

International Agenda

June

18 The Second Annual WTCA (World Trade Centers Association) Day program will be held today from 8:30 to 11:30 a.m. at Housatonic Community College in Bridgeport. The keynote speaker will be David Freeman, former CEO of Loctite Corp. A Connecticut company or person will receive the "Todd Ouida World Trade Award" and a Connecticut student will be honored as part of an essay contest. The program also will include a panel, which will discuss the Global Market, its challenges, and opportunities for global growth using the Internet. Registration is \$20 in advance, \$25 at the door. To register, call Jim Nicholas, 203-336-5353, or e-mail nickcwta@aol.com

15-23 The 45th International Aviation and Aerospace Exhibition, 9 a.m. to 6 p.m. at Le Bourget Airport, Paris. Contact: Pat Zagnit: 609-987-9050, pzagnit@parisairshowusa.com or visit www.parisairshowusa.com

September

11 Westconn International Trade Association, monthly meeting, Giovanni's II, Darien, 6 p.m., Mark Bishop, 516-608-7352, mbishop@systemax.com, www.westconn.org.

14 - 19 Joseph H. Bogosian, Deputy Assistant Secretary of Commerce for Transportation and Machinery, International Trade Administration (ITA), will lead an aerospace trade mission to Chengdu and Beijing, People's Republic of China. The mission will include representatives from a variety of U.S. air traffic control (ATC) and airport infrastructure development firms, service providers and consultants who are interested in expanding their presence in China's rapidly growing markets. The Commerce Department's delegation will include staff from the ITA's Office of Aerospace. For more information, call 202-482-4230 or e-mail: Vicki_Heilman@ita.doc.gov www.ita.doc.gov/td/aerospace

15-19 The U.S. Department of Commerce – along with the International Trade Administration, U.S. Commercial Service, and Office of Export Promotion Services – are organizing a Healthcare Technologies Trade Mission to the United Kingdom and Ireland. The trade mission will target the healthcare technologies industries, with an emphasis on the telemedicine sector, which is experiencing strong growth in these markets. The focus of the delegation will be to match participating U.S. companies with qualified agents, distributors, representatives, licensees, and joint venture partners. For more information, call 202-482-2839 or e-mail: william.kutson@mail.doc.gov

25 The Stamford Chamber of Commerce will host its first International Trade Day, a symposium to be held from 9 a.m. to 7 p.m. at the Stamford Sheraton Hotel. This event aims at teaching and informing the business community about the opportunities of global commerce. The breakout sessions will focus on key aspects of doing business around the world and will be divided by region: Asia, Europe and the Americas. The morning session will feature speakers from the consulates of countries in these regions who will discuss matters relating to importing from and exporting to their countries. The morning and afternoon sessions will be separated by a luncheon, which will feature a keynote speaker who is yet to be announced. For more information, call 203-359-4761 or visit the chamber's Web site at www.stamfordchamber.com

October

9 Westconn International Trade Association Fall Golf Classic, Lyman Orchards Country Club, Route 157, Middlefield, Mark Bishop, 516-608-7352, mbishop@systemax.com, www.westconn.org.

On the Cover: Reprint of an Illustration by IESC Volunteer Pat Stefanini

Port Connecticut International Trade Newsfolio™

Gregory Sandler, Publisher
54 Hazard Ave., #118 • Enfield, CT 06082
1-800-581-8533 • Fax: 413-584-1688
E-mail: info@portconnecticut.com

To be added to or removed from the mailing list: list@portconnecticut.com

Port Connecticut is also available online at portconnecticut.com

www.portconnecticut.com

The Port Connecticut International Trade Newsfolio™ is published quarterly in cooperation with the Connecticut District Export Council and is sponsored by UPS.

©2003 by Global Business Perspectives Inc.

All Rights Reserved, www.thinkglobal.com

WorldWideWeb

Market Research Library Offers Reports

Access is available online to the U.S. Commercial Service Market Research Library containing more than 100,000 industry and country-specific market reports, Web sites, events, and trade directory listings. Among the reports available are: Country commercial guides, industry sector analyses, marketing insights, multilateral development bank reports, best markets, and other industry/regional reports. For more information, click on the "Market Research Reports" link at www.export.gov

Upcoming Trade Missions in Database

The International Trade Administration maintains an online database of upcoming trade missions. Every trade mission is scrutinized to ensure that it is consistent with the Commerce Department's overall export promotion strategy and that it is likely to further those goals. As particular trade missions are identified, and their official trade mission statements are approved for release to the public, they are listed on this trade mission calendar page at www.ita.doc.gov/doctm/tmcal.html

Health Advisories Available for Travelers

The Centers for Disease Control and Prevention (CDC), the lead federal agency for protecting the health and safety of the American people, provides updated information on both domestic and overseas health threats. Travel alerts and health advisories can be found on the CDC's Web site at www.cdc.gov/travel

Global Trade & Technology Network Assists in Trade Transactions

The Global Trade & Technology Network (GTN) is a U.S. Agency for International Development program implemented through a cooperative agreement with the International Executive Service Corps. The GTN offers several programs and a network of trade specialists to help companies with their international trade transactions. It assists small and mid-sized enterprises in building trade linkages, identify-

ing investment opportunities and accessing new technologies. More information is available [online at www.usgtn.net/](http://online.at.usgtn.net/)

International Jobs Listed Online

The International Career Employment Center, managed by the nonprofit Carlyle Corporation, specializes in identifying and describing international career positions with employers in all sectors of the job market, around the world. The center includes information on current international job openings with governments, government contractors, United Nations agencies and other intergovernmental organizations. It also includes private voluntary organizations working overseas, corporations involved in international trade and finance, engineering firms, associations, foundations, universities, and state governments. More information is available online at www.internationaljobs.org

Port Connecticut Sweepstakes

Give Us Your Feedback and Enter To Win Two Free Airline Tickets

Take a minute to fill out the Port Connecticut reader survey and your name will automatically be entered into the Port Connecticut 2003 Sweepstakes.

To enter the Port Connecticut sweepstakes, visit our Web site at www.portconnecticut.com and click on the Sweepstakes link.

No purchase necessary. Official rules are online at www.portconnecticut.com

Stamford-Based Volunteer Corps Offers American Expertise to Businesses Overseas

After 35 years of practicing law at a successful firm in Stamford, retired attorney James Kambas decided to volunteer for what has been called a commercial version of the Peace Corps: the International Executive Service Corps.

The Stamford-based IESC is a nonprofit business development organization that each year assigns hundreds of experienced business volunteers to help foreign companies in more than 50 developing countries. Like many of the 12,000 volunteers in the IESC volunteer pool, Kambas is a retired business owner. He is a former partner in the Stamford law firm Roberts, Kambas, Rose and Bates PC, which specializes in commercial, corporate and banking law.

While volunteers have varied reasons for joining IESC, most of them want to share the good fortune they have enjoyed running companies in a business-friendly market. Kambas also saw volunteering as a way to "give back," to share his business knowledge and office management experience with others trying to build a business, while helping companies abroad gain a foothold in the global marketplace.

When he arrived in Zagreb, Croatia, for his first IESC assignment in February 2003, Kambas immediately recognized a range of ways in which his experience could be put to use. Working closely for two weeks with the principal attorneys at the law firm of Sanja Juric in the city's business district, he helped reorganize the firm's billing apparatus and its client-tracking and filing systems, developed a marketing program, and helped improve the company's overall operating efficiency. For his second assignment, he moved on to Sofia, Bulgaria, where he worked with the law firm of Totez & Ivanov.

"Companies in developing countries are looking to America for guidance. They really want to do things the way Americans do them," said Kambas, speaking about the businesspeople with whom he worked in Croatia and Bulgaria. "The things we talked about and

the changes we made while I was there will save them a lot of time and a lot of money. I felt very good about the experience when I left, that I got some things accomplished." IESC volunteers collectively carry a vast spectrum of business savvy and insight to companies in the developing world, in areas that include accounting, communications, engineering, information technology, marketing, transportation and manufacturing.

Funded primarily by grants from the U.S. Agency for International Development,



IESC Volunteer James W. Kambas

IESC endeavors to empower companies in developing countries to become self-sustaining and competitive globally by providing guidance from successful American business people. As a result, the organization posits, the U.S. gains potential trade partners, developing countries strengthen their economies and more people obtain access to a higher standard of living.

"This is a win-win situation," said Hobart C. Gardiner, president and CEO of IESC and a former CEO of Standard Oil Co. "We think of economic development as the

means and human development as the end. We view foreign assistance as a hand up, not a hand out."

The organization's Stamford location is advantageous, said Kathleen Failla, director of communications and public affairs at IESC, because of its access to a large pool of qualified business and staff people in southern Connecticut and New York City, as well as its proximity to several airports.

Since its founding in 1964 by David Rockefeller, then the president of Chase Manhattan Bank, IESC has assisted in the creation of a million jobs worldwide. IESC estimates that its clients have increased their exports by \$1 billion total and U.S. companies have increased sales to IESC clients by \$3 billion. Interest in volunteering for the organization has remained steady overall, said Failla, and there was a period right after the attacks of September 11, 2001, when IESC received a flurry of interest from people who saw participation in the IESC as a way to wage war against terror.

In 2001, the organization added to its global reach with the acquisition of Geekcorps, an independently operated division of volunteer experts in information technology based in North Adams, Mass. Later that year, IESC was appointed the administrator of the USAID-funded Global Trade & Technology Network (GTN), a program headquartered in Washington, D.C., that forges business partnerships among small and mid-sized companies in the United States and developing countries.

With the help of IESC volunteers, says Gardiner, foreign businesses can make a large impact on their countries' economies. "We feel it's essential for us to help these countries," he said. "It's kind of a public-diplomacy initiative, giving countries the opportunity to grow and become self-sustaining. There are no underdeveloped countries; there are only under-managed countries. We provide these companies with management tools."

More information on IESC is available on its Web site at www.iesc.org.

Global Business BRIEFS

EMCOR Group Subsidiary Awarded British Airways Contract

EMCOR Group Inc. has announced that its facilities services operation in the United Kingdom has been awarded a three-year contract, valued at \$40 million per year, from British Airways. Under the contract, EMCOR, based in Norwalk, Conn., will serve as the single-source provider of facilities management services for approximately 7.5 million square feet of British Airways' facilities in 100 separate buildings, including its Waterside Headquarters, as well as Heathrow and Gatwick airports.

W. R. Berkley Corp. Announces Intent To Form U.K. Operation

W. R. Berkley Corp., based in Greenwich, Conn., has announced plans to form a United Kingdom-authorized insurance company. Expected to be London-based, the enterprise will specialize principally in writing domestic U.K. casualty risk insurance policies. Operations are expected to begin by the third quarter of 2003.

PanAmSat Authorized To Operate Satellite Services in Brazil

PanAmSat Corp., based in Wilton, Conn., has announced that ANATEL, the government agency that regulates all telecommunications services in Brazil, has authorized the company's Brazilian subsidiary, PanAmSat do Brasil, Ltda., to commercialize its PAS-9 Ku-band payload to deliver video, data and Internet services across the country. In particular, PAS-9 will offer extensive broadband VSAT applications to Brazil's growing telecom market. PAS-9 is the second PanAmSat satellite to receive authorization from ANATEL to operate under the Brazilian subsidiary, providing direct access to one of Latin America's strongest economies.

Mercator Selected as Integration Platform by EIB

Wilton, Conn.-based Mercator Software Inc., has been selected by the European Investment Bank (EIB) to integrate its systems. Created in 1958 under the Treaty of Rome, the EIB, based in Luxembourg, is the financing institution of the European Union. More than 1,100 global businesses currently use Mercator's integration technology.

Pitney Bowes Expands Operations with New Office in Korea

Pitney Bowes Inc. has announced the expansion of its Asia Pacific region's direct operations with the opening of an office in Seoul, Korea, a move that is in line with the company's strategic focus on accelerated global growth. The company's goal is to provide mail and document management solutions to both the Korean postal service and to corporate customers.

MISER Notes Drop in CT Exports

Connecticut exports fell 5.4% between the fourth quarter of 2002 and the first quarter of 2003, and fell 3.2% compared to the first quarter of 2002, according to the most recent data released by the Massachusetts Institute for Social and Economic Research, the largest online provider of state export data. Connecticut export trends generally lag behind national trends due to the state's large aircraft contracts. The state's largest year-to-year losses - January through March 2002 compared to the same period in 2003 - were in turbojets, aircraft parts, and parts for nuclear reactors. The largest gains were reported in organic chemicals, mineral fuel, and pharmaceuticals.

Asian Development Bank Officials Participate in UConn Seminar

Four executives from the Asian Development Bank, including Paul Speltz, the U.S. ambassador to the bank, participated in a seminar held at the University of Connecticut, Stamford. More than 60 people - representing manufacturers, vendors, suppliers, out-sourcers, consultants and professionals - received tips on how to obtain assistance in securing export contracts with the 35 developing countries in Central Asia, South Asia, Southeast Asia, China and the Pacific region that are bank members.

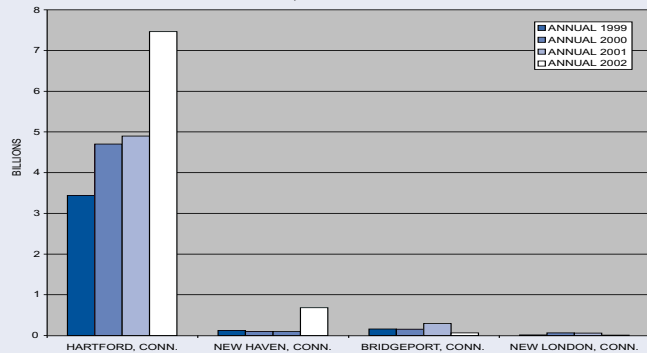
African Mining Executive Addresses Stamford Group

The World Affairs Forum in Stamford recently played host to a breakfast meeting featuring Sam E. K. Jonah, chief executive of the Ashanti Goldfields Co Ltd, the largest African-owned mining company in the African continent. Jonah urged the audience of 75, which included executives with prior experience in Africa, to look beyond the headlines and invest in Africa now. This event was part of the Forum's Ambassadors' Roundtable series, which brings national and international leaders to speak to a select group of business, academic and community leaders in Fairfield and Westchester counties.

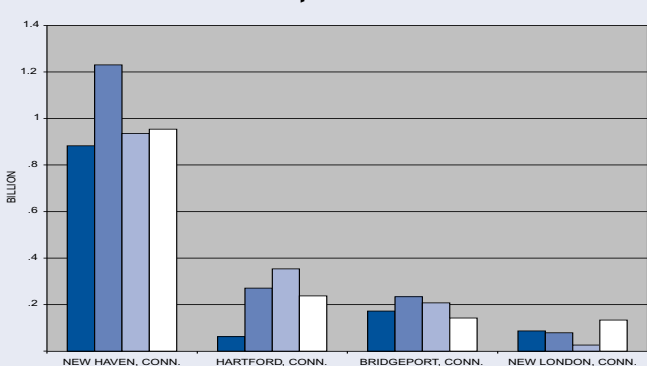
Have a story idea or news brief?
E-mail: news@portconnecticut.com

TRADE DATA

Dollar Value of Exports From Connecticut Ports



Dollar Value of Imports into Connecticut Ports



Exports from Bradley Soar While Imports to Port of New Haven Decline

The value of exports from Hartford (Bradley International Airport) soared 52% over the previous year, buoyed by increases in transportation, computer parts, and other leading sectors. Air weight of shipments through the port increased by 10%. Hartford is Connecticut's leading port of exit by far, but is the second largest importing port, behind New Haven, according to the Massachusetts Institute for Social and Economic Research (MISER), which analyzes import and export data from U.S. ports.

"While imports into Hartford lost 36% by value, they gained 140% by weight, led by new imports of motor vehicle parts from Hungary," said Carla Miller, trade data analyst at MISER, which is located at the University of Massachusetts, Amherst. "Exports from New Haven, while quite small compared to Hartford, skyrocketed 628% in 2002. The leading increases were new shipments of airplane parts and oil to Canada and increased exports of ferrous waste to Peru, Chile, and Kazakhstan. Vessel weight of shipments increased 396%."

More information is available online at www.misertrade.org

Q&A: Andrew S. Natsios on USAID's Funding of the Iraq Rebuilding Initiative

The U.S. Agency for International Development (USAID) recently announced the award of a \$34.6 million contract that calls for the repair, rehabilitation or reconstruction of vital elements of Iraq's infrastructure. This includes assessment and repair of power generation facilities, electrical grids, municipal water systems, sewage systems, and more. The president's budget request contained \$1.7 billion for reconstruction and \$543 million for humanitarian relief efforts. Congress will make the final determination about the funds that can be spent. Andrew S. Natsios, administrator for USAID, discusses the agency's role in the rebuilding initiative.



Andrew S. Natsios

What is the source of funding for the contracts and grants that USAID is awarding?

Funds are appropriated by the U.S. Congress - ultimately the U.S. taxpayer. Revenues from the Oil for Food program, or other Iraqi or international sources, will not fund these contracts.

What will the initial contracts cover?

These are for capital construction including bridge, road and port rehabilitation and repair; seaport administration; airport administration; public health; primary and secondary education; local governance; theater logistical support and personnel support.

Who will the contracts go to?

The prime contracts will be awarded to U.S. firms through the competitive procurement process. Existing U.S. foreign assistance law establishes a preference for U.S. firms. There have been five contracts signed to date directly with USAID and a sixth contract was done as an inter-agency agreement with the Air Force for logistical support. This is being implemented through the Air Force Contract Augmentation Program's (AFCAP) Readiness Management Support (RMS) unit.

How can interested firms explore subcontracting opportunities with the prime contractors?

To assure transparency, USAID will post the names of the prime contractors on the USAID Web site as contracts are finalized. Since decision-making authority for subcontracting sources rests with the prime contractors, they will be free to choose the best combination of U.S. and foreign companies as subcontractors in order to fulfill contractual requirements.

Information on the dollar amounts of the prime contracts, as well as the entire Requests for Proposals (RFPs), can be found on the USAID Web site www.usaid.gov

Port Connecticut

Visit the Web site today!

Post Your Calendar and News Announcements Online!

www.portconnecticut.com

UPS Helps Reduce International Trade Risks

It's been said that money makes the world go round. But when it comes to international trade, it sometimes seems like the world moves faster than the money.

A new service by UPS (NYSE: UPS) helps the money catch up. UPS Exchange CollectSM helps exporters and importers accelerate payments and reduce the risks associated with international trade transactions. UPS Exchange Collect is an easy-to-use, technology-based electronic payment option that synchronizes the movement of goods, information and funds between exporters and importers.

UPS Exchange Collect is designed for companies that want to expand into new international markets and businesses that want to minimize the risks that sometimes accompany trading with new customers. With UPS Exchange Collect, the seller can be confident of getting paid because UPS will deliver the goods only after receiving payment from the buyer.

"UPS's robust technology infrastructure and package-tracking capabilities make UPS Exchange Collect possible," said Derek Woodward, UPS vice president, international marketing. "Using real-time tracking information, UPS Exchange Collect minimizes risks and accelerates payments in the exchange of goods and funds between seller and buyer. On average, sellers receive payments via UPS Exchange Collect in 10 days or less, a major improvement considering that payment in some international trade transactions can extend up to 90 days on traditional credit terms."

UPS Exchange Collect is currently available to companies in 60 origin countries shipping to 18 destination countries, and the service can accommodate 12 major foreign currencies. To be eligible for UPS Exchange Collect offered on a contract basis, customers must use UPS OnLine[®] WorldShip[®]. UPS

Exchange Collect is one of a number of UPS payment options available to companies conducting world trade. For example, UPS CapitalSM, the financial services arm of UPS, offers a variety of financial services, from letters of credit, long-term loans, companies in emerging countries, credit insurance, and accounts-receivable management to help businesses accelerate and coordinate the movement of goods and funds.

For more information on UPS Exchange Collect, businesses can contact their UPS account representative or call 1-800-782-7892.



PRSR STD
U.S. POSTAGE
PAID
ILS MAIL

Return Service Requested

PORT CONNECTICUT[™]

www.portconnecticut.com

54 Hazard Avenue, #118
Enfield, CT 06082