

# Your Global Business Partner!

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New Orleans, Louisiana*



2011 Annual Meeting & EXPO



# The World is Open for Your Business!

Let the U.S. Commercial Service connect you to a world of opportunity.



# Let Us Help You Export.

- U.S. Department of Commerce  
International Trade Administration  
U.S. Commercial Service
- Mandated by Congress to assist U.S. companies export their products and services
- Offices throughout the United States and in U.S. Embassies and consulates in nearly 90 countries
- Focus on Small-to-Medium sized exporters (SMEs)



# New Orleans U.S. Export Assistance Center

- 2 Trade Specialists
- Industry and territory based
- Cover the State of Louisiana



# Our Global Network of Trade Professionals Opens Doors that No One Else Can.



- The U.S. Commercial Service provides U.S. companies unparalleled access to business opportunities around the world.
- As a U.S. Government agency, we have relationships with foreign government and business leaders in every key global market.
- Our trade professionals provide expertise across most major industry sectors.
- Every year, we help thousands of U.S. companies export goods and services worth billions of dollars.



# Connecting Your Company with the Right Opportunities Abroad.

We assess your export potential, understand your needs, and provide the right mix of U.S. Commercial Service capabilities to achieve your exporting goals.

U.S. Commercial Service Business Approach



# Our Proven Expertise Makes Doing Business Internationally Easier.

- Whether you are looking to make your first export sale or expand to additional international markets, we have the expertise you need to tap into lucrative opportunities and increase your bottom line.
- **Trade Counseling.** Get the information and advice you need to succeed.
- **Market Intelligence.** Target the best trade opportunities.
- **Business Matchmaking.** Connect with the right partners and prospects.
- **Commercial Diplomacy.** Ensure your products and services have the best possible prospects for success in international markets.



# Proven Expertise: Trade Counseling

Get the information and advice you need to succeed.

- **Planning and Strategy.**
  - Create a comprehensive international business plan for entry or expansion into targeted markets.
- **Legal and Regulatory Issues.**
  - Determine export licensing needs for shipping products.
  - Understand and comply with global product standards, certification requirements, electricity regulations, and packaging laws.
  - Avoid intellectual property issues and legal disputes.





# Proven Expertise: Trade Counseling

Get the information and advice you need to succeed.

- **Documentation and Product Requirements.**

- Learn about export documents, including Electronic Export Information filing, invoices, packing lists, and certificates of origin.
- Verify tariff rates and import fees; determine your product's Schedule B and HS numbers.

- **Trade Problems.**

- Get assistance with customs-related issues.
- Obtain support if your company's exports or foreign bids are adversely affected by a trade barrier.
- Limit the risk of non-payment and receive assistance if problems arise.



# Proven Expertise: Market Intelligence

<http://export.gov/mrktresearch/>

- **Country Commercial Guides.**
  - Leverage reports, prepared annually by U.S. Embassy staff, containing information on the business and economic situation of foreign countries and the political climate as it affects U.S. business and investments.
- **Customized Market Research.**
  - Get specific answers to your specific international business questions.



# Market Research Reports

## [www.export.gov](http://www.export.gov)



## Doing Business in Egypt: 2010 Country

### Commercial Guide for U.S. Companies

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- Chapter 1: Doing Business In Egypt
- Chapter 2: Political and Economic Environment
- Chapter 3: Selling U.S. Products and Services
- Chapter 4: Leading Sectors for U.S. Export and Investment
- Chapter 5: Trade Regulations and Standards
- Chapter 6: Investment Climate
- Chapter 7: Trade and Project Financing
- Chapter 8: Business Travel
- Chapter 9: Contacts, Market Research and Trade Events
- Chapter 10: Guide to Our Services



## Egypt: Town Gas Tender

Dalia Sherif  
April 2010

### Egypt: Town Gas Tender

Ministry of Petroleum  
Egyptian Natural Gas Holding Company (EGAS)  
TOWN GAS Natural Gas Connection Project  
ICB 10: Small Size Steel pipes, Malleable Cast Iron Fittings,  
Valves, Meter Governors& Flexible Connectors

PROJECT ID No: P095392

The Government of Egypt, with the Egyptian Natural Gas Holding Company (EGAS) as the implementing agency, has been approved a loan from the International Bank for Reconstruction and Development toward the cost of Natural Gas Connection Project, and it intends to apply part of the proceeds of this loan toward payments under the Contract for:

Small Size Steel pipes, Malleable Cast Iron Fittings, Brass Ball Valves, Meter Governors & Flexible Connectors. The Town Gas now invites sealed bids from eligible bidders for IC BIO for supplying: (Small Size Steel pipes; (lot2) Malleable Cast Iron Fittings; (lot3) Brass Ball Valves; (lot4) Meter Governors; (lot5) Flexible Con Wectors.

Bidding will be conducted through the international competitive bidding procedures as specified in the World Bank's Guidelines: Procurement under IBRD Loans and IDA Credits (current edition), and is open to all eligible bidders as defined in the guidelines.

Interested eligible bidders may obtain further information and inspect the bidding documents from Town Gas; Materials Dept. at the address below, during office hours 8:00 am to 4:00 pm. A complete set of bidding documents in ENGLISH may be purchased by interested bidders on the submission of a written application to the address below and upon payment of a nonrefundable fee of [US\$ 250+courier fees]. The method of payment will be CASH or by Check. The documents will be sent by Courier.

All bids must be accompanied by a bid security: US\$ 13,000 for lot (1), US\$ 21,000 for lot (2), US\$ 2,000 for lot (3), US\$ 2,800 for lot(4), US\$1,300 for lot(5) and be delivered to the address below by 10 am on Sunday the 9th of May 2010. They will be opened immediately thereafter, in the presence of bidders' representatives, who choose to attend, at the address below. Late bids will be rejected.

Materials Dept.  
Attn: Materials General Manager  
Cornish El Nile — Warrak Elarab- Embaba — Giza.  
P.O. Box: 1231 Ataba  
Tel: 0020235300908 Fax: 00202 35444494  
E-mail: town.gas@hotmail.com Web site: www.towngas.com.eg

### For More Information:

The U.S. Commercial Service in Cairo, Egypt can be contacted via e-mail at: [Dalia.Sherif@mail.doc.gov](mailto:Dalia.Sherif@mail.doc.gov);  
Phone: +20-2-797-2146; Fax: +20-2-795-8368, or visit our website: <http://www.buyusa.gov/egypt/en>

The U.S. Commercial Service — Your Global Business Partner

# Proven Expertise: Market Intelligence

## Target the best trade opportunities.

- **Background Reports- International Company Profile (ICP)**
  - Learn about potential partners from our trade professionals working in your target markets.
  - Get detailed credit reports covering sales, profit figures, potential, liabilities, and other financial information.
- **Trade Data and Analysis.**
  - Obtain the latest annual and quarterly trade data by country, state, commodity, and year.
  - Find industry-specific trade data and analysis.
  - Get country-specific tariff and trade agreement information.



# Proven Expertise: Business Matchmaking

## Connect with the right partners and prospects.

- **Partner Search.**
  - Find pre-screened potential partners and get detailed company reports; determine the marketability of your product or service.
- **Personalized Business Matchmaking**
  - Meet with potential buyers, sales representatives, and business partners.
  - Leverage customized market briefings.
- **Trade Missions.**
  - Participate in business development missions led by senior U.S. government officials.
  - Meet with distributors, government and industry officials, prospective customers, and U.S. Embassy officials.



# Gold Key Service

- Customized market and industry briefings with our trade specialists
- Timely and relevant market research
- Appointments with prospective trade partners in key industry sectors
- Post-meeting debriefing with our trade specialists and assistance in developing appropriate follow-up strategies
- Help with travel, accommodations, interpreter service, and clerical support



# Proven Expertise: Business Matchmaking

## Connect with the right partners and prospects.

- **Trade Shows.**
  - Use our International Buyer Program to meet with pre-screened buyers at major U.S. trade shows.
  - Exhibit in the U.S. Pavilion at our Certified Trade Fairs.
  - Let us distribute your marketing literature at global trade shows.
- **In-Country Promotions.**
  - Leverage customized venues to reach potential partners and buyers.
  - Advertise in our official catalog of U.S. suppliers sent to nearly 400,000 international companies.
  - Feature your company on our local-language Web sites.



# Questions?

U.S. Commercial Service—  
Connecting you to global markets.





Contact us today to connect with a world  
of opportunity.

*Donald van de Werken*  
*U.S. Commercial Service*  
*New Orleans Export Assistance Center*  
[www.export.gov/louisiana](http://www.export.gov/louisiana)  
[donald.vandewerken@trade.gov](mailto:donald.vandewerken@trade.gov)  
504-589-6546

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