

APPENDIX A: CONTACT INFORMATION

Agricultural Research Service

Publications and Reports
Room 307, Building 005
BARC-West
Beltsville, MD 20705
Tel: (301)504-6264
Fax: (301)504-5726
<http://www.ars.usda.gov>

ARS is the main in-house research arm of the United States Department of Agriculture.

Animal and Plant Health Inspection Service (APHIS)

Trade Support Team
Room 1132
South Building
Washington, DC 20250
Tel: (202)720-7677
Fax: (202)690-2861
<http://www.aphis.usda.gov>

APHIS enforces animal and plant import and export regulations to help ensure that foreign pests and diseases are not introduced into this country and that U.S. agricultural products meet the standards of importing countries.

Associated Business Publications--Commercial News USA

317 Madison Avenue
Suite 1900
New York, NY 10017
Tel: (212) 490-3999
Fax: (212) 986-7864
<http://www.cnewsusa.com>
cnewsusa@abpi.net

ABP is the publisher of Commercial News USA, an official publication of the U.S. Department of Commerce. CNUSA is an American export catalog-magazine that promotes U.S. products and services to more than 150 countries. The publication also offers low cost advertising to U.S. companies. CNUSA is printed and distributed monthly outside the United States, free of charge, through U.S. embassies and consulates worldwide.

Export-Import Bank of the United States

Mid-Atlantic Regional Office
811 Vermont Avenue, N.W.
Washington, DC 20571
Tel: (202)565-EXIM
Fax: (202)565-3380
<http://www.exim.gov>

Assists in financing of exports of U.S. goods and services. The Eximbank helps U.S. exporters compete in foreign markets against subsidized financing by national governments.

FAS--AgExport Connections

Room 4939-South Building
USDA-FAS
Washington, DC 20250-1000
Tel: (202)720-7103
Fax: (202)690-4374
<http://www.fas.usda.gov>

Provides information services to help develop and promote agricultural exports. Its "Ag Export Action Kit" highlights services such as Trade Leads, Buyer Alert, and listings of foreign buyers.

FAS--Food Safety and Technical Services Division

14th Independence Avenue SW
Room 5545
Washington, DC 20250
Tel: (202)720-1301
Fax: (202)690-0677
<http://www.fas.usda.gov/itp/ofsts/ofsts.html>
ofsts@fas.usda.gov

Offers technical assistance in matters such as inspection certificates, import requirements, and shipping and storage.

FAS--International Trade Policy Office

Room 5509
14th Independence Avenue SW
Washington, DC 20250
Tel: (202)720-6887
Fax: (202)720-0069
<http://www.fas.usda.gov>

FAS' International Trade Policy office monitors foreign government actions that affect U.S. food and agricultural products, keeping track of tariffs (tax on imported goods), quotas (fixed import quantities allowed at certain duty rates) and licenses (permit systems often used to administer quotas).

FAS--Trade Assistance and Promotions Office

Room 4939-South Building
AgStop 1052
Washington, DC 20250
Tel: (202) 720-7420
Fax: (202)205-9728
<http://www.fas.usda.gov>
tapo@fas.usda.gov

TAPO can provide general trade counseling and information on USDA and other government agency programs. The TAPO specialists are not only familiar with Federal programs, but they also work closely with the National Association of State Departments of Agriculture (NASDA), state export offices and trade assistance organizations.

FAS--Trade Shows and Missions

Room 4642 South Building
FAS/USDA
Washington, DC 20250-1000
Tel: (202)720-3623
Fax: (202)690-4374
<http://www.fas.usda.gov/agexport/shows/tsopage.htm>
Ms. Maria Nemeth-Ek
nemeth@fas.usda.gov

Provides information on trade shows and trade missions sponsored by USDA. Also has information on trade shows endorsed and/or recommended by USDA.

Food Export USA-Northeast

1036 Public Ledger Building
150 South Independence Mall West
Philadelphia, PA 19106-3410
Tel: (215)829-9111
Fax: (215)829-9777
<http://www.foodexportusa.org>
eusafec@foodexportusa.org

FOOD Export USA-Northeast (formerly EUSAFEC) is one of SUSTA's sister organizations, serving the northeastern region of the United States. Food Export USA-Northeast offers its services to ten states: Connecticut, Delaware, Maine, Massachusetts, New Hampshire, New Jersey, New York, Pennsylvania, Rhode Island, and Vermont.

Japan External Trade Organization

Houston Office
1221 McKinney
Suite 2360
Houston, TX 77010
Tel: (713)759-9595
Fax: (713)759-9210
<http://www.jetro.org>
inqu-hou@houston.jetro.org

JETRO is a nonprofit, quasi-governmental agency dedicated to helping foreign manufacturers, exporters, and entrepreneurs identify market opportunities in Japan, and encouraging technical exchange. Most of its services are free of charge.

Kennedy Center Publications

Culturgrams
Brigham Young University
P.O. Box 24538
Provo, UT 84602-4538
Tel: (800) 528-6279
Fax: (861)378-5882
<http://fhss.byu.edu/kenncent/publications/>

Culturgrams are four-page briefings that describe a nation's background, society, and highlight the people's daily living patterns, customs, courtesies, and lifestyles.

Mid-America International Agri-Trade Council

MIATCO is one of SUSTA's sister organizations, serving

MIATCO
400 W. Erie, Suite 100
Chicago, IL 60610-4041
Tel: (312)944-3030
Fax: (312)944-1144
<http://www.miatco.org>
info@miatco.org

National Marine Fisheries Services
Office of Trade and Industry Services
1315 East-West Highway
Silver Spring, MD 20910
Tel: (301)713-2379
Fax: (301)713-2384
<http://www.nmfs.gov/>

U.S. Agricultural Export Development Council (USAEDC)
6707 Old Dominion Drive
Suite 315
McLean, VA 22101
Tel: (703)556-9290
Fax: (703)556-9301
<http://www.usaedc.org>
usaedc@msn.com

U.S. Council for International Business
ATA Carnet Headquarters
1212 Avenue of the Americas
New York, NY 10036
Tel: (212) 354-4480
Fax: (212) 944-0012
<http://www.uscib.org>
atacarnet@uscib.org

U.S. Customs Service--Public Affairs Office
U.S. Department of the Treasury
1300 Pennsylvania Avenue NW
Washington, DC 20229
Tel: (202)927-1770
Fax: (202)927-1393
<http://www.customs.ustras.gov/>

U.S. Department of Commerce
14th Street and Constitution Ave., N.W.
Washington, DC 20230
Tel: (202)482-2000
Fax: (202)482-4054

the midwestern region of the United States. MIATCO offers its services to twelve states: Illinois, Indiana, Iowa, Kansas, Michigan, Minnesota, Missouri, Nebraska, North Dakota, Ohio, South Dakota, and Wisconsin.

Addresses trade problems affecting U.S. fishery exports by supporting multilateral negotiations and bilateral negotiations for improved trade in fishery products with other countries. It also provides fee-for-service inspection for fishery commodities for export. Also has five regional offices in Alaska, Florida, California, Massachusetts, and Washington.

Serves as a liaison between FAS and producer/agribusiness cooperators participating in the FAS foreign market development and export incentive programs. Current lists of domestic cooperators are available through USAEDC.

Permits U.S. commercial and professional travellers to take commercial samples, tools of the trade, advertising materials, cinematographic, audio-visual, medical, scientific or other professional equipment into member countries for temporary periods of time without paying customs duties, taxes, or posting a bond at the border.

Has responsibility for assessing and collecting customs duties, excise taxes, fees, and penalties due on imported goods; preventing fraud and smuggling; controlling carriers, persons, and cargoes entering and departing from the United States; intercepting illegal high-technology exports; cooperating with other Federal agencies in suppressing the traffic of illicit narcotics and pornography; enforcing reporting requirements of the Bank Secrecy Act; enforcing auto safety and emissions control standards, flammable fabric restrictions, and animal and plant quarantine requirements; and protecting U.S. business and labor by enforcing regulations dealing with copyrights, trademarks, and quotas.

The Department of Commerce is responsible for programs involving agricultural machinery, equipment, fertilizer, veterinary supplies, and other noncommodity items.

<http://www.doc.gov>

U.S. Department of Commerce--Export Assistance Centers

Commercial Service
Tel: (800)482-4767
Fax: (202)482-0587
<http://www.ita.doc.gov/uscs/domfld.html>

U.S. Department of Commerce--Export Counseling

United States and Foreign Commercial Service
U.S. Department of Commerce, Room 7424
Trade Information Center
Washington, DC 20230
Tel: (202)482-0543
Fax: (202)482-4473
<http://tradeinfo.doc.gov>
tic@ita.doc.gov

U.S. Department of Commerce--International Trade Administration

1401 Constitution Avenue, NW
Ronald Reagan Building R-TIC Stop
Washington, D.C. 20230
Tel: (800) USA-TRADE
Fax: (202)482-4473
<http://www.ita.doc.gov>
tic@ita.doc.gov

U.S. Department of Commerce--National Trade Data Bank

Stat-USA
HCHB Room 4885
U.S. Department of Commerce
Washington, DC 20230
Tel: (202)482-1986
Fax: (202)482-2164
<http://www.stat-usa.gov>
statmail@mail.doc.gov

U.S. Food and Drug Administration

FDA Center for Food Safety and Applied Nutrition
200 C Street SW
Washington, DC 20204
Tel: (202)205-4850
Fax: (202)205-5025
<http://www.fda.gov>

U.S. Small Business Administration

409 3rd Street, S.W.
Washington, DC 20416

The Commercial Service within the International Trade Administration of the Department of Commerce provides export services including identification of foreign market opportunities, market research, sponsorship of overseas sales missions, trade shows in foreign countries, export counseling, and advocacy for U.S. business.

Provides export services including identification of foreign market opportunities, market research, sponsorship of overseas sales missions, participation in trade shows in foreign countries, export counseling, and reports on overseas traders.

The Trade Hotline is a comprehensive information hotline for companies seeking information on Federal Programs that support U.S. exports, including overseas markets and industry trends. ITA is dedicated to helping U.S. businesses compete in the global marketplace through four principal units: The Commercial Service, which provides business counseling to U.S. exporters in 83 domestic offices and 134 overseas offices in 69 countries; Trade Development, whose industry sector specialists provide information and analysis to U.S. exporters, policymakers and all trade negotiators; Market Access and Compliance, whose country experts provide invaluable market analysis to U.S. business; and Import Administration, which safeguards the American economy from unfairly priced imports

STAT-USA/Internet, a service of the U.S. Department of Commerce, is the site for the U.S. business, economic and trade community, providing authoritative information from the Federal government.

The FDA offers information on packaging and labeling requirements for food and food-related products.

Assists current and potential small business exporters through business development and financial assistance programs. The SBA has a network of field offices around

Tel: (202)205-6702
Fax: (202)205-7272
<http://www.sbaonline.sba.gov>

U.S. State Department

Coordinator for Business Affairs
2201 C Street NW
Washington, DC 20520-7512
Tel: (202)647-1625
Fax: (202)647-3953
<http://www.state.gov>
state.business@erols.com

USDA--Cooperative State Research, Education, and Extension Service

USDA
Washington, DC 20250-0900
Tel: (202)720-3029
Fax: (202)690-0289
<http://www.reeusda.gov>

USDA--Dairy Grading Branch

Agricultural Marketing Service
Room 2750
P.O. Box 96456
Washington, DC 20090-6456
Tel: (202)720-4392
Fax: (202)475-4844
<http://www.ams.usda.gov/dairy>

USDA--Economic Research Service

Information Division
Room 3100
1800 M Street NW
Washington, DC 20005-4788
Tel: (202)694-5050
Fax: (202)694-5400
<http://www.econ.ag.gov>

USDA--Federal Grain Inspection Service

International Monitoring Staff
Room 1627 South Building
STOP 3620
Washington, DC 20250-3620
Tel: (202)720-0226
Fax: (202)720-1015
<http://www.usda.gov/gipsa>

USDA--Food and Safety Inspection Service

the country. For general questions or information about the various departments and services offered, contact the SBA help desk at 1-800-8-ASK-SBA.

The U.S. State Department issues passports, publishes travel warnings, and oversees U.S. embassies and consulates in other countries. In addition, the State Department provides valuable country information, such as the Country Commercial Guides and Background Notes. The Office of the Coordinator for Business Affairs (CBA), plays a major role in coordinating trade and investment matters to support U.S. firms doing business overseas. Established as part of the "America's Desk" initiative, the CBA ensures that appropriate U.S. business interests are taken into account in the foreign policy process. It coordinates State Department advocacy on behalf of American businesses and offers them problem-solving assistance in opening markets, leveling playing fields, and resolving trade and investment disputes.

Participates in research and program planning between the states and USDA to foster regional and national cooperation. CSREES administers Federal appropriations for agricultural research carried out by state agricultural experiment stations, forestry schools, 1890 land-grant universities and the Tuskegee Institute, and selected veterinary colleges.

Assists the dairy industry in marketing high-quality dairy products by providing buyers and sellers with an impartial appraisal of product quality and provides the consumer confidence in buying

Major source of expertise, data, models, and research information about the agricultural economies and policies of foreign countries, the agricultural trade and development relationships between foreign countries and the United States, and U.S. agricultural policies.

Certifies that grain produced in the United States meets the official United States Standards for grain.

Guarantees that meat and poultry products, at the time of

Export Coordination Division
Room 0019-South Building
Washington, DC 20250
Tel: (202)720-7025
Fax: (202)690-3856
<http://www.fsis.usda.gov/>

USDA--Fruit and Vegetable Programs

AMS--Fruit and Vegetable Programs
Room 2049 South Building
P.O. Box 96456
Washington, DC 20090-6456
Tel: (202)720-5870
Fax: (202)720-0393
<http://www.ams.usda.gov/fv/index.htm>

USDA--Meat Grading and Certification Branch

AMS--Livestock and Seed Program
STOP 0248, Room 2628-S
1400 Independence Avenue SW
Washington, DC 20250-0248
Tel: (202)720-1113
Fax: (202)690-4119
<http://www.ams.usda.gov/lsg/index.htm>

USDA--National Agricultural Library

National Agricultural Library
10301 Baltimore Blvd.
Beltsville, MD 20705
Tel: (301)504-5755
Fax: (301)504-5675
<http://www.nal.usda.gov>

USDA--National Agricultural Library--ATMIC

Agricultural Trade & Marketing Information Center
10301 Baltimore Blvd.
Room 304
Beltsville, MD 20705
Tel: (301)504-5755
Fax: (301)504-5414
<http://www.nal.usda.gov>

USDA--Poultry Grading Branch

Poultry Programs
Agricultural Marketing Service, USDA Room 3938
P.O. Box 96456
Washington, DC 20290-6456
Tel: (202)720-3272
Fax: (202)690-3165
<http://www.ams.usda.gov/poultry>

USDA--Shipper and Export Assistance Program

Agricultural Marketing Service

export certification, are sound, properly labeled, U.S. inspected and passed, and meet any requirements of the importing country.

The Fruit and Vegetable Programs provide assistance to the U.S. produce industry in many ways, including the grading and inspection of fresh and processed commodities, the exchange of price and movement data, the enforcement of laws and the oversight of industry-operated programs. These services are primarily meant to provide assistance to domestic producers, shippers, brokers and receivers in the successful marketing of their valuable commodities.

Provides examination and certification services that assist in promoting orderly meat and meat product marketing for domestic and export markets. Under this certification service, a meat grader reviews and accepts meat and meat products that comply with certain specific requirements. The MGCB uses specifications such as the Institutional Meat Purchase Specifications (IMPS) and Federal and military specifications, which list requirements such as correct cut, fat thickness, weight range guidelines, etc.

Largest agricultural library in the world with approximately 2.2 million volumes and subscriptions to 26,000 periodicals. The NAL contains books, journals, maps, microforms, films, videocassettes, filmstrips, slides, and microcomputer software in its collection. It is the coordinator and primary resource for a national network of state and land-grant universities and USDA field libraries working together to deliver information to those with an interest in agriculture and related topics.

The Center's staff can assist exporters in accessing the National Agricultural Library's extensive collections on a broad range of trade and marketing subjects, refer exporters to organizations or experts in the field, identify current research conducted by USDA research agencies, provide bibliographies on a variety of trade and marketing topics, and perform brief searches of the AGRICOLA database or assist exporters in their own searches.

The Poultry Program facilitates the marketing of poultry, eggs, egg products, and rabbits through grading, certification, standardization, market news, and commodity procurement services.

Economists, traffic management specialists, engineers, and agricultural marketing specialists help shippers solve

Transportation and Marketing Division
Room 1217-South Building
Washington, DC 20250
Tel: (202)690-1304
Fax: (202)690-1340
<http://www.ams.usda.gov/tmd/tmdsea.htm>

Western U.S. Agricultural Trade Association
13101 NE Hwy 99
Vancouver, WA 98686 USA
Tel: (360)574-2627
Fax: (360)574-7083
<http://www.wusata.org>
export@wusata.org

transportation problems and monitor relevant regulatory issues.

WUSATA is one of SUSTA's sister organizations, serving the western region of the United States. WUSATA offers its services to thirteen states: Alaska, Arizona, California, Colorado, Hawaii, Idaho, Montana, Nevada, New Mexico, Oregon, Utah, Washington, and Wyoming.