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## AGRICULTURE

**Animal and Plant Health Inspection Service (APHIS)** [www.aphis.usda.gov](http://www.aphis.usda.gov)

USDA's APHIS promotes the health of U.S. agriculture in the international trade arena by developing and advancing science-based standards with trading partners to ensure America's agricultural exports are protected from unjustified restrictions.

**FAS Recipe for Export Success** [www.fas.usda.gov/agexport/export\\_plan](http://www.fas.usda.gov/agexport/export_plan)

The U.S. Foreign Agriculture Service (FAS) Recipe for Export Success is a tool to assist US food, fish, fiber and forest products to create their export marketing plan.

**Food Export Association of the Midwest** [www.foodexport.com](http://www.foodexport.com)

The Food Export Association of the Midwest USA is a private, non-profit association that offers services to help U.S. companies promote their Midwestern food and agricultural products in foreign markets. To carry out this mission, Food Export Association works in conjunction with its 12 member state agricultural promotion agencies. Services include a one-on-one helpline, buyer's missions, Food Show Plus™, financial assistance, and more.

**U.S. Dept. of Agriculture (USDA)** [www.usda.gov](http://www.usda.gov)

USDA's key activities include expanding markets for agricultural products and supporting international economic development, and further developing alternative markets for agricultural products and activities,

**U.S. Food Safety and Inspection Service**

[www.fsis.usda.gov/Regulations\\_&\\_Policies/Export\\_Information/index.asp](http://www.fsis.usda.gov/Regulations_&_Policies/Export_Information/index.asp)  
Export requirements for meat, poultry and processed egg products.

**U.S. Foreign Agricultural Service (FAS)** [www.fas.usda.gov](http://www.fas.usda.gov)

The FAS works to improve foreign market access for U.S. products, build new markets, improve the competitive position of U.S. agriculture in the global marketplace, and provide food aid and technical assistance to foreign countries.

## BUSINESS RESOURCES FOR IOWA COMPANIES

**Center for Industrial Research and Services (CIRAS)** [www.ciras.iastate.edu](http://www.ciras.iastate.edu)

CIRAS provides technical, management and educational assistance to manufactures and agricultural, value-added businesses, services include product design and test, LSO/QS9000, theory of constraints, Kaizen, activity based costing, strategic and business planning, FEA's and FMEA's.

**Iowa Association of Business & Industry** [www.iowaabi.org](http://www.iowaabi.org)

Iowa Association of Business & Industry, "The Voice of Iowa Business since 1903" is the largest business network in the state (serving as Iowa's State Chamber) with long legacy of advocating for a competitive business climate in Iowa.

**Iowa Department of Agriculture and Land Stewardship (IDALS)** [www.agriculture.state.ia.us](http://www.agriculture.state.ia.us)

IDALS' mission is to provide leadership for all aspects of agriculture in Iowa, ensure consumer protection and promote the responsible use of our natural resources.

**Iowa Targeted Small Business Program**

[www.iowaeconomicdevelopment.com/business/tsb.aspx?id=1](http://www.iowaeconomicdevelopment.com/business/tsb.aspx?id=1)

The Targeted Small Business (TSB) Assistance Program supports the creation and expansion of small businesses that are certified as a "targeted small business."

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## BUSINESS RESOURCES FOR IOWA COMPANIES CONT.

### **Iowa Women's Enterprise Center** [www.isediowa.org](http://www.isediowa.org)

Iowans for Social and Economic Development (ISED Ventures) is an asset development organization with the mission of creating opportunities for low and moderate income Iowans to increase income and achieve financial stability. The vision of the organization is to see vibrant Iowa communities where families and individuals have the opportunity to find financial stability and success. ISED Ventures provides a unique bundling of services that allow Iowans to increase wealth through long-term asset building strategies including business based training and technical assistance to low-income and very low-income entrepreneurs to help them start, operate or grow a small business.

### **Service Corp of Retired Executives (SCORE)** [www.score.org/](http://www.score.org/)

SCORE is a nonprofit association with a network of volunteers nationwide dedicated to educating entrepreneurs and assisting with the growth and success of small business. These SBA resource partners are available to assistance companies who are new to the export process and are unsure how to proceed.

### **Small Business Administration (SBA)** [www.sba.gov](http://www.sba.gov)

The SBA finances the short-term and cyclical working-capital needs of small businesses and administers business loan programs to help qualified small businesses obtain financing. SBA offers information on small business loans, grants, bonds and other financial assistance along with training, events, news and resources.

### **Veterans Business Resource Center (VBRC)** [www.vetbiz.gov](http://www.vetbiz.gov)

The VBRC is dedicated to helping men and women, who have served in the U.S. Armed Forces, achieve the American dream of owning and successfully operating their own businesses. The Center will serve all Veterans and Active Duty personnel, including National Guard men and women and Reservists of all branches.

## COUNTRY/INDUSTRY INFORMATION

### **Background Notes** [www.state.gov/r/pa/ei/bgn/](http://www.state.gov/r/pa/ei/bgn/)

These publications from the U.S. Dept. of State include facts about the land, people, history, government, political conditions, economy, and foreign relations of independent states, some dependencies, and areas of special sovereignty

### **CIA World Factbook** <https://www.cia.gov/library/publications/the-world-factbook/>

The World Factbook provides information on the history, people, government, economy, geography, communications, transportation, military, and transnational issues for numerous world entities.

### **CultureGrams™** [www.culturegrams.com/](http://www.culturegrams.com/)

CultureGrams offer concise, reliable, and up-to-date reports on more than 200 countries, each U.S. state and all 13 Canadian provinces and territories.

### **Doing Business** [www.doingbusiness.org/](http://www.doingbusiness.org/)

The World Bank Group's Doing Business project provides objective measures of business regulations and their enforcement across nearly 200 economies and selected cities at the sub national and regional level.

### **The Electronic Embassy** <http://embassy.org>

A resource for the Washington DC foreign embassy community, including links to embassy websites.

### **Euromonitor International** [www.euromonitor.com](http://www.euromonitor.com)

Euromonitor International offers international market intelligence on industries, countries and consumers. They have more than 30 years of experience publishing market reports, business reference books and online information systems.

### **The Federation of International Trade Associations (FITA)** <http://fita.org>

FITA provides resources, benefits and services to the international trade community and useful tools in doing business globally. Their web site links many resources in areas of market research, tools of the trade, international travel and careers.

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## COUNTRY/INDUSTRY INFORMATION CONT.

### **Global Trade Alert** <http://globaltradealert.org>

Global Trade Alert provides real-time information on worldwide governments' measures that are likely to affect foreign commerce. Among its services is a database that allows you to search for governments' actions that affect specific types of trade issues worldwide. Find recent measures and news on the home page. Consult the database to search by criteria.

### **globalEDGE™** <http://globaledge.msu.edu/>

globalEDGE™ is a web portal created by the International Business Center at Michigan State University that connects international business professionals worldwide to a wealth of information, insights and learning resources on global business activities.

### **IMF Data Mapper** [www.imf.org/external/datamapper/](http://www.imf.org/external/datamapper/)

The International Monetary Fund Data Mapper is a complementary tool which projects the World Economic Outlook database data on to a map and offers a quick way to compare countries.

### **International Trade Centre (ITC)** [www.intracen.org](http://www.intracen.org)

ITC is the joint agency of the World Trade Organization and the United Nations and a development partner for small business export success. ITC's goal is to help developing and transition countries achieve sustainable human development through exports.

### **Lex Mundi Guides to Doing Business** [www.lexmundi.com/lexmundi/Guides\\_To\\_Doing\\_Business.asp](http://www.lexmundi.com/lexmundi/Guides_To_Doing_Business.asp)

Overviews written by Lex Mundi member firms, an association of independent law firms, about their country, state, or province.

### **The Library of Congress Global Gateway** <http://international.loc.gov/intldl/intldlhome.html>

This gateway provides access to a wealth of global information including the Country Studies Series.

### **U.S. Commercial Service Market Research Library** [www.buyusainfo.net/adsearch2.cfm](http://www.buyusainfo.net/adsearch2.cfm)

U.S. Department of Commerce Web site with access to Country Commercial Guides, Industry Sector Analyses, International Market Insights, and other reports

### **U.S. Embassies** <http://usembassy.state.gov/>

Link to U.S. Embassies and Consulates worldwide.

## DOCUMENTATION FORMS AND SOFTWARE

The following companies and service providers either sell forms and/or software, or provide downloadable forms for customer use. This listing does not indicate endorsement.

### **A&A Contract Customs Brokers Ltd.** [www.aacb.com](http://www.aacb.com)

A&A's web resources include downloadable forms for U.S. – Canada shipments.

### **Amber Road** [www.amberroad.com/](http://www.amberroad.com/)

Amber Road provides on-demand Global Trade Management (GTM) solutions to automate import and export processes, provide order and shipment-level visibility, calculate duties, taxes and fees, administer preferential trade programs, ensure regulatory compliance and simplify the financing, sourcing and transporting of goods across international borders.

### **AnyForm®** [www.smartform.com/](http://www.smartform.com/)

AnyForm Form Software allows creation of templates for official or internal paper or preprinted forms. Many downloadable export forms are available for free.

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## DOCUMENTATION FORMS AND SOFTWARE CONT.

**Apperson** [www.appersoninc.com/printing/specialty\\_markets.aspx](http://www.appersoninc.com/printing/specialty_markets.aspx)  
Apperson manufactures and stocks more than 100 forms to meet U.S. government regulations for international trade.

**CDC Software** [www.cdcsoftware.com/en/Solutions/CDC-Global-Trade-Management-GTM](http://www.cdcsoftware.com/en/Solutions/CDC-Global-Trade-Management-GTM)  
CDC's TradeBeam Software-as-a-Service platform includes import/export compliance and Export Letters of Credit.

**DB Schenker USA** [www.dbschenkerusa.com/log-us-en/start/documentsusefullinks/documents/](http://www.dbschenkerusa.com/log-us-en/start/documentsusefullinks/documents/)DB Schenker web resources include downloadable forms.

**Export Forms Company** [www.exportforms.com/](http://www.exportforms.com/)  
Export Forms Co. provides fully-compliant export forms.

**Farrow Group** [www.farrow.com/customs-forms](http://www.farrow.com/customs-forms)  
Farrow's library of downloadable forms includes customs clearance forms, NAFTA certificates and other essential documentation for shipments between the U.S. and Canada.

**Federal Express** [www.fedex.com/us/freight/ship-desk/forms.html](http://www.fedex.com/us/freight/ship-desk/forms.html)  
Federal Express web resources include downloadable forms.

**Global Wizard** <http://documentsforexports.com/>  
Global Wizard is a Software-as-a-Service application that includes modules to complete Denied Persons Screening, determine International Trade Requirements, and fulfill Import/Export Documentation Requirements for over 200 countries.

**Shipping Solutions®** [www.shipsolutions.com/](http://www.shipsolutions.com/)  
Shipping Solutions offers an affordable software solution to small and mid-sized businesses to automate the export documentation process.

**Unz & Co.** [www.unzco.com](http://www.unzco.com)  
Unz & Co. products and services include both forms and software.

**UPS** [www.ups.com/content/us/en/shipping/international/forms/library.html](http://www.ups.com/content/us/en/shipping/international/forms/library.html)  
UPS web resources include downloadable forms.

## EDUCATIONAL RESOURCES

The following government agencies, publishers, services providers and private training companies provide training, resource materials and/or newsletters on a regular basis. This listing does not indicate endorsement.

**American Management Association (AMA)** [www.amanet.org/training/seminars/Import-Export- Procedures-and-Documentation.aspx](http://www.amanet.org/training/seminars/Import-Export- Procedures-and-Documentation.aspx)

**A Basic Guide to Exporting** <http://export.gov/basicguide/>

**Bureau of Industry and Security (BIS)** [www.bis.doc.gov/](http://www.bis.doc.gov/)  
**Email Notification** <https://www.bis.doc.gov/forms/emailnotification.htm>  
**Online Training Room** [www.bis.doc.gov/seminarsandtraining/seminar-training.htm](http://www.bis.doc.gov/seminarsandtraining/seminar-training.htm)  
**Seminars** [www.bis.doc.gov/seminarsandtraining/elsem.htm](http://www.bis.doc.gov/seminarsandtraining/elsem.htm)

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## EDUCATIONAL RESOURCES CONT.

**Certified Documentary Credit Specialist** [www.cdcs.org/](http://www.cdcs.org/)

**Circinus Trade Compliance Consulting** [www.circinustd.com/](http://www.circinustd.com/)

**Export-Import Bank of the United States Seminars** [www.exim.gov/seminars/index.cfm](http://www.exim.gov/seminars/index.cfm)

**Dangerous Goods International Training Center** <http://dgitraining.com/>

**DC-PRO (Documentary Credit)** [www.dcpprofessional.com/](http://www.dcpprofessional.com/)

**Dunlap International** [www.dunlapintl.com/](http://www.dunlapintl.com/)

**Export Institute USA** [www.exportinstitute.com](http://www.exportinstitute.com)

**Export.Gov** – keyword search “seminars” [www.export.gov](http://www.export.gov)

**Export Procedures Co., Inc.** [www.exportproco.com/](http://www.exportproco.com/)

**Federal Publications Seminar** [www.fedpubseminars.com/](http://www.fedpubseminars.com/)

**Food Export Association of the Midwest** [www.foodexport.com](http://www.foodexport.com)

**Global Reach Blog** <http://blogs.census.gov/globalreach/>

**Global Training Center** [www.globaltrainingcenter.com](http://www.globaltrainingcenter.com)

**Global Transport Training Services USA, Ltd.** [www.gttstraining.com/](http://www.gttstraining.com/)

**globalEDGE™ Online Course Modules** <http://globaledge.msu.edu/Reference-Desk/Online-Course-Modules>

**GRVR Attorneys** [www.exportimportlaw.com/calendar/](http://www.exportimportlaw.com/calendar/)

**ICC Books USA** <http://store.iccbooksusa.net/>

**IEDA's Calendar of International Education in Iowa**  
[www.iowaeconomicdevelopment.com/business/intltrade/export\\_assistance.aspx](http://www.iowaeconomicdevelopment.com/business/intltrade/export_assistance.aspx)

**IEDA's International Education Newsletter** [http://iowaeconomicdevelopment.com/subscriptions/access\\_form.aspx](http://iowaeconomicdevelopment.com/subscriptions/access_form.aspx)

**International Business Training** [www.i-b-t.net](http://www.i-b-t.net)

**International Education Systems** [www.marybosrock.com/index.html](http://www.marybosrock.com/index.html)

**International Traders of Iowa (ITI)** <http://iowatraders.org/>

**Midwest International Trade Association (MITA)** [www.mitaonline.org/](http://www.mitaonline.org/)

**NASBITE Certified Global Business Professional** [www.nasbitecgbp.org/](http://www.nasbitecgbp.org/)

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## EDUCATIONAL RESOURCES CONT.

**OFAC Email or RSS Feed Updates** [www.treasury.gov/resource-center/sanctions/OFAC-Enforcement/Pages/OFAC-Recent-Actions.aspx](http://www.treasury.gov/resource-center/sanctions/OFAC-Enforcement/Pages/OFAC-Recent-Actions.aspx)

**Sandler & Travis Trade Advisory Services (STTAS)** [www.strtrade.com/Seminars/Seminar\\_CatLocs.aspx](http://www.strtrade.com/Seminars/Seminar_CatLocs.aspx)

**Shipping Solutions Email Newsletter** [www.shipsolutions.com/newsletter.asp](http://www.shipsolutions.com/newsletter.asp)

**Supply Chain Security** [www.supplychainsecurity.biz/](http://www.supplychainsecurity.biz/)

**U.S. Census Bureau** [www.census.gov/](http://www.census.gov/)

**AES Meetings and Presentations** [www.census.gov/foreign-trade/aes/meetingsandpresentations/index.html](http://www.census.gov/foreign-trade/aes/meetingsandpresentations/index.html)

**Export Training Videos** [www.census.gov/foreign-trade/aes/exporttraining/videos/](http://www.census.gov/foreign-trade/aes/exporttraining/videos/)

**Foreign Trade Division** <http://lists.census.gov/mailman/listinfo/ftd-web-news>

**U.S. Government Printing Office** [www.gpo.gov/](http://www.gpo.gov/)

**Unz & Co** [www.unzco.com/](http://www.unzco.com/)

**World Academy** [www.theworldacademy.com](http://www.theworldacademy.com)

**World Trade Press** [www.worldtradepress.com/](http://www.worldtradepress.com/)

## EXPORT COMPLIANCE

**AESDirect** [www.aesdirect.gov](http://www.aesdirect.gov)

U.S. Census Bureau's free system for filing Electronic Export Information (EEI) to the Automated Export System (AES) (formerly the Shipper's Export Declaration (SED)).

**Antiboycott Compliance** [www.bis.doc.gov/complianceand enforcement/antiboycottcompliance.htm](http://www.bis.doc.gov/complianceand enforcement/antiboycottcompliance.htm)

Laws discourage and/or prevent U.S. companies, and their foreign offices and subsidiaries, from complying with or furthering restrictive trade practices or boycotts that are not sanctioned by the U.S. Government.

**Bureau of Industry and Security (BIS)** [www.bis.doc.gov/](http://www.bis.doc.gov/)

BIS is responsible for implementing and enforcing the Export Administration Regulations (EAR), which regulate the export and re-export of most commercial items.

**BIS Compliance Guidelines** [www.bis.doc.gov/complianceand enforcement/emcp\\_guidelines.pdf](http://www.bis.doc.gov/complianceand enforcement/emcp_guidelines.pdf)

BIS released this publication - Compliance Guidelines: How to Develop an Effective Export Management and Compliance Program and Manual.

**Coalition for Excellence in Export Compliance (CEEC)** <http://www.ceecbestpractices.org/index.html>

CEEC (pronounced "seek") is voluntary group of experienced export compliance professionals who have released a series of detailed and practical standards containing best practices on a wide range of important topics for export and sanctions compliance programs

**Consolidated Screening List** [http://export.gov/ecr/eg\\_main\\_023148.asp](http://export.gov/ecr/eg_main_023148.asp)

Downloadable file consolidating export screening lists of the Departments of Commerce, State and Treasury into one spreadsheet as an aide to industry in conducting electronic screens of potential parties to regulated transactions.

**Directorate of Defense Trade Controls (DDTC)** <http://pmddtc.state.gov/>

The U.S. Department of State's DDTC controls the export and temporary import of defense articles and defense services covered by the United States Munitions List (USML).

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## EXPORT COMPLIANCE CONT.

**Export Administration Regulations (EAR)** [http://ecfr.gpoaccess.gov/cgi/t/text/text-idx?sid=256c971f2e9cb547e32ac24ffc861acb&c=ecfr&tpl=/ecfrbrowse/Title15/15cfrv2\\_02.tpl#730](http://ecfr.gpoaccess.gov/cgi/t/text/text-idx?sid=256c971f2e9cb547e32ac24ffc861acb&c=ecfr&tpl=/ecfrbrowse/Title15/15cfrv2_02.tpl#730)  
The EAR regulates the export and re-export of most commercial items.

**Foreign Corrupt Practices Act (FCPA)** [www.justice.gov/criminal/fraud/fcpa/](http://www.justice.gov/criminal/fraud/fcpa/)  
Dept. of Justice FCPA site. The FCPA prohibits corrupt payments to foreign officials for the purpose of obtaining or keeping business.

**Foreign Trade Regulations** [www.census.gov/foreign-trade/regulations/index.html](http://www.census.gov/foreign-trade/regulations/index.html)  
U.S. Census Bureau Foreign Trade Regulations site which includes the Federal Register 15 CFR Part 30: The Dept. of Commerce Bureau of Census Foreign Trade Regulations: Mandatory Automated Export System filing for shipments requiring Shipper's Export Declaration information.

**Office of Foreign Assets Control (OFAC)** [www.treas.gov/offices/enforcement/ofac/](http://www.treas.gov/offices/enforcement/ofac/)  
The U.S. Treasury Department's OFAC enforces economic and trade sanctions based on U.S. foreign policy and national security.

**RESIST** [www.unglobalcompact.org/docs/issues\\_doc/Anti-Corruption/RESIST.pdf](http://www.unglobalcompact.org/docs/issues_doc/Anti-Corruption/RESIST.pdf)  
Resisting Extortion and Solicitation in International Transactions (RESIST) is based on the idea that private-sector convergence can improve good business practices and enforce anti-corruption, RESIST is designed as a training tool to provide practical guidance for company employees on how to prevent and/or respond to an inappropriate demand by a client, business partner or public authority in the most efficient and ethical way.

**U.S. Census Bureau: AES** [www.census.gov/foreign-trade/aes/](http://www.census.gov/foreign-trade/aes/)  
U.S. Census Bureau Foreign Trade Division's site for Automated Export System (AES) information.

**U.S. Customs and Border Patrol: AES** [www.cbp.gov/xp/cgov/trade/automated/aes/](http://www.cbp.gov/xp/cgov/trade/automated/aes/)  
U.S. Customs and border Patrol's site for Automated Export System (AES) information.

## EXPORT FINANCE OPTIONS

A variety of government and private programs are available to help companies finance export transactions and give it the capital to carry out its export operations. Following are a few programs and resources:

**U.S. Government's International Finance Home Page** [www.export.gov/finance/](http://www.export.gov/finance/)  
Discusses various government programs designed to help companies finance export transactions, and provide the capital to carry out export operations.

**Trade Finance Guide** [www.ita.doc.gov/media/Publications/abstract/trade\\_finance\\_guide2008desc.html](http://www.ita.doc.gov/media/Publications/abstract/trade_finance_guide2008desc.html)  
A quick reference for U.S. exporters designed to help U.S. companies learn the basics of trade finance published by the International Trade Administration.

**The Small Business Administration (SBA)** [www.sba.gov](http://www.sba.gov)  
The SBA finances the short-term and cyclical working-capital needs of small businesses and administers business loan programs to help qualified small businesses obtain financing.

**The Export-Import Bank of the United States** [www.exim.gov](http://www.exim.gov)  
Ex-Im Bank provides a variety of export finance assistance including export credit insurance, pre-export financing through working capital guaranteed loans to exporters, and medium-and long-term loans and guarantees to overseas buyers.

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## EXPORT FINANCE OPTIONS CONT.

### **Trade Adjustment Assistance for Firms** [www.taacenters.org](http://www.taacenters.org)

Trade Adjustment Assistance for Firms (TAA) is a U.S. Department of Commerce, Economic Development Administration program designed for companies adversely affected by imports. This program offers 50/50 cost sharing of projects aimed at improving a firm's competitive position, up to a total of \$150,000 in projects with a maximum TAA cost share of \$75,000. Specifically, funds are applied toward the cost of consultants, engineers, or other outside professional service providers.

Export credit insurance is a tool that allows a company to extend unsecured payment terms to qualified international buyers and shift the commercial and if applicable, the political risks of non-payment to a third party insurance company. Export credit insurance is provided by *Ex-Im Bank* and *private sector insurance companies*. Some options require the use of a broker, while Ex-Im Bank encourages the use of a broker but cannot require it.

**Brokers** play a vital role in the process as an independent advocate helping to identify coverage and policy options. They provide application forms, training, and assistance with policy administration including claim filing. They work with the company's bank to make sure the maximum benefits of having the policy in place are received, including the ability to borrow against foreign receivables. A broker's services are provided at no cost to the insured. If a broker is successful in securing the required coverage and the company is issued a policy, the broker receives a commission on the premium directly from the insurer.

### **Specialized Financial Services**

Various private companies offer specialized financial services for exporters. One company very active in the Iowa market is **Trade Acceptance Group (TAG)** [www.tradeacceptance.com](http://www.tradeacceptance.com). In October 2011, TAG was recognized as Ex-Im Bank's #1 small business broker in the nation. TAG offers International Trade Consulting and Training, Pre-Export Working Capital Finance Programs, export credit insurance, short and medium term financing.

## EXPORT RESOURCES FOR IOWA COMPANIES

### **Food Export Association of the Midwest** [www.foodexport.com](http://www.foodexport.com)

The Food Export Association of the Midwest USA is a private, non-profit association that offers services to help U.S. companies promote their Midwestern food and agricultural products in foreign markets. To carry out this mission, Food Export Association works in conjunction with its 12 member state agricultural promotion agencies. Services include a one-on-one helpline, buyer's missions, Food Show Plus™, financial assistance, and more.

### **International Trade Office of the Iowa Economic Development Authority**

[www.iowaeconomicdevelopment.com/business/intltrade/export\\_assistance.aspx](http://www.iowaeconomicdevelopment.com/business/intltrade/export_assistance.aspx)

The International Trade Office is available to assist Iowa companies in developing and expanding export markets by offering individual consultation, in house training, educational seminars, trade shows, trade missions, trade research, in-country assistance and other market development programs and services.

### **Iowa Export Assistance Center** <http://export.gov/iowa/>

part of the U.S. Commercial Service of the U.S. Department of Commerce, the Iowa Export Assistance Center is part of a worldwide network of trade promotion and problem solving professionals, with offices in 78 countries. Their International Trade Specialists provide counseling to exporting businesses statewide, resolving your questions on trade rules and regulations; due diligence; and other trade issues.

### **Iowa Small Business Development Centers (SBDC)** [www.iowasbdc.org](http://www.iowasbdc.org)

SBDCs provide professional business advisement to small businesses and aspiring entrepreneurs on a wide array of topics, including international trade, business financing and market plan development. These SBA resource partners can help you develop an export strategy. An International Trade specific SBDC is located in West Des Moines.

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## FOREIGN PROCUREMENT (MULTILATERAL DEVELOPMENT BANKS)

Foreign procurement opportunities are available through **Multilateral Development Banks (MDBs)**.

MDBs are international organizations that provide billions of dollars in financing and technical assistance to governments in developing countries all around the world. MDB projects provide opportunities for U.S. companies to grow or establish a new business presence in those markets. MDB funds create tremendous business opportunities for U.S. consultants and manufacturers in projects across a wide spectrum of industries, from renewable energy and energy efficiency to infrastructure, health care, and education. The opportunities range from simple equipment purchases to large contracts for complex consulting engagements and infrastructure projects.

The U.S. Commercial Service maintains liaison offices at the five largest MDBs (**World Bank, Asian Development Bank, Inter-American Development Bank, European Bank for Reconstruction and Development** and **African Development Bank**) to assist U.S. companies identify, pursue, and capture contract opportunities arising from MDB activities.

### **African Development Bank (AfDB)**

The **AfDB** is a regional multilateral development finance institution, engaged in promoting the economic development and social progress of its African member countries. Consisting of the African Development Bank, the African Development Fund, and the Nigerian Trust Fund, these three institutions offer significant business opportunities for U.S. consultants, contractors, suppliers, manufacturers and project developers.

### **Asian Development Bank (ADB)**

The **ADB** is a multilateral financial institution aimed to improve the living standards of its Developing Member Countries throughout the Asia and Pacific region. ADB business opportunities occur primarily in the following sectors: Agriculture and Natural Resources; Education and Training; Energy; Environment; Industry, Finance and Other Services; Healthcare and Nutrition; Information Technology and Telecommunications; Transportation; and Urban Development.

### **European Bank for Reconstruction and Development (EBRD)**

The **EBRD** is the world's newest multilateral development bank. The Bank's program promotes the growth of market-based economies in 28 countries in Central and Eastern Europe and the Former Soviet Union. With US\$20 billion of capital, the Bank offers a wide range of financing mechanisms to promote privatization, restructuring, and liberalization in this highly dynamic region.

### **Inter-American Development Bank (IDB)**

Established in 1959 and with more than \$100 billion in capital, the **IDB** is the oldest and largest regional development bank. Its primary goal is to help accelerate economic growth and social development in Latin America and the Caribbean. The IDB has 47 member countries: 26 borrowing members and 21 non-borrowing members, including the United States, its largest stakeholder. The region's primary source of multilateral financing, the IDB provides loans, guarantees, and technical assistance for public- and private-sector projects and generates tens of thousands of contracts every year, ranging in size from a few thousand to several million dollars. These represent numerous commercial possibilities for businesses, including small- and medium-sized enterprises, in public works, supply of goods, and consulting services.

### **World Bank**

The **World Bank Group** lends between US\$15-20 billion to developing country governments to fund projects for economic development and poverty reduction each year. This level of investment generates around 40,000 contracts, ranging in size from a few thousand dollars, to multi-million dollar expenditures for the delivery of a vast range of goods and services. Also, the Bank Group provides an extensive array of services and advice and facilitates private sector finance and investment in developing countries to promote growth and opportunity.

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## FOREIGN PROCUREMENT CONT.

### **The Advocacy Center, U.S. Department of Commerce**

The Advocacy Center of the U.S. Commercial Service coordinates U.S. Government resources and authority in order to level the playing field on behalf of U.S. business interests as they compete against foreign firms for specific international contracts or other U.S. export opportunities. The Commercial Service liaisons to the MBDs are housed within the Advocacy Center and assist U.S. firms to determine if there are appropriate MDB contracts in the pipeline and work with the companies to pursue them. The staff directory is available at [www.export.gov/advocacy/eg\\_main\\_022763.asp](http://www.export.gov/advocacy/eg_main_022763.asp).

### **North American Development Bank (NADB)**

The **NADB** is a bi-national financial institution capitalized and governed equally by the United States and Mexico for the purpose of financing environmental projects certified by the **Border Environment Cooperation Commission (BECC)**. The two institutions work together with communities and project sponsors in both countries to develop and finance infrastructure necessary for a clean and healthy environment for border residents.

## OPERATIONAL

### **ATA Carnet** [www.merchandisepassport.org/](http://www.merchandisepassport.org/)

This "merchandise passport" permits duty-free, tax-free entry of various types of goods into 65 countries for up to one year and is especially useful for taking goods to overseas trade shows, for product demonstration and for transporting professional equipment.

### **BNA Export Reference Library** [www.bna.com/products/corplaw/exgw.htm](http://www.bna.com/products/corplaw/exgw.htm)

BNA's subscription based Export Reference Library contains information on more than 200 overseas markets including market profiles; information resources; import and exchange controls; marketing, distribution, procurement and intellectual property; documentary requirements; standards, labeling and packing; customs and entry, and more.

### **Dun & Bradstreet's Export Guides**

[www.dnb.com/us/dbproducts/risk\\_management/assess\\_risk/export\\_guides/index.html](http://www.dnb.com/us/dbproducts/risk_management/assess_risk/export_guides/index.html)

D&B's subscription based Export Guides on nearly 200 countries include topics such as country profiles, communications, key foreign consulate - government contacts, trade regulations, required documentation, environmental & safety protections, marketing data, transportation requirements and business travel.

### **Global Shipping Costs** [www.globalshippingcosts.com](http://www.globalshippingcosts.com)

A shipping cost calculator created by an independent group of consultants with expertise in transportation, trade, Internet technologies, international law, banking, insurance, marketing and regulatory compliance. The calculator provides estimated generic shipping costs and times to any part of the world using a weighted average of a group of rates on a given route. The Google platform allows users to visit the facilities available at both origin or destination seaports and airports.

### **Incoterms® 2010** [www.iccwbo.org/incotermsrules/](http://www.iccwbo.org/incotermsrules/)

The International Chamber of Commerce (ICC) devises and publishes Incoterms, the standard trade definitions used in international sales contracts. The current version, Incoterms® 2010, contains 11 terms including EXW (Ex works), FCA (Free Carrier), FOB (Free on Board), CPT (Carriage Paid To), CIP (Carriage and Insurance Paid To), CIF (Cost, Insurance and Freight) and DDP (Delivered Duty Paid).

### **Incoterms® 2010 Explained** <http://www.incotermsexplained.com/>

A new information service from Mantissa contains learning resources for the Incoterms 2010 rules, case studies, interactive tools, ICC responses to frequently asked questions and discussion of the Incoterms rules and letters of credit.

### **SBA Exporting/Importing Specific Products** [www.sba.gov/content/exportingimporting-specific-products](http://www.sba.gov/content/exportingimporting-specific-products)

SBA resource list for a variety of federal agency guides, handbooks and resources for export/import of various products

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## OPERATIONAL CONT.

**TradePort** [www.tradeport.org](http://www.tradeport.org)

Originally created to assist California companies in exporting, TradePort contains a wealth of free information and resources for any US business. The Export Tutorial is particularly interesting.

**TSA Certified Cargo Screening Program (CCSP)**

[www.tsa.gov/what\\_we\\_do/layers/aircargo/certified\\_screening.shtm](http://www.tsa.gov/what_we_do/layers/aircargo/certified_screening.shtm)

The Transportation Security Administration developed CCSP as a solution to help industry reach the cargo screening mandate on passenger planes resulting from the 9/11 Commission Act.

## REGIONAL INTERNATIONAL TRADE ORGANIZATIONS

**International Traders of Iowa (ITI)** <http://iowatraders.org/>

ITI serves Iowa businesses in their pursuit of world trade through forums developed to exchange practical information, promote export, import and investment in global enterprises.

**Midwest International Trade Association (MITA)** [www.mitaonline.org/](http://www.mitaonline.org/)

MITA encourages expansion of trade between the Midwest and foreign markets by sponsoring meetings and networking events, international trade conferences and education seminars.

## STANDARDS

**American National Standard Institute (ANSI)** [www.ansi.org/](http://www.ansi.org/)

ANSI enhances the global competitiveness of US business and US quality of life by promoting and facilitating voluntary consensus standards and conformity assessment systems, and safeguarding their integrity. ANSI oversees the creation, promulgation and use of thousands of norms and guidelines that directly impact businesses in nearly every sector.

**American Society for Testing and Materials (ASTM) International Directory of Testing Laboratories**

[www.astm.org/LABS/search.html](http://www.astm.org/LABS/search.html)

The ASTM International Directory of Testing Laboratories is an on-line full text search for services and locations of testing laboratories. The information on the types of tests performed, specific tests performed, materials analyzed, or other services offered has been provided by the laboratories.

**CE Marking Home Page from export.gov** [www.export.gov/cemark/index.asp](http://www.export.gov/cemark/index.asp)

The CE Marking certifies that a products has met EU health, safety, and environmental requirements, which ensure consumer safety. Manufacturers must meet CE marking requirements when applicable in order to market their products in Europe. This site provides a good overview and wealth of resources.

**Electric Current Abroad** [www.ita.doc.gov/media/publications/pdf/current2002final.pdf](http://www.ita.doc.gov/media/publications/pdf/current2002final.pdf)

This publication lists the characteristics of electric current available and the type of attachment plugs in most countries to assist US manufacturers, exporters and individuals living or traveling abroad.

**European Commission Guide to Implementation of Directives** <http://ec.europa.eu/enterprise/policies/single-market-goods/documents/blue-guide/>

This Guide provides a better understanding of Directives based on the New Approach and the Global Approach, and to their more uniform application across different sectors and throughout the Single Market (EU).

**International Organization for Standardization (ISO)** [www.iso.org](http://www.iso.org)

ISO is the worldwide authority institution for standards. It is composed of representatives from the national standards organizations of 162 countries and it publishes the text for more than 18,000 standards. The ISO website is an extensive and user-friendly website about standards with many of the resources free and downloadable online.

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## STANDARDS CONT.

### **National Institute of Standards and Technology (NIST)** [www.nist.gov](http://www.nist.gov)

NIST is an agency of the US Dept. of Commerce founded in 1901 as the first federal physical research laboratory. They equip US industry with the standards-related tools and information necessary to compete in the global marketplace.

### **The New Approach and European Standardization** [www.newapproach.org/](http://www.newapproach.org/)

This site provides information on standards and the standardization process for the three European Standards Organizations (CEN, CENELEC and ETSI) which has contributed significantly to the formation of the Single Market (EU).

### **NIST Global Standards Information (GSI)** <http://gsi.nist.gov/global/index.cfm>

GSI is a gateway to a wealth of standards and conformity assessment information to help US businesses complete successfully in the global marketplace. Site contains the latest global standards news, events, resources, key contacts and more and subscriptions to updates are available.

### **Notify U.S.** <https://tsapps.nist.gov/notifyus/data/index/index.cfm>

Notify U.S. is a free, web-based e-mail subscription service offering US citizens, industries and organizations an opportunity to review and comment on proposed foreign technical regulations that can affect their businesses and their access to international markets. It is managed and operated by NIST.

### **REACH Overview** [www.buyusa.gov/europeanunion/reach.html](http://www.buyusa.gov/europeanunion/reach.html)

REACH (Registration, Evaluation, Authorization and Restrictions of Chemicals) is a major EU chemicals policy. This site informs US exporters to Europe about the requirements under REACH and helps them comply with this regulation.

### **WEEE and RoHS Overview** [www.buyusa.gov/europeanunion/weee.html](http://www.buyusa.gov/europeanunion/weee.html)

Companies selling electrical goods in the European Union must conform to the EU legislation for electrical and electronic equipments (EEE), which includes the Waste Electrical and Electronic Equipment Directive (WEEE) regarding the collection and recycling of electronic waste and the Restriction of Hazardous Substances Directive (RoHS) which bans the use of certain hazardous substances. This website provides information on the scope of the Directives, implementation status and requirements for producers, the revision procedure and timeline, as well as additional information resources.

## STATISTICS

### **Foreign Agriculture Service (FAS) Market and Trade Data** [www.fas.usda.gov/markettradedata.asp](http://www.fas.usda.gov/markettradedata.asp)

FAS databases and reports include U.S. agriculture import and export data, export sales reports, forecasts for trade in agricultural products and many other resources.

### **Global Agricultural Trade System (GATS)** <http://www.fas.usda.gov/gats/default.aspx>

This Foreign Agriculture Services (FAS) U.S. Trade Internet System supports the tracking of imports and exports of agricultural commodities into and out of the U.S.

GATS provides U.S. agricultural trade data including official U.S. Trade data (Bureau of the Census), U.S. Customs District trade Data and U.S. State trade data into one environment to provide the means to quickly and easily perform research and analysis on trade data, and to identify trade-related issues and trends.

### **International Statistical Agencies** [www.census.gov/aboutus/stat\\_int.html](http://www.census.gov/aboutus/stat_int.html)

U.S. Census Bureau counterparts in other countries

### **The North American Industry Classification System (NAICS)** [www.census.gov/epcd/www/naics.html](http://www.census.gov/epcd/www/naics.html)

The standard used by Federal statistical agencies in classifying business establishments for the purpose of collecting, analyzing, and publishing statistical data related to the U.S. business economy. Replaces the Standard Industrial Classification (SIC).

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## STATISTICS CONT.

**Trade Data Online (TDO)** [www.ic.gc.ca/eic/site/tdo-dcd.nsf/eng/Home](http://www.ic.gc.ca/eic/site/tdo-dcd.nsf/eng/Home)

TDO is a compilation of the latest data from Statistics Canada and the US Census Bureau allowing searches of export or import flows from or to the US or Canada, including provincial breakdowns.

**TradeStats Express** <http://tse.export.gov/>

National Trade Data and State Export Data provided by the U.S. Dept. of Commerce.

**U.S. International Trade Commission Tariff/Trade Information** <http://dataweb.usitc.gov>

U.S. import/export statistics, U.S. tariffs and tariff preference information

**U.S. International Trade Data** [www.census.gov/foreign-trade/data/index.html](http://www.census.gov/foreign-trade/data/index.html)

International Trade in Goods and Services reports from the Foreign Trade Division of the U.S. Census Bureau

**UN Comtrade** <http://comtrade.un.org/db/default.aspx>

The United Nations Commodity Trade Statistics Database one of the most comprehensive trade databases containing detailed import and export statistics with over 170 reporting countries. These statistics are classified according to the SITC (standard international trade classification), Harmonized System, and Board Economic Categories.

**USA Trade® Online** [www.usatradeonline.gov/](http://www.usatradeonline.gov/)

The Foreign Trade Division of the U.S. Census Bureau subscription system to access current and cumulative U.S. export and import data using the Harmonized System and the North American Industry Classification System.

## TARIFFS AND TAXES

**Customs Ruling Online Search System (CROSS)** <http://rulings.cbp.gov/>

CROSS is a searchable database of CBP rulings from 1989 to present that can be retrieved based on simple or complex search characteristics using keywords and Boolean operators. CROSS has the added functionality of CROSS referencing rulings from the initial search result set with their modified, revoked or referenced counterparts.

**European Commission Taxation and Customs Union**

[http://ec.europa.eu/taxation\\_customs/customs/customs\\_duties/tariff\\_aspects/customs\\_tariff/index\\_en.htm](http://ec.europa.eu/taxation_customs/customs/customs_duties/tariff_aspects/customs_tariff/index_en.htm)

TARIC is the online customs tariff database for the European Union.

**FTA Tariff Tool** <http://export.gov/fta/ftatarifftool/ftamain.aspx>

This International Trade Administration tool combines tariff and trade data into a simple and easy-to-search public interface. Using the Tool, users can see how U.S. and FTA partner tariffs on individual products—searchable by keyword or tariff code—are treated under an agreement. Additionally, U.S. importers and exporters can see the current tariff and future tariffs applied to their products, as well as the date on which those products become duty-free. Finally, by combining sector and product groups, trade data, and the tariff elimination schedules, users can also analyze how various key sectors are treated under recently concluded FTAs.

**HTS Online Reference Tool** <http://hts.usitc.gov/>

The USITC's comprehensive website for users of the HTS including tariff rates and statistical categories for all merchandise imported in the U.S., direct links to the Customs Ruling Online Search System (CROSS) and other resources.

**Schedule B** [www.census.gov/foreign-trade/schedules/b/index.html](http://www.census.gov/foreign-trade/schedules/b/index.html)

The U.S. Census Bureau site to assist in identification of the proper HS/Schedule B statistical classification for commodities exported from the U.S.

**Tariffs and Import Fees** [www.export.gov/logistics/eg\\_main\\_018130.asp](http://www.export.gov/logistics/eg_main_018130.asp)

Export.gov's tariff resource including links to HS/Schedule B information, country specific tariff and tax information and access to an online tariff database.

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## TARIFFS AND TAXES CONT.

**TradeWizards.com** <http://www.tradewizards.com/>

Amber Roads, a company offering technology solutions for global trade, has rolled out TradeWizards.com which is their free tool to facilitate trade for small and medium sized businesses in the areas of restricted party screening, product classification and landed cost calculation.

**United State International Trade Commission (USITC)** [www.usitc.gov/tata/hts/](http://www.usitc.gov/tata/hts/)

USITC's site containing the Official Harmonized Tariff Schedule of the United States (HTS) and links to several tariff resources.

**World Integrated Trade Solution (WTIS)** <http://wits.worldbank.org/wits/>

WITS is a software developed by the World Bank, in close collaboration and consultation with various International Organizations including United Nations Conference on Trade and Development (UNCTAD), International Trade Center (ITC), United Nations Statistical Division (UNSD) and World Trade Organization (WTO) which provides access to major international trade and tariffs data compilations. WITS is a free data consultation and extraction software with simulation capabilities.

**WTO Tariff Download Facility** [www.wto.org/english/tratop\\_e/tariffs\\_e/database\\_explanation\\_e.htm](http://www.wto.org/english/tratop_e/tariffs_e/database_explanation_e.htm)

The Tariff Download Facility is a comprehensive database of WTO member's customs tariffs offering users flexibility in obtaining tariff data across countries, years and products.

## TRADE AGREEMENTS

**International Trade Administration Market Access and Compliance (MAC)** <http://trade.gov/mac/>

MAC ensures access to world markets for American companies and workers so they can compete on a "level playing field."

**The Organizaton of American State's Foreign Trade Information System (SICE)** [www.sice.oas.org/](http://www.sice.oas.org/)

The SICE site centralizes information on trade policy in the Americas including full texts of trade agreements for OAS member states.

**U.S. Department of Commerce - Trade Compliance Center** [www.export.gov/tcc](http://www.export.gov/tcc)

Includes searchable text on 300 U.S. trade agreements, "how-to" guides explaining how U.S. firms can benefit from trade agreements, and a Trade Complaint Hotline to report compliance problems.

**U.S. Free Trade Agreements** <http://export.gov/fta/>

Export.gov's portal for free trade agreement information.

**United States Trade Representative (USTR)** [www.ustr.gov](http://www.ustr.gov)

USTR develops and coordinates U.S. international trade, commodity, and direct investment policy, and oversees negotiations with other countries.

**WTO** [www.wto.org/](http://www.wto.org/)

The World Trade Organization is a global international organization dealing with the rules of trade between nations.

## TRAVEL

**Centers for Disease Control and Prevention (CDC)** [[www.cdc.gov/](http://www.cdc.gov/)]

CDC Travelers' Health offers information to assist travelers and their health-care providers in deciding the vaccines, medications, and other measures necessary to prevent illness and injury during international travel.

**U.S. Department of State International Travel** <http://travel.state.gov/>

U.S. Department of State's Web site listing entry requirements for U.S. citizens visiting other countries, passport information, visa information for foreign visitors and other information.

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## TRAVEL CONT.

**U.S. Department of State Travel Registration** <https://travelregistration.state.gov/ibrs/ui/index.aspx>

Travel registration is a free service provided by the U.S. Government to U.S. citizens who are traveling to, or living in, a foreign country. Registration allows you to record information about your upcoming trip abroad that the Department of State can use to assist you in case of any emergency.

The following listing of passport and visa service companies does not indicate endorsement.

**American Passport** <http://www.americanpassport.com/>

**Passport and Visa** <http://www.passportsandvisas.com/>

**Perry International** <http://www.perryvisa.com/>

## U.S. GOVERNMENT

**BusinessUSA** <http://business.usa.gov/>

BusinessUSA is a common, open, online platform and Web service that will enable exporters to seamlessly access information about export-related government programs, resources and services regardless of which agency provides them.

**Export Business Planner** [www.sba.gov/exportbusinessplanner](http://www.sba.gov/exportbusinessplanner)

This free online tool developed by the SBA assists small businesses interested in starting or expanding sales of their goods and services overseas to gauge their readiness to export and help them develop an export business plan. It is a ready-made, customizable and easily accessible document that can be updated and referenced continuously as the business grows.

**Export Programs Guide** [www.ita.doc.gov/publications/abstracts/export-programs-guide-2009.asp](http://www.ita.doc.gov/publications/abstracts/export-programs-guide-2009.asp)

The guide contains detailed descriptions of more than 100 programs offered by 20 different federal agencies. It is the most comprehensive guide to federal programs designed to assist U.S. exporters.

**Export.gov** [[www.export.gov](http://www.export.gov)] Export.gov is a collaborative effort with the 19 federal agencies that offer export assistance programs and services.

**Export-Import Bank of the United States** [www.exim.gov](http://www.exim.gov)

Ex-Im Bank assists in financing the exports of U.S. goods and services to international markets.

**ForeignAssistance.gov** <http://foreignassistance.gov/>

The Foreign Assistance Dashboard provides a view of U.S. Government foreign assistance funds and enables users to examine, research, and track aid investments in a standard and easy-to-understand format.

**Millennium Challenge Corporation (MCC)** <http://www.mcc.gov>

The MCC is an innovative and independent U.S. foreign aid agency that is helping lead the fight against global poverty

**Overseas Private Investment Corporation (OPIC)** [www.opic.gov/](http://www.opic.gov/)

OPIC is an agency of the U.S. government assisting U.S. businesses invest overseas, fostering economic development in new and emerging markets, complementing the private sector in managing risks associated with foreign direct investment, and supporting U.S. foreign policy.

**Service Corp of Retired Executives (SCORE)** [www.score.org/](http://www.score.org/)

SCORE is a nonprofit association with a network of volunteers nationwide dedicated to educating entrepreneurs and assisting with the growth and success of small business. They are a resource partner of the U.S. Small Business Administration (SBA)

**Stopfakes.gov** [www.stopfakes.gov](http://www.stopfakes.gov)

Stopfakes.gov is a collaborative federal web site with resources to protect intellectual property in the U.S. and abroad including country specific toolkits.

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## U.S. GOVERNMENT CONT.

**TransAtlantic IPR Portal** [http://ec.europa.eu/enterprise/initiatives/ipr/index\\_en.htm](http://ec.europa.eu/enterprise/initiatives/ipr/index_en.htm)

The portal was developed by the Market Access and Compliance unit of the International Trade Administration (ITA), in collaboration with the European Commission's Directorate General for Enterprise and Industry. Its initial release included 17 country-specific IPR toolkits; links to the IPR sites of more than 32 countries; the full text of 25 IPR enforcement reports compiled by the EU; and a special section devoted to IPR-related issues that exporters often face in China, including the EU's China IPR Helpdesk.

**U.S. Agency for International Development (USAID)** [www.usaid.gov/](http://www.usaid.gov/)

USAID is an independent federal government agency that receives overall foreign policy guidance from the Secretary of State. USAID supports long-term and equitable economic growth and advances U.S. foreign policy objectives by supporting economic growth, agriculture and trade; global health; and, democracy, conflict prevention and humanitarian assistance.

**U.S. Customs & Border Protection** [www.cbp.gov](http://www.cbp.gov)

CBP facilitates trade to and from the U.S. by securing it from acts of terrorism and assuring that goods arriving in the U.S. are legitimate and that appropriate duties and fees are paid.

**U.S. Department of State** [www.state.gov](http://www.state.gov)

Home page of the U.S. Department of State.

**U.S. Small Business Administration (SBA) Office of International Trade**

[www.sba.gov/aboutsba/sbaprograms/internationaltrade/index.html](http://www.sba.gov/aboutsba/sbaprograms/internationaltrade/index.html)

The SBA provides resources to assist small businesses competing in the global marketplace including financial assistance, training and more.

**U.S. Dept. of Commerce (DOC)** [www.commerce.gov/](http://www.commerce.gov/)

The DOC's bureaus and agencies include the Bureau of Industry and Security (BIS), the Census Bureau, the International Trade Administration (ITA), Patent and Trademark Office (PTO), and the National Institute of Standards and Technology (NIST).

**United States Trade and Development Agency (USTDA)** [www.ustda.gov/](http://www.ustda.gov/)

The USTDA is an independent U.S. Government foreign assistance agency, funded by the U.S. Congress to promote economic growth in developing and middle income countries, while simultaneously helping American businesses to export their products and services.

## WOOD PACKAGING RESOURCES

**American Lumber Standard Committee (ALSC)** [www.alsc.org](http://www.alsc.org)

The ALSC Wood Packaging Material (WPM) program has accredited independent third-party agencies who can provide information on becoming licensed to produce compliant WPM or identify facilities who can supply compliant WPM.

**APHIS Wood Packaging Material** [www.aphis.usda.gov/import\\_export/plants/plant\\_exports/wpm/index.shtml](http://www.aphis.usda.gov/import_export/plants/plant_exports/wpm/index.shtml)

Information on the International Standards for Phytosanitary Measures Guidelines for Regulating Wood Packaging Material in International Trade (ISPM 15), treatment programs, country requirements, etc.

**FAS Forest Products Trade Policy** [www.aphis.usda.gov/import\\_export/plants/plant\\_exports/wpm/index.shtml](http://www.aphis.usda.gov/import_export/plants/plant_exports/wpm/index.shtml)

U.S. and International wood packaging requirements

**National Wooden Pallet & Container Association (NWPCA)** [[www.nwpca.com/](http://www.nwpca.com/)]

Resource center includes export treatment methods

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For questions or additional assistance with exporting, please contact us:

International Trade Office

Tel: +1.515.725.3125

Fax: +1.515.725.3010

Email: [international@iowa.gov](mailto:international@iowa.gov)