington, D.C. 20230
(202) 377-5225

FOREIGN CREDIT INSURANCE CORPORATION (FCIA)

The Foreign Credit Insurance Association (FCIA) was created in 1961 to give U.S. exporters the means to become internationally competitive. It does this by insuring U.S. exporter's shipments against commercial and political risks. Such coverage helps the exporter to offer credit terms and obtain financing of foreign receivables.

FCIA, an association of fifty of the nation's leading insurance companies, operates in cooperation with the Export-Import Bank of the United States (Eximbank), an independent U.S. Government agency. The private insurance companies underwrite the commercial credit risks. Eximbank covers the political risks and reinsures certain excess non-payment for foreign receivables. By 1981, over 8,000 large, small, and medium-sized firms had used FCIA insurance services.

Foreign Credit Insurance Corporation
Wells Fargo Center
Suite 2580
333 Grand Avenue
Los Angeles, CA 90071
(213) 687-3890

DID YOU KNOW...

FCIA's standard turnaround time on a completed Special Buyer Credit Limit (SBCL) application is five business days.

Under an exporter's policy, applications submitted for letter of credit transactions in excess of the Discretionary Credit Limit should be submitted on the issuing bank for the letter of credit.

FCIA is open for coverage in Argentina.

Defined terms are underlined in many of FCIA's most recently introduced policies.

OVERSEAS PRIVATE INVESTMENT CORPORATION (OPIC)

Through the Overseas Private Investment Corporation (OPIC), the Federal Government facilitates U.S. private investments in less developed nations. OPIC is an independent, financially self-supporting corporation, fully owned by the U.S. Government with offices in Washington DC.

In addition to its financing and insurance programs for U.S. investors in foreign projects, OPIC offers specialized insurance and financing services for U.S. service contractors and exporters operating in developing countries.

Many developing countries require foreign firms to post bid, performance, or advance payment guaranties in the form of standby letters of credit when bidding on or performing overseas contracts. OPIC's political risk insurance for contractors and exporters protects against the arbitrary or unfair drawing of such letters of credit.

In addition, contractors and exporters may also obtain insurance against the risks of currency inconvertibility; confiscation of tangible assets and bank accounts, war, revolution, insurrection, and civil strife, and losses sustained when a government owner fails to settle a dispute in accordance with the provisions of the underlying contract.

The Overseas Private Investment Corporation is the key federal agency for encouraging mutually beneficial American business investment in the world's developing nations. To do this, OPIC provides qualified investors with insurance against certain political risks, loan guarantees, direct loans to small businesses and cooperatives, and a variety of pre-investment and investment encouraging programs. All are designed to reduce the perceived stumbling blocks and risks associated with overseas investment. For further information on eligibility and additional programs write or phone:

Overseas Private Investment Corporation
1615 M Street, N.W.
Washington D.C. 20572
(202) 457-7200
(800) 424-6742

EXPORT-IMPORT BANK OF THE UNITED STATES (EXIMBANK)

Eximbank is the primary U.S. Government agency that assists in financing the exports of U.S. goods and services.

Eximbank's Small Business Advisory Service is a program especially designed for new small business exporters. The mainstay of the program is a toll-free hotline number, (800) 424-5201, which operates throughout the United States, Monday through Friday, 8:30am-4:30pm (eastern time). Calls which come in over the hot line are received by a member of Eximbank's Public Affairs Office Staff, who determines whether the caller requires printed information or personalized counseling. Eximbank's Office of Public Affairs will mail publications describing Eximbank Services, usually within three working days of receipt of the request.

EXIMBANK

811 Vermont Avenue, NW
Washington, D.C. 20571
(202) 382-8400
Telex: 89-461

WORLD BANK

The World Bank consists of the International Bank for Reconstruction and Development (IBRD) and the International Development Association. The goal of the World Bank is to promote economic and social progress in developing nations. The IBRD makes loans to credit worthy borrowers, and only for those projects that promise high rates of economic return to the country. Assisted activities include agricultural and rural development, energy, transportation, education, and health care. For further information, contact:

World Bank Headquarters
1818 H Street, N.W.
Washington, D.C. 20433
(202) 477-1234

ASIAN DEVELOPMENT BANK

The Asian Development Bank (ADB) promotes economic development and cooperation in developing Asian countries through conventional loans, technical assistance, and investment promotion. The ADB sources millions of dollars of goods and services each year within the United States. Rules of international competitive bidding similar to those of the World Bank are followed by the ADB. The ADB accepts the DACON registration which the World Bank uses. One of these forms, together with one set of company brochures should be sent to:

Consultant Service Division
Asian Development Bank
P.O. Box 789
Manila, Philippines 2800

For registration, general information, or to subscribe to the Asian Development Bank's Monthly Operating Summaries, companies should write:

The Office of U.S. Director
Asian Development Bank
P.O. Box 789
Manila, Philippines 2800

The cost is approximately \$28 annually.

Two other publications useful to service exporters are the "Guidelines for Procurement Under Asian Development Bank Loans" and "Guidelines on the Use of Consultants by the Asian Development Bank and its Borrowers".

COLORADO WELCOMES...

CARE (Cooperative for American Relief Everywhere, Inc.) is the largest nondenominational overseas development agency in the world. CARE works in 40 developing countries with an operating budget of over \$335 million and 7,000 staff members. CARE receives over \$200 million of food from the U.S. Government through the Food for Peace Program which is utilized as part of our emergency relief program, although in recent years CARE has designed new ways to utilize U.S. grains and foodstuffs for development programs. The Regional Office in Denver covers a five-state region and provides valuable information and contacts for local businesspersons interested in opening operations in CARE countries. For information on CARE, contact the Regional Office at (303) 837-0200.

AFRICAN DEVELOPMENT BANK

The African Development Bank was organized in 1964 to promote the investment of public and private capital in Africa. The Bank may grant direct or indirect credits. It may operate alone or in combination with other financial institutions or sources. It also can help formulate projects and loan applications, whether for submission to the Bank itself or to other lending agencies. The information office has two procurement brochures available to suppliers:

"The Use of Consultants by the African Development Fund
and its Borrowers"

"Rules of Procedure for Procurement Under African
Development Fund Loans"

For registration and general information contact:

Information Office
African Development Bank
B.P 1387
Abidjan, Cote D'Ivoire

INTERNATIONAL DEVELOPMENT COOPERATION AGENCY

The International Development Cooperation Agency (IDCA) is an umbrella organization housing two separate agencies - Agency for International Development (AID) and Trade and Development Program (TDP). These two agencies fund projects and studies and refer business leads to U.S. firms.

TRADE AND DEVELOPMENT PROGRAMS (TDP)

This organization finances feasibility studies and project planning services through grants to host country governments. In 1982, over \$5 million in TDP funds was provided to foreign governments in 40 countries. Project studies supported by TDP money must be awarded to U.S. companies. The purpose of TDP is not only to facilitate development in lesser developed countries, but also to facilitate awards of contracts to U.S. firms, thereby generating follow-up market opportunities for U.S. exports if the projects are eventually implemented. Feasibility studies and related services are advertised in the Commerce Business Daily. For further information contact:

Director
Trade and Development Program
Room 309, RPE Annex 16
Washington, D.C. 20523
(703) 235-3663

AGENCY FOR INTERNATIONAL DEVELOPMENT (AID)

AID administers most U.S. bilateral foreign economic assistance programs. Grants and concessionary loans are extended through AID to foreign governments and their related institutions in developing countries. Development Assistance Loans are generally awarded for forty year terms with a grace period of ten years. There is a 2% interest charge during the grace period and a 3% interest on the balance of the loan period.

AID is required to procure products and services from U.S. sources. Annually the agency procures, from suppliers, millions of dollars of consulting services, social services, building and construction equipment, and engineering designs. When overseas projects have been analyzed and approved for execution, details of desired consulting services and products are released to the public. Leads are publicized in the Commerce Business Daily, which is issued by the U.S. Department of Commerce. In addition, AID information bulletins, announcing procurement opportunities, are sent to firms which register with the Agency. For goods and commodity procurement, the AID recipient country issues invitations to bid, and, within guidelines of specified standards, selects the price competitive procurement source, which is subject to AID approval. For services procurement, including studies and research, expressions of interest are submitted to AID or the financing government and a "short list" is compiled. Final selection is not limited only to price competition.

The AID Office of Small Disadvantaged Business Utilization maintains an extensive file for firms that have expressed an interest in performing AID work. Firms interested in being included in AID's firm listing should contact:

Office of Small Disadvantaged Business Utilization
AID/SDB/SB
1100 Wilson Boulevard
Room 1400A
Rosslyn, VA 22209
(703) 875-1551

Architectural and engineering firms should contact AID'S Regional Bureaus, for each has a staff engineer. The selection process for architectural and engineering firms is detailed in the AID publication, Country Contracting Handbook.

AID also furnishes country specific information for those firms which are only concerned with selected lesser developed countries. The front office for the AID (Telephone (703) 875-1551) can supply the appropriate Country Desk Officer's telephone number and answer any general AID questions. Various industry and country experts are available to answer specific questions on AID client nations.

NATIONAL TECHNICAL INFORMATION SERVICE (NTIS)

Companies which find that the use of statistics on hardware markets is valuable can go beyond the rudimentary indications given by Census Bureau statistics. (Census Bureau figures provide only data on United States exports). This more comprehensive market information is furnished by the National Technical Information Service (NTIS), the U.S. Government research clearinghouse which is part of the Department of Commerce.

Market Share Reports, published by NTIS, are of minimal cost (\$10-\$15). They give a matrix format of third country and United States market shares, by product category, for selected countries. These statistical tables are originally compiled by the United Nations and are made available by NTIS. They allow a United States firm to get a more complete view of total apparent consumption of a product in these markets. Since the product categories are usually fairly broad, the tables may be of limited use for specific information. For more information on these studies, firms should contact their local Department of Commerce District Offices. However, to order these publications, NTIS must be contacted directly.

U.S. Department of Commerce
National Technical Information Service
Springfield, VA 22161
(703) 487-4650

INTERNATIONAL CHAMBER OF COMMERCE

The ICC is a world business organization with 7,000 member companies and business associations throughout the world. It groups National Committees in 58 countries and has direct members in 50 more. The ICC promotes trade liberalism based on free and fair competition and the ideals of free enterprise; it believes in self-regulation by business.

Special ICC Commissions meet regularly in Paris to formulate business policies on various subjects relevant to international trade and business management. It maintains liaison offices in New York and Geneva to monitor the many U.N. activities that directly concern business and to help ensure that the business viewpoint receives due consideration. Close contacts are also maintained within the European Community, the Organization for Economic Cooperation and Development, and other international organizations. The ICC also specializes in providing a comprehensive international trade publications service.

International Chamber of Commerce
156 Fifth Avenue
Suite 820
New York, NY 10010
(212) 206-1150

UNITED STATES COUNCIL FOR INTERNATIONAL BUSINESS

The United States Council for International Business is a non-profit, non-government business organization comprising the leading U.S. multinational corporations. The U.S. Council represents the ICC in the U.S. and carries the American business viewpoint into the ICC's international commissions which work closely in an advisory capacity with such organizations as the U.N., GATT, the IMF, and the OECD. The U.S. Council also governs and administers the ATA Carnet system in the United States. For further information, contact:

United States Council for
International Business
1212 Avenue of the Americas
New York, NY 10036
(212) 354-4480

ATA CARNET...WHAT IS IT?

The purpose of the ATA Carnet is to eliminate the need to negotiate with customs repeatedly as products are taken in and out of certain to several countries. By using the carnet, business travellers reduce expenses and the general inconveniences of posting bonds or cash deposits at each border crossing. REMEMBER: Obtaining a carnet in no way addresses U.S. export control procedures or regulations. Applications for the carnet may be obtained by calling (303) 844-3246.

Fee Schedule

Value of Merchandise:	Carnet Fee:
\$0.00 to \$499.99	\$ 60.00
\$500.00 to \$4,999.99	\$100.00
\$5,000.00 to \$14,999.99	\$125.00
\$15,000 or more	\$150.00

AGRICULTURE/LIVESTOCK ORGANIZATIONS

AGRICULTURAL COMMODITY ASSOCIATION

Various commodity groups have their national association office in Colorado. These organizations have varying degrees of support and export development services available. The associations listed are national; for information pertaining to local associations, call the State Department of Agriculture.

U.S. MEAT EXPORT FEDERATION

The U.S. Meat Export Federation is a non-profit trade association which represents the U.S. meat and livestock industry in foreign market development. While general export information is available to the public, more detailed assistance is reserved for USMEF members.

U.S. Meat Export Federation
3333 Quebec Street
Suite 7200
Denver, CO 80207-2391
(303) 399-7151

THE NATIONAL CATTLEMEN'S ASSOCIATION

The National Cattlemen's Association is a national organization representing cattle producers and feeders on matters of legislation, gathering of statistics, and dissemination of information.

National Cattlemen's Association
5420 South Quebec Street
Englewood, CO 80155
(303) 296-1077

NATIONAL LIVESTOCK PRODUCERS ASSOCIATION

The National Livestock Producers Association is a national cooperative of livestock producers engaged in the marketing of their products.

National Livestock Producers Association
307 Livestock Exchange Building
Denver, CO 80222
(303) 296-1077

THE NATIONAL POTATO PROMOTION BOARD

The National Potato Promotion Board provides information and contacts for exporting tablestock potatoes, seed potatoes, and processed potatoes. A newsletter also is published periodically which provides export information.

National Potato Promotion Board
1385 South Colorado Boulevard
Suite 512
Denver, CO 80222
(303) 758-7783

NATIONAL ONION ASSOCIATION

The National Onion Association is a national organization representing the onion industry on matters of legislation, promotion, gathering of statistics and dissemination of information.

National Onion Association
5701 East Evans Avenue
Suite 26
Denver, CO 80222
(303) 756-1581

GRAIN INSPECTION SERVICE

Many countries have inspection requirements on grains to be imported. This inspection can be for grade or protein content. The Grain Exchange Association inspects wheat, corn, sorghum, barley, oats, mixed grains, soybeans, and beans:

The Denver Grain Exchange Association
6210 Brighton Boulevard
Commerce City, CO 80022
(303) 287-0167

U.S. DEPARTMENT OF COMMERCE, WASHINGTON, D.C.

COUNTRY DESK OFFICERS

(202) 377-EXT. #

<u>COUNTRY</u>	<u>EXT.</u>	<u>COUNTRY</u>	<u>EXT.</u>
Afghanistan	2954	Finland	3254
Albania	2645	France	8008
Algeria	4652	French Guiana	2527
Angola	0357	Gabon	0357
Argentina	1548	Gambia	4388
ASEAN	3875	German Dem Rep (E)	2645
Australia	3647	Germany (West)	2434
Austria	2920	Ghana	4388
Bahamas	2527	Greece	3945
Bahrain	5545	Grenada	2527
Bangladesh	2954	Guadeloupe	2527
Barbados	2527	Guatemala	2527
Belgium	5401	Guinea	4388
Belize	5401	Guinea Bissau	4388
Benin	4388	Guyana	2527
Bermuda	2527	Haiti	2527
Bhutan	2954	Honduras	2527
Bolivia	2521	Hong Kong	2462
Botswana	5148	Hungary	2645
Brazil	1744	Iceland	3254
Brunei	3647	Israel	4652
Bulgaria	2645	Italy	2177
Burkina Faso	4564	Ivory Coast	4388
Burma	5334	Jamaica	2527
Burundi	0357	Japan	4527
Cambodia	2462	Jordan	5767
Cameroon	0357	Kampuchea	2462
Canada	3101	Kenya	4564
	3643	Korea (North)	3583
	3810	Korea (South)	4958
Cape Verde	4388	Kuwait	5767
Caymans	2527	Laos	2462
Central African Rep	0357	Lebanon	5767
Chad	0357	Lesotho	5148
Chile	1495	Liberia	4388
Colombia	4303	Libya	5737
Comoros	4564	Luxembourg	5401
Congo	0357	Macao	2462
Costa Rica	2527	Madagascar	0357
Cuba	2527	Malawi	5148
Cyprus	3945	Malaysia	3875
Czechoslovakia	2645	Maldives	2954
Denmark	3254	Mali	4564
D'Jibouti	4564	Malta	3748
Dominica	2527	Martinique	2527
Dominican Republic	2527	Mauritania	4564
East Caribbean	2527	Mauritius	0357
Ecuador	4303	Mexico	2527
Egypt	4652	Mongolia	3583
El Salvador	2527	Morocco	5737
Equatorial Guinea	0357	Mozambique	5148
Ethiopia	4564	Namibia	5148
European Community	5276	Nepal	2954

<u>COUNTRY</u>	<u>EXT.</u>	<u>COUNTRY</u>	<u>EXT.</u>
Netherlands	5401	Seychelles	4564
Netherlands Antilles	2527	Sierra Leone	4388
New Zealand	3647	Singapore	3875
Nicaragua	2527	Somalia	4564
Niger	4564	South Africa	5148
Nigeria	4388	Spain	4508
Norway	4414	Sri Lanka	2954
Oman	5545	St. Bartholemey	2527
Pacific Islands	3647	St. Kitts-Nevis	2527
Fiji	3647	St. Lucia	2527
Wallis & Futana	3647	St. Maarten	2527
Tuvalu	3647	St. Vincent Grenadines	2527
Kiribati	3647	Sudan	4564
Tonga	3647	Suriname	2527
New Caledonia	3647	Swaziland	5148
French Polynesia	3647	Sweden	4414
Papua New Guinea	3647	Switzerland	2920
Vanuatu	3647	Syria	5767
Western Samoa	3647	Tanzania	4564
Tokelau	3647	Thailand	3875
Niue	3647	Togo	4388
Cook Islands	3647	Trinidad & Tobago	4652
Nauru	3647	Tunisia	4652
Rep of Marshall Is.	3647	Turkey	3945
Fed. Micronesia	3647	Turks & Caicos Islands	2527
Rep. of Palau	3647	Uganda	4564
Pakistan	2954	United Arab Emirates	5545
Panama	2527	United Kingdom	3748
Paraguay	1548	Uruguay	1495
People's Rep. of China	3583	USSR	4655
Peru	2521	Venezuela	1659
Philippines	3875	Vietnam	2462
Poland	2645	Virgin Islands (UK)	2527
Portugal	3945	Virgin Islands (US)	2527
Puerto Rico	2527	Yemen, North	4652
Qatar	5545	Yemen, South	4652
Romania	2645	Yugoslavia	5373
Rwanda	0357	Zaire	0357
Sao Tome & Principe	0357	Zambia	5148
Saudi Arabia	4652	Zimbabwe	5148
Senegal	4388		

IN CASE YOU'RE WONDERING...

Country desk officers collect information on the country's regulations, tariffs, business practices, economic and political developments, trade data and trends, market size, and growth. They also prepare or review Department of Commerce publications on individual countries such as Overseas Business Reports and Foreign Economic Trends.

The Desk Officers are located in Washington, D.C. at the U.S. Department of Commerce building.

Dialing Instructions: Area Code (202) 377 + the extension number.

FOREIGN EMBASSIES AND CONSULATES

AFGHANISTAN

Afghanistan Mission
866 United Nations Plaza, 5th Fl.
New York, NY 10017
(212) 754-1191

ALGERIA

Embassy of Algeria
2118 Kalorma Road Northwest
Washington, D.C. 20008
(202) 328-5300

AUSTRALIA

Consulate General of Australia
Quautas Building
360 Post Street
San Francisco, CA 94108
(415) 362-6160 or 6168

AUSTRIA

Consulate General of Austria
11859 Wilshire Blvd., Suite 501
Los Angeles, CA 90025
(213) 444-9310

BELGIUM

Consulate General of Belgium
5718 Westheimer, Suite 760
Houston, TX 77057
(713) 784-8077

BOLIVIA

Consulate General of Bolivia
870 Market Street, Suite 355
San Francisco, CA 94102
(415) 495-5173

BRAZIL

Consulate of Brazil
2050 Stemmons Freeway, Suite 174
P.O. Box 58362
Dallas, TX 75258
(214) 651-1854

CANADA

Consulate General and Trade
Commissioner of Canada
50 Freemont St., Suite 2100
San Francisco, CA 94105
(415) 495-6021

CHINA

Embassy of China
2300 Connecticut Avenue, NW
Washington, D.C. 10008
(202) 328-2500

COLOMBIA

Consulate General of Colombia
870 Market Street, Suite 509
San Francisco, CA 94105
(415) 362-0080

COSTA RICA

Consulate General of Costa Rica
3000 Wilcrest, Suite 145
Houston, TX 77042
(713) 785-1315

CZECHOSLOVAKIA

Embassy of Czechoslovakia
3900 Linnean Avenue, NW
Washington, D.C. 20008
(202) 363-6315

DENMARK

Consulate General of Denmark
3440 Wilshire Blvd., Suite 904
Los Angeles, CA 90010
(213) 387-4277

DOMINICAN REPUBLIC

Consulate Gen. of Dominican Republic
870 Market Street, Suite 982
San Francisco, CA 90010
(415) 982-5144

ECUADOR

Consulate General of Ecuador
548 South Springer St., Suite 602
Los Angeles, CA 90013
(213) 628-3014

EGYPT

Consulate General of Egypt
2000 West Loop South, Suite 1750
Houston, TX 77027
(713) 961-4915

FINLAND

Consulate General of Finland
1900 Ave. of the Stars, Suite 1025
Los Angeles, CA 90067
(213) 203-9903

FRANCE

Consulate General of France
8350 Wilshire Boulevard
Beverly Hills, CA 90211
(213) 653-3120

GERMANY (EAST)

German Democratic Republic Embassy
Commercial Section, Branch Office
820 Second Avenue
New York, NY 10017
(212) 490-8600

GERMANY (WEST)

Consulate of Federal Republic of Germany
1960 Jackson Street
San Francisco, CA 94109
(415) 775-1061

GREECE

Consulate General of Greece
2441 Gough Street
San Francisco, CA 94123
(415) 775-2102

GUATEMALA

Consulate General of Guatemala
548 S. Spring St., Suite 1030
Los Angeles, CA 90013
(213) 489-1891

HAITI

Honary Consulate
621 17th Street, Suite 1741
Denver, CO 80239
(303) 298-7392

HONDURAS

Consulate General
548 Spring Street
Los Angeles, CA 90013
(213) 623-2301

HONG KONG

Hong Kong Trade Development Council
350 South Figueroa St., Suite 282
Los Angeles, CA 90071
(213) 622-3194

HUNGARY

Hungarian Consulate General
8 East 75th Street
New York, NY 10021
(212) 879-4127

INDIA

India Consulate General
540 Arguello Boulevard
San Francisco, CA 94118
(415) 668-0683

INDONESIA

Indonesia Consulate General
3457 Wilshire Boulevard
Los Angeles, CA 90010
(213) 383-5127

IRELAND

Consulate General of Ireland
655 Montgomery Street, Suite 930
San Francisco, CA 94111
(415) 392-4214

ISRAEL

Consulate General of Israel
6380 Wilshire Blvd., Suite 1700
Los Angeles, CA 90048
(213) 651-5700

ITALY

Consulate General of Italy
500 North Michigan Ave., Suite 1850
Chicago, IL 60611
(312) 467-1550

IVORY COAST

Consulate General of Ivory Coast
9000 Sunset Boulevard, Suite 608
Los Angeles, CA 90069
(213) 550-1288

JAMAICA

Embassy & Consulate of Jamaica
1850 K Street, NW, Suite 355
Washington, D.C. 20006
(202) 452-0660

JAPAN

Consulate General of Japan
50 Freeman Street, 23rd Floor
San Francisco, CA 94105
(415) 777-3533

KOREA

Consulate General of Korea
Lee Tower Building, Suite 1100
5455 Wilshire Boulevard
Los Angeles, CA 90036
(213) 931-1331

LEBANON

Embassy of Lebanon
Consular Section
2560 28th Street, NW
Washington, D.C. 20008
(202) 939-6300

MOROCCO

Consulate General of Morocco
437 Fifth Avenue
New York, NY 10016
(212) 758-2625

NEW ZEALAND

Consulate General
10960 Wilshire Blvd., Suite 1530
Los Angeles, CA 90024
(213) 477-8241

NIGERIA

Consulate General of Nigeria
369 Hayes Street
San Francisco, CA 94102
(415) 552-0334

NORWAY

Consulate General of Norway
2 Embarcadero Center
Suite 2930
San Francisco, CA 94111
(415) 986-0766

PANAMA (CLOSED)

Honorary Consulate of Panama
9315 Meadowcroft
Houston, TX 77063
(713) 782-8022

PARAGUAY

Consulate General of Paraguay
One World Trade Center, Suite 1947
New York, NY 10048
(212) 432-0733

PERU

Consulate General of Peru
6420 Wilshire Boulevard, Suite 1020
Los Angeles, CA 90048
(213) 651-0296

PHILIPPINES

Consulate General of Philippines
4447 Sutter Street
San Francisco, CA 94108
(415) 433-6666

PORTUGAL

Consulate General of Portugal
3298 Washington Street
San Francisco, CA 94115
(415) 346-3400

SAUDI ARABIA

Consulate General of Saudi Arabia
866 United Nations Plaza
New York, NY 10017
(212) 752-2740

SOUTH AFRICA

Consulate General of South Africa
50 N. La Cienega Blvd., Suite 300
Beverly Hills, CA 90211
(213) 657-9200

SPAIN

Consulate General of Spain
6300 Wilshire Blvd., Suite 1530
Los Angeles, CA 90048
(213) 658-6050

SRI LANKA

Embassy of Sri Lanka
2148 Wyoming Avenue, NW
Washington, D.C. 20008
(202) 483-4025

SWEDEN

Consulate General of Sweden
615 Peavy Building
730 Second Avenue South
P. O. Box 2186
Minneapolis, MN 55402
(612) 332-6897

SWITZERLAND

Consulate General of Switzerland
737 N. Michigan Ave., Suite 2301
Chicago, IL 60601
(312) 915-0061

SYRIA

Consulate of Syria
2215 Wyoming Avenue, NW
Washington, D.C. 20008
(202) 232-6313

TAIWAN

Consulate General of Taiwan
3731 Wilshire Blvd., Suite 700
Los Angeles, CA 90010
(213) 384-1215

NOTE: Since Taiwan is no longer recognized as a sovereign state by the United States, the functions of the Taiwanese consulates have been suspended and replaced by the above listed council. It performs the same trade and travel functions as the now closed consulates.

THAILAND

Consulate General of Thailand
801 La Brea Avenue
Los Angeles, CA 90038
(213) 937-1894

THE NETHERLANDS

The Netherlands Consulate General
3460 Wilshire Blvd., Suite 509
Los Angeles, CA 90010
(213) 380-3440

UNITED ARAB EMIRATES EMBASSY

Consulate General of
United Arab Emirates
600 New Hampshire Ave., NW
Suite 740
Washington, D.C. 20037
(202) 338-6500

UNITED KINGDOM

Consulate General of the UK
601 Jefferson, Suite 2250
Houston, TX 77002
(713) 659-6270

UNITED SOVIET SOCIALIST REPUBLIC

Consulate of USSR
1825 Phelps Place, NW
Washington, D.C. 20008
(202) 332-1513
(202) 628-7551 (Embassy)

URUGUAY

Consulate General of Uruguay
1413 Ocean Ave., Suite 1100
Santa Monica, CA 90401
(213) 394-5777

VENEZUELA

Consulate General of Venezuela
870 Market St., Suite 665
San Francisco, CA 94102
(415) 421-5172

YUGOSLAVIA

Consulate General of Yugoslavia
1375 Sutter Street, Suite 406
San Francisco, CA 94109
(415) 776-4941

ZAIRE

Consulate of Zaire
767 Third Ave., 25th Floor
New York, NY 10017
(212) 754-1966

HONORARY CONSULAR CORPS OF COLORADO

Honorary consuls seek to promote amicable relationships between the sending and receiving governments, and to smooth the course of cultural and commercial links between the citizens of the two nations.

AUSTRIA

Consul of Austria
Arnold C. Wegher
621 17th Street, Suite 2300
Denver, CO 80293
(303) 292-9000

CHILE

Consul of Chile
Mrs. Marisol Quintan Douglas
6175 West 38th Avenue
Wheatridge, CO 80033
(303) 424-4022

COSTA RICA

Consul General of Costa Rica
Dr. Guillermo E. Aragon
1633 Fillmore St., Suite 100
Denver, CO 80206
(303) 377-0050

Consul of Costa Rica
Mr. Tito Chaverri
3356 South Xenia Street
Denver, CO 80231
(303) 696-8211

DENMARK

Consul of Denmark
Mr. Hans T. Nielsen
5353 West Dartmouth Avenue
Suite 508
Denver, CO 80227
(303) 980-9100

FINLAND

Consul of Finland
Mr. Randall A. Forselius
2315 East 7th Ave. Parkway
Denver, CO 80206
(303) 377-0536

FRANCE

Consul of France
Mrs. Rodolphe de Laboulaye
1475 Lawrence Street
Denver, CO 80202
(303) 595-5499

GAMBIA

Consul General of Gambia
Mr. Flavy E. Davis
1590 Silver King
Aspen, CO 81611
(303) 925-4688

GERMANY

Consul of THE Federal
Republic of Germany
575 Union Boulevard
Lakewood, CO 80228
(303) 989-2974

HAITI

Consul OF Haiti
Mr. Paul E. Vranesic II
621 17th St., Suite 1741
Denver, CO 80293
(303) 298-7392

ITALY

Vice Consul of Italy
Mrs. Caterina Noya Scordo
8820 West 84th Avenue
Arvada, CO 80005
(303) 431-1683

JAPAN

Consul General of Japan
Mr. Bill Hosokawa
140 South Upham Court
Denver, CO 80226
(303) 238-9872

KOREA

Consul of Korea
Mr. Dwight A. Hamilton
1600 Broadway, Suite 600
Denver, CO 80202
(303) 830-0500

LESOTHO

Consul of Lesotho
Mr. Samuel H. Brown
P. O. Box 2335
Dillon, CO 80435
(303) 758-7541

NORWAY

Consul of Norway
Mr. Hans T. Neilson
5353 West Dartmouth, Suite 508
Denver, CO 80227
(303) 980-9100

PARAGUAY

Consul of Paraguay
Mr. Robert J. Stroessner
100 West 14th Avenue
Denver, CO 80204
(303) 575-2266

SWEDEN

Consul of Sweden
Mr. Donald Peterson
2121 S. Oneida St., Suite 525
Denver, CO 80224
(303) 758-0999

THE NETHERLANDS

Consul of The Netherlands
R. A. Hildebrand
1825 Lawrence St., Suite 322
Denver, CO 80202
(303) 297-1118

FOREIGN GOVERNMENT TRADE OFFICES

In addition to the consulates, some foreign governments operate special trade offices (local)** to promote and aid foreign trade and investment.

AUSTRALIA

Australian Consulate General
Trade Commission Center
636 Fifth Avenue
New York, NY 10020
(212) 245-4000

AUSTRIA

Austrian Trade Commission
4800 San Filipe Street
Suite 500
Houston, TX 77056
(713) 850-8888

BRAZIL

Brazilian Government
Trade Bureau
551 Fifth Avenue
New York, NY 10176
(212) 916-3200

COLOMBIA

Colombian Government
Trade Development Bureau
250 Park Ave. 13th Floor
New York, NY 10177
(212) 972-7474

DENMARK**

Danish Trade Office
1777 South Harrison, Suite 500
Denver, CO 80210
(303) 692-9090

GERMANY

German Agricultural
Marketing Board
950 Third Avenue, 25th Fl.
New York, NY 10022-2762
(212) 753-5900

HONG KONG

Hong Kong Trade Development Council
548 Fifth Avenue
New York, NY 10036
(212) 730-0777

IRELAND

Irish Export Board
10 East 53rd Street
New York, NY 10022
(212) 371-3600

ISRAEL

Government of Israel Trade
350 Fifth Avenue, 19th Floor
Empire State Building
New York, NY 10118
(212) 560-0660

JAPAN**

JETRO (Japan External
Trade Organization)
One Tabor Center
1200 17th St., Suite 1410
Denver, CO 80202
(303) 629-0404

JETRO NEW YORK

1221 Avenue of the Americas
New York, NY 10020-1060
(212) 997-0440

KOREA

Korea Trade Promotion Center
460 Park Ave., Suite 402
New York, NY 10022
(212) 826-0900

Korea Trade Promotion Center

700 South Flower
Suite 3220
Los Angeles, CA 90017
(213) 627-9426

PORTUGAL

Portuguese Trade Commission
590 Fifth Avenue
New York, NY 10036
(212) 354-4610

SINGAPORE
Singapore Trade
Development Board
350 South Figueroa
Suite 272
Los Angeles, CA 90071
(213) 617-7358

UNITED KINGDOM
British Trade
Development Office
845 3rd Avenue
New York, NY 10022
(212) 593-2258

TAIWAN
Chinese Investment
and Trade
Office (Taiwan)
41 Madison Avenue
New York, NY 10010
(212) 532-7055

USSR
Trade Representative of
The USSR in the USA
2001 Connecticut Avenue, NW
Washington, DC 20008
(202) 232-5988

TURKEY
Turkish Embassy, Commercial
Counselor's Office
2523 Massachusetts Avenue, NW
Washington, DC 20008
(202) 483-6366

Terms of Sale

In any sales agreement, it is very important that a common understanding exist regarding the delivery terms. The terms in international business transactions often sound similar to those used in domestic business, but frequently have very different meanings.

C.I.F (Cost, Insurance, Freight) to named overseas port of import. Under this term, the seller quotes a price for the goods, including insurance, all transportation, and miscellaneous charges to the point of debarkation from vessel or aircraft.

C. and F. (Cost and Freight) to named overseas port of import. Under this term, the seller quotes a price for the goods that includes the cost of transportation to the named point of debarkation. The cost of insurance is left to the buyer's account.

F.A.S. (Free Alongside a Ship at named U.S. port of export). Under this term, the seller quotes a price for goods that includes charges for delivery of the goods alongside a vessel at the port.

F.O.B. (Free On Board). Under this term, the seller quotes a price for goods that includes the cost of loading them into transport vessels at a named point.

F.O.B. (named inland point of origin). The price quoted applies only at a designated inland shipping point. The seller is responsible for loading goods into the transport vessel, the buyer for all subsequent expenses.

F.O.B. (named port of exportation). The quoted price includes the cost of transporting the goods to the named point.

AMERICAN CHAMBERS OF COMMERCE ABROAD

A particularly valuable and reliable source of information in any foreign country is the American Chamber of Commerce located in that area. Secretaries of such organizations are not only thoroughly conversant with trade opportunities, actual and potential competition, periods of maximum trade activity and similar considerations, but they also are disposed to favor U.S. products over any others.

American Chambers of Commerce abroad generally are glad to receive inquiries from businesses in the U.S. Detailed service, however, is ordinarily undertaken free of charge only for members of particular organizations. Some chambers have a set schedule of charges for services rendered to non-members.

ARGENTINA

American Chamber
of Commerce in Argentina
Av. Pte. Roque Saenz Pena 567
13252 Buenos Aires, Argentina
(33-5591/5592)

AUSTRALIA

American Chamber
of Commerce in Australia
40 Pitt Street, 8th Floor
Sidney, N.S.W. 1000, Australia
(241-1907)

AUSTRIA

American Chamber
of Commerce in Austria
Tarkenstrasse 9
A-1090 Vienna, Austria
(31 57 51 31 57 52)

BELGIUM

American Chamber
of Commerce in Belgium
Avenue des Arts 50 bte 5
B-1040, Brussels, Belgium
(02-512-12-612)

BOLIVIA

American Chamber
of Commerce in Bolivia
Avda, Arce #2071, of .2
La Paz, Bolivia
(34-2523)

BRAZIL

American Chamber
of Commerce in Brazil
Avenida Rio Branco 123
21st Floor
Rio de Janeiro, Brazil
(22-1983)

CHILE

Chamber of Commerce of USA
in Republic of Chile
Hotel Sheraton
San Cristobal, Loc. 11
Costilla De Correo 423
Santiago, Chile
(74-7167)

COLOMBIA

Colombian-American
Chamber of Commerce
Bogota Hilton Hotel, Suite 701
Carrera 7a, No. 32-16
Bogota, Colombia
(329701.791)

COSTA RICA
American Chamber of Commerce
Costa Rica
Calle 3, Avenidas
1y3, Piso Apartado
Postal 4946
San Jose, Costa Rica
(33-21-33)

DOMINICAN REPUBLIC
American Chamber
of Commerce in the
Dominican Republic
Santo Domingo, Dominican Republic
(533-7292)

ECUADOR
Ecuadorian-American
Chamber of Commerce
Apartado 2432
Quito, Ecuador
(543-5120)

EL SALVADOR
American Chamber of Commerce in
El Salvador
Apartado Postal (05)9
Apt. "A" 9th Floor
Condominio Blvd., Los Heroes
San Salvador, El Salvador
(26-14-41; 26-35-44)

FRANCE
American Chamber
of Commerce in France
21 Avenue George V
75008 Paris, France
(723-80-26)

GERMANY
American Chamber
of Commerce in Germany
Rossmarkt 12
D-6000 Frankfurt 1, Germany
(0611) 28-34-01

HAITI
Haitian-American Chamber of
Commerce and Industry
Delmas P.O. Box 13486
Port-au-Prince, Haiti
(204-42)

HONG KONG
American Chamber of Commerce
in Hong Kong
1030 Swire House
Hong Kong
(5-260165)

INDONESIA
American Chamber of Commerce
in Indonesia
Trolo Poas 3060
3rd Floor, Oil Centre Building
Jl. M.HTharmin 55
(202) 223-1029 (RMI)

IRAN
American Chamber of Commerce
Bezrouke Building, 8th Floor
Tehran 15, Iran
(895149)

IRELAND
U.S. Chamber of Commerce
in Ireland
20 College Green
Dublin 2, Ireland
(712733)

ITALY
American Chamber of Commerce
in Italy
Via Agnello 12
20121 Milan, Italy
(8079556)

JAPAN
American Chamber of Commerce
in Japan
#2 Fukide Building
1-21 Toranomom 4-Chome
Minato-Ku, Tokyo, Japan
(03) 433-5381

KOREA
American Chamber of Commerce
in Korea
3rd Floor, Chosun Hotel
Seoul, Korea
(23-6471)

LATIN AMERICA
Association of American
Chambers of Commerce
in Latin America
1615 H Street NW
Washington, DC 20062, USA
(202) 659-3055

MALAYSIA
American Business Council
of Malaysia
2-3-Bangunan Angkasa Raya
Jalan Ampang
Kuala Lumpur, Malaysia

MEXICO
American Chamber of Commerce
in Mexico
Lucern 78-4
Mexico 6, D. F., Mexico
(556-0866)

MOROCCO
American Chamber of Commerce
in Morocco
53 rue Allal Ben Abdullah
Casa Blanca, Morocco
(22-14-48)

NEW ZEALAND
American Chamber of Commerce
in New Zealand
Wellington, New Zealand
(727549)

NICARAGUA
American Chamber of Commerce
in Nicaragua
Apartado 2720
Managua, Nicaragua
(876518796)

PANAMA
American Chamber of Commerce
and Industry of Panama
Apdo. 168
Estafeta Balboa
Panama City, Panama
(011) (507) 69-3881

PERU
American Chamber of Commerce
in Peru
Juan de Arona 830, 2nd Floor
Lima 27, Peru
(40-3425)

PHILIPPINES
American Chamber of Commerce
in the Philippines
P. O. Box 1578, MCC
Manila, The Philippines
(865-115)

PORTUGAL
Portuguese-American Chamber
of Commerce
Rua de D Estefanta, 155, 5Q-E
Lisbon 1200, Portugal
(57-25-61)

SINGAPORE
American Business Council
of Singapore
9th Floor, Shaw House
Orchard Road
Singapore 9
(235007)

SOUTH AFRICA
American Chamber of Commerce
in South Africa
27th Floor, Life Centre
45th Commissioner Street
Johannesburg 2001, South Africa
(836-5622)

SPAIN
American Chamber of Commerce
in Spain
Avenida Generalisimo Franco 477
8 Barcelona 11, Spain
(321 81 95/96)

SWITZERLAND
Swiss-American Chamber of Commerce
Talacker 41
8001 Zurich, Switzerland
(01) 211 24 54

THAILAND
American Chamber of Commerce
in Thailand
P. O. Box 17-277
Bangkok, Thailand
(2519266)

TAIWAN
American Chamber of Commerce
in Taiwan
P. O. Box 170277
Taipei, Taiwan
(5512515)

THE NETHERLANDS
American Chamber of
Commerce in The Netherlands
Carneigieplein 5
25 17 KJ The Hague
The Netherlands
(070-659808)

URUGUAY
Chamber of Commerce of the
U.S.A. in Uruguay
Colle Bartolome Mitree 1337
Casilla de Correo 389
Montevideo, Uruguay
(98-69-34; 90-60-52)

UNITED KINGDOM
American Chamber
of Commerce in England
75 Brook Street
London W1Y 2EB, England
(01-493-0381)

VENEZUELA
Venezuelan-American
Chamber of Commerce
Commerce and Industry
Centro Plaza, Torre A, Nivel 15
Avenida Francisco de Miranda
Los Palos Grandes Apartado 5181
Caracas, D.F. Venezuela
(283-8355)

DOCUMENTATION

Below is a list of documents that are commonly used in exporting. The documents actually used depends on both U.S. Government requirements and those requirements imposed by the importing country.

Commercial Invoice. As in a domestic transaction, the commercial invoice is a bill for the goods from the buyer to the seller. A commercial invoice should include basic information about the transaction, including a description of the goods, address of shipper and seller, delivery and payment terms, etc.

Bill of lading. Bills of lading are contracts between the owner of the goods and the carrier (as in the case for domestic shipments).

Consular invoice. Certain nations require a "consular invoice" which is used to control and identify goods. The invoice must be purchased from the consulate of the country to which the goods are being shipped and usually must be prepared in the language of that country.

Certificate of origin. Certain nations require a signed statement as to the origin of the export item. This is usually obtained through a semiofficial organization, such as a local chamber of commerce or an authorized freight forwarder.

Inspection certification. Some purchasers and countries may require a certificate attesting to the specifications of the goods shipped, usually performed by a third party.

Destination control statement. This statement appears on the commercial invoice, bill of lading, or air waybill and shippers export declaration (SED), and serves to notify the carrier and all foreign parties that the item may only be exported to certain destinations.

Shipper's export declaration (SED). Used to control exports and compile trade statistics, this document is prepared for shipments valued in excess of \$1500 and is required by the U.S. Department of Commerce.

Export license. U.S. export shipments are required by the U.S. Government to have an export license, either a General License or a Validated License.

FOREIGN CHAMBERS OF COMMERCE IN THE U.S.

The activities of foreign chambers of commerce and associations in the U.S. are directed toward fostering friendly commercial relationships between the countries they represent and U.S. trading interest; furnishing information regarding the resources and industries of their countries; and disseminating general information about the countries they represent.

AFRICA

African-American Chamber
of Commerce, Inc.
65 Liberty Street
New York, NY 10005
(212) 766-1343

ARGENTINA

Argentina-American
Chamber of Commerce
11 Broadway
Suite 564
New York, NY 10004
(212) 943-8753

ASIA

Association of Asian-American
Chambers of Commerce
P.O. Box 1933
Washington, D.C. 20013
(202) 638-5595

AUSTRIA

U.S.-Austrian
Chamber of Commerce, Inc.
120 Broadway
New York, NY 10005
(212) 571-0340

BELGIUM

Belgium-American
Chamber of Commerce
in the U.S., Inc.
50 Rockefeller Plaza
Suites 1003 & 1005
New York, NY 10020
(212) 247-7613

BRAZIL

Brazil-California
Trade Association
350 South Figueroa Street
Suite 226
Los Angeles CA 90071
(213) 627-0634

CHILE

North American Chilean
Chamber of Commerce
220 E. 81st Street
New York, NY 10028
(212) 288-5691

CHINA

Chinese Chamber of Commerce
of San Francisco
730 Sacramento Street
San Francisco, CA 94108
(415) 982-3000

COLOMBIA

Colombian American
Association, Inc.
111 Broadway
Suite 1408
New York, NY 10006
(212) 233-7776

COSTA RICA

Costa Rica Export, Investment
and Promotion Center
200 South-East 1st Street
Suite 400
Miami, FL 33131
(305) 358-1891

DOMINICAN REPUBLIC

Dominican Republic
Export Promotion Center
One World Trade Center
Suite 86065
New York, NY 10048
(212) 432-9498

ECUADOR

Ecuadorean-American Association
115 Broadway
Suite 1110
New York, NY 10006
(212) 233-7776

FAR EAST

Far East-American
Council of Commerce
and Industry, Inc.
1270 Avenue of the Americas
Suite 1810
New York, NY 10020
(212) 265-6375

FINLAND

Finnish-American
Chamber of Commerce
of the Midwest
35 East Wacker Drive
Suite 1900
Chicago, IL 60601
(312) 346-1150

FRANCE

French-American
Chamber of Commerce
of the U.S.
1350 Avenue of the Americas
New York, NY 10019
(212) 581-4554

GERMANY

German-American
Chamber of Commerce
of Chicago
104 South Michigan Avenue
Suite 600
Chicago, IL 60603
(312) 782-8557

GREECE

Hellenic-American
Chamber of Commerce
25 Broadway
Suite 1145
New York, NY 10004
(212) 943-8594

INDIA

Indo-American Chamber of Commerce
Bank of India
19 South La Salle Street
Chicago, IL 60603
(312) 621-1200

INDONESIA

American-Indonesian
Chamber of Commerce, Inc.
12 East 41st Street
Suite 701
New York, NY 10017
(212) 683-6170

IRAN

Iran-American Chamber of
Commerce and Industry
700 North Sepulveda Boulevard
El Segundo, CA 90245
(213) 967-2005

IRELAND

Ireland-United States Council
for Commerce and Industry, Inc.
406 Park Avenue
New York, NY 10022
(212) 752-2660

ISRAEL

American-Israel Chamber of
Commerce and Industry, Inc.
Midwest Chapter
180 North Michigan Avenue
Chicago, IL 60601
(312) 641-2937

ITALY

Italian Chamber of Commerce
of Chicago
327 South LaSalle Street
Chicago, IL 60604
(312) 427-3014

JAPAN

Japanese Chamber of Commerce
and Industry of Chicago
401 North Michigan Avenue
Suite 602
Chicago, IL 60611
(312) 332-6199

KOREA

Korean-American Midwest Association
of Commerce and Industry
Esteck General Chemicals Corp.
30 North LaSalle Street
Chicago, IL 60612
(312) 431-8315

LATIN AMERICA

Chamber of Commerce
in Latin America
in the U.S., Inc.
One World Trade Center
Suite 3549
New York, NY 10048
(212) 432-9313

LEBANON

United States-Lebanese
Chamber of Commerce
Five World Trade Center
Suite 6249
New York, NY 10048
(212) 432-1133

MEXICO

Mexican-American
Chamber of Commerce
of Chicago
3650 West 26th Street
Chicago, IL 60623
(312) 762-5662

NIGERIA

Nigerian-American
Chamber of Commerce, Inc.
65 Liberty Street
New York, NY 10005
(212) 766-1343

NORWAY

Norwegian-American
Chamber of Commerce
360 North Michigan Avenue
Suite 1908
Chicago, IL 60601
(312) 956-6969

PAKISTAN

Pakistani-American
Chamber of Commerce, Inc.
21 Vernon Street
P.O. Box 480
Floral Park, NY 11002
(516) 488-4100

PAN AMERICA

Pan American Chamber of Commerce
and Trade Council
Business Information Center
315 12th Avenue
San Francisco, CA 94118
(415) 752-4093

PERU

Peruvian-American Association
11 Broadway
Suite 564
New York, NY 10004
(212) 943-8753

PHILIPPINES

Philippine-American
Chamber of Commerce
Philippine Consulate
447 Sutter Street
San Francisco, CA 90071
(415) 391-3655

SAUDI ARABIA

MidAmerican-Arab
Chamber of Commerce, Inc.
35 South LaSalle Street
Suite 2050
Chicago, IL 60603
(312) 782-4654

SPAIN

Spain-U.S. Chamber of Commerce
of the Pacific Coast
World Trade Center
Suite 944
350 South Figueroa Street
Los Angeles, CA 94101
(213) 489-4459

SWEDEN

Swedish-American Chamber of
Commerce of the Western U.S., Inc.
Ferry Building
Suite 268
World Trade Center
San Francisco, CA 94101

THE NETHERLANDS

Netherland Chamber of Commerce
in the U.S., Inc.
One Rockefeller Plaza
11th Floor
New York, NY 10020
(212) 265-6460

TRINIDAD/TOBAGO

Trinidad and Tobago Chamber
of Commerce, U.S.A., Inc.
Trinidad and Tobago Oil Company
1270 Avenue of the Americas
Suite 400
New York, NY 10020
(212) 541-4615

UNITED KINGDOM
British-American Chamber of
Commerce and Trade Center
275 Madison Avenue
New York, NY 10016
(212) 889-0680

VENEZUELA
Venezuelan-American Association
of the U.S.A., Inc.
111 Broadway, Suite 1408
New York, NY 10006
(212) 233-7776

Plants, animals and agricultural products, which are exported outside the U.S. must have official certification by agricultural inspectors and/or veterinarians. Other useful information regarding agricultural matters may be found through the following agencies.

Division of Plant Industry
Colorado Department of Agriculture
1525 Sherman St.
Denver, CO 80203
(303) 866-2838

Veterinary Services
Animal & Plant Health Inspection Services
U.S. Department of Agriculture
2490 W. 26th Ave.
Denver, CO 80211
(303) 964-0130

Plant Protection & Quarantine Division
U.S. Department of Agriculture
132 Union Blvd., Ste. 420
Lakewood, CO 80228
(303) 236-0346

Canada was by far the United States' leading market for exports in 1987, followed by Japan, Mexico, the United Kingdom, and West Germany. Japan was the United States' leading import supplier, followed closely by Canada, and then by West Germany, Taiwan, Mexico, the United Kingdom, and South Korea.

The capital goods sector leads U.S. exports, followed by industrial supplies and materials, then foods, feeds, beverages, and automotive products.

The Commerce Department estimates that about 2,000 U.S. companies account for more than 70 percent of U.S. manufactures exports.

INTERNATIONAL TRADE BIBLIOGRAPHY

Colorado International Trade Directory, 1988

This serves as a guide to the expanding volume of international trade activity in the State of Colorado. The directory is intended to promote Colorado's growing international business community and to highlight approximately 1,000 exporting and importing firms located across the state. For information, contact the Chamber at: (303) 534-3211.

Rocky Mountain High Technology Directory

The directory provides a listing of Colorado high tech manufacturers. Information includes location of firm, products made, key personnel, and company size. For order information, contact: Leading Edge Communications, Inc., (303) 449-0583.

Directory of Colorado Manufacturers

The directory is designed to be a reference publication, providing a readily available source of information about Colorado manufacturing establishments. Published by the Business Research Division, College of Business Administration, University of Colorado, Boulder, (303) 492-8227.

*Partners in Export Trade Directory

This directory is the revised and expanded edition of the Contact Facilitation Service Directory published in 1984. The directory's purpose is to promote contact between producers of exportable goods and services and firms offering export trade services. The directory consists of more than 4,500 U.S.-based companies, their key contacts, products and services, arranged alphabetically by state.

*A Basic Guide to Exporting

This publication provides an excellent background for someone who is seeking to learn more about the export process and what is entailed. Topics such as determining a product's export potential, export financing, and export documentation are covered.

*A Guide to Selling Your Service Overseas

This clear and concise guidebook is designed to help prospective exporters analyze their service-export potential, select and evaluate foreign markets, and establish overseas representation networks.

*Importing Into the United States

Helps explain certain procedures to follow for importing. In addition it covers some requirements, such as those relating to marketing and preparation of invoices, which must be met by the importer. NOTE: All questions relating to importing should be addressed to the Denver Customs Branch at (303) 361-0716.

*Exporters Guide to Federal Resources for Small Business

The U.S. Small Business Administration (SBA) has published a guide outlining the federal programs available to assist small business exporters. It combines in one publication the assistance available from ten federal government agencies and the key contacts in those agencies.

Bureau of National Affairs Export Shipping Manual

This three volume "exporter's encyclopedia" is a valuable resource for questions relating to a specific country's trading procedures. A complete listing is covered on a country by country basis. This data is frequently updated by its publisher, the Bureau of National Affairs. Individuals may use this resource at the US&FCS library.

The Exporter

An international business magazine that provides a guide to services and resources for every aspect of exporting. It offers up-to-date coverage on changes occurring in many important areas that are of interest to the U.S. exporter. For subscription information, contact the US&FCS resource library. Copies of this publication can be obtained from Trade Data Reports, Inc., 6 West 37th Street, New York, NY 10018, (212) 563-2772).

*Business America

A bi-weekly publication of the International Trade Administration (ITA) designed especially for American exporters. Contains country marketing reports, incisive economic analyses, worldwide trade leads, and advance notice of planned exhibitions of U.S. products worldwide. The US&FCS library carries this publication.

The Journal of Commerce

This daily business newspaper has begun publishing daily trade leads that are important for U.S. exporting companies to expand their markets. This information was previously published in the Trade Opportunity Program Bulletin (TOP) by the Department of Commerce. Entitled "Export Opportunities," the listings include a brief description of the overseas company and the types of products it wishes to import. Appropriate contact information is also listed. This newspaper is available for viewing at the US&FCS library.

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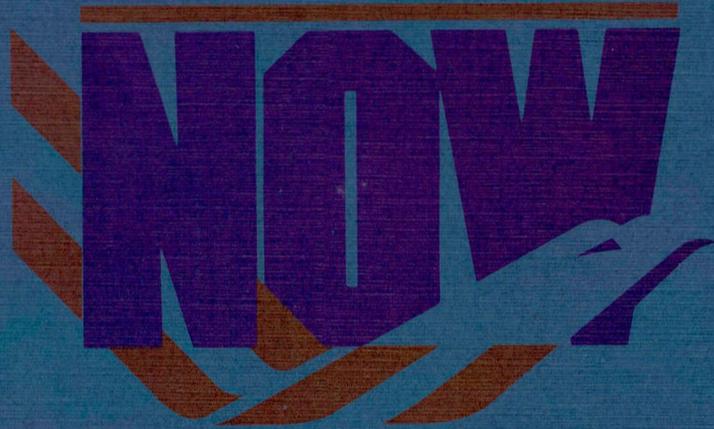
Sign up for this service in order to receive announcements on U.S. Government publications on such topics as how to start exporting, how to export more profitably, export statistics, market information, etc. New books will be announced upon publication. To receive the announcements, send your name and address to: Priority Announcement List (N-524), Superintendent of Documents; Mail List Branch; Mail Stop SSOM; Washington, D.C. 20401-9374.

(*) These publications may be purchased at the government publications bookstore located in the downtown federal building in room 117, (303) 844-3964. Specific order information for federal publications in Washington, D.C. may also be obtained from this office.

For a more comprehensive international trade bibliography, consult A Basic Guide to Exporting. In addition, the international business community can access a comprehensive collection of Government Documents at the Denver Public Library.

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**EXPORT
NOW**

A stylized graphic of a hand holding a globe, rendered in shades of purple and blue. The hand is positioned at the bottom right, with fingers curled around the base of the globe. The globe is depicted with curved lines representing latitude and longitude, and is partially obscured by the text 'NOW'.