The National Textile and Apparel Team Newsletter

June 2004

http://otexa.ita.doc.gov
www.export.gov
www.BuyUSA.gov

The National Textile and Apparel Team of the U.S. Department of Commerce, U.S. Commercial Service, supports the U.S. textile and apparel industries export initiatives by offering a portfolio of international trade and counseling services.

John Schmonsees – team leader
Tel. 336.333.5345

Leticia Arias— deputy team leader
Tel. 310.235.7204

Jennifer Boger – Tel. 202.482.0929

Larry Brill – Director, Market Expansion Division, OTEXA Tel. 202.482.4877

Rachel Alarid – Tel. 202.482.5154

Shikha Bhatnagar – Tel. 202.482.3400

Kintoya Davis – Tel. 202.482.4457

Todd DeLelle – Tel. 202.482.4877

Anna Flaaten – Tel. 202.482.3400

Jennifer Harrington – Tel. 202.482.0595

Bobby Hines— Tel. 213.894.4231

Mary Lynn Landgraf – Tel. 202.482.5153

Shirreef Loza – Tel. 919.715.7373, ext. 613

Linda Martinich – Tel. 202.482.3588

Patrice Mickens—field support specialist
Tel. 803.765.5345

Richard Stetson – Tel. 202.482.3400

Richard Swanson – Director, Newport Beach
Tel. 949.660.1688

George Thomas – Tel. 704.333.4886

Rochelle Williams— Tel. 619.557.5899

Anastasia Xenias -- Tel. 212.809.2685

EXPORT OPPORTUNITY ALERT

The Commerce Department's Office of Textiles and Apparel (OTEXA) of the International Trade Administration (ITA) will sponsor a woman's plus size apparel trade mission to Europe on October 24-November 2, 2004. The mission will include a Commerce staff member from OTEXA, and representatives from U.S. apparel companies interested in selling plus size apparel and related products in Europe or establishing representation agreements for such products.

Companies selling women's plus size apparel clothing in the better price and quality ranges are likely to have the best chance of success. The mission also will accommodate apparel textile and accessories. The mission is planned to consist of apparel manufacturers and suppliers of women's plus size apparel.

Mission Dates: **October 25-November 2, 2004**

Mission Stops**: Düsseldorf, Germany; London, England; and Stockholm, Sweden***

Cost: $4,800.00 per company for Düsseldorf and London, excluding travel, hotel accommodation, ground transportation, and meals.

*Stockholm is an optional stop. There will be an additional $1200 cost for Stockholm.

Eligibility: **US manufacturers/suppliers of women's plus size apparel, textiles, and accessories. All products must have U.S. content representing 51% of the value of the finished product.**

Amenities: **4-7 pre-screened appointments per day per stop, mission location set-up, market briefings, hospitality, pre-mission promotion, on-site assistance, and other amenities.**

Why you should exhibit: U.S. manufacturers/ suppliers of plus size apparel suppliers can be successful in Europe due to the established nature of the U.S plus size industry, which produces fashion forward designs, and high quality products.

Sweden, Germany, and the United Kingdom are among key markets in Europe where there has been an increase in demand for fashionable plus size women's apparel. Traditionally, plus size apparel is seen as an "afterthought" in these markets. However, over the past twenty years the plus size market has become one of the fastest growing segments. Women who wear plus size clothing are no longer content with ill-fitting clothes without a sense of fashion. Today's plus-size woman is looking for trendy, fashion forward clothing that flatter their body types. For European women it is not a question of finding plus size clothing, it is a question of finding *fashionable* plus size clothing. This is an opportunity for U.S. manufacturers of fashion forward plus size apparel in the better qualities to increase their sales and expand their customer base.

If you would like more information about this exciting export opportunity please complete and fax this form to Rachel Alarid at (202) 482-2859 no later than July 1, 2004.

NAME:____________________________________

COMPANY
NAME:____________________________________

ADDRESS:_________________________________

CITY:_____________________________________

STATE:_______________ ZIP CODE:___________

TEL: _____________________________________
FAX:_____________________________________

E-MAIL:__________________________________
WEBSITE:_________________________________

PRODUCTS:_____________________

If you have any questions please call Rachel Anne Alarid at (202) 482-5154, or by e-mail: Rachel_Alarid@ita.doc.gov

United States & Five Central America Countries Sign Free Trade Agreement

The United States and the Central American countries of Costa Rica, El Salvador, Guatemala, Honduras, and Nicaragua today signed the US-Central American Free Trade Agreement (CAFTA). While this ceremony marks the conclusion of regional negotiations, CAFTA must still pass the US and respective foreign Congresses before entering into force.

Trade Promotion Authority (TPA), or so-called fast track, which grants the President authority to negotiate trade agreements while preserving Congressional oversight, expedites the FTA approval process. Now that CAFTA has been signed, TPA requires that the President submit to Congress a description of any necessary changes to current US law within 60 days, or by July 27. Additionally, the International Trade Commission (ITC) must submit to the President and Congress a report detailing the impact of CAFTA on the overall US economy and specific industries within 90 days, or by August 26. However, it is our understanding that the CAFTA report likely will be completed in less than 90 days, as the ITC reports on the Chile and Singapore FTAs were.

The President must also submit implementing legislation to Congress. It is unclear at this time when the President will submit such legislation. TPA does not specify any time limit for this particular action, but only requires that the legislation be introduced in both the House and Senate on the same day. When the legislation is submitted, it will start a clock that provides Congress with 90 legislative days to vote on the agreement. TPA prohibits any amendments to the bill.

The 90-day legislative clock allows 45 legislative days for the House Ways and Means Committee hold a hearing/markup and report the legislation to the full House. The House then has another 15 legislative days to vote. The Senate Finance Committee has 15 legislative days after the House Ways and Means Committee vote to report companion legislation to the full Senate, which then has 15 legislative days to vote.

It is possible that a vote in Congress will take place after the Presidential election, possibly during a lame duck session in November. For such action to be possible, the President would likely have to submit the legislative package in September. For more information, please contact Shawn McCausland at 202-216-9307 or smmcausland@strtrade.com.

CAFTA Industry Fact Sheets – USDOC's Market Access and Compliance has issued CAFTA Industry Fact Sheets for the following industries: Transportation Equipment; Building Products; Capital Goods; Chemicals; Consumer Goods; Electronics and Instrumentation; Energy; Environmental Goods; Ferrous Ores and Metals; Fish; Footwear; Leather and Leather Goods; Lumber and Wood; Non-Ferrous Ores and Metals; Paper; Services; Textiles; and Aerospace. These reports include information on how U.S. exporters in these industries will be affected by CAFTA in regards to Trade and Tariffs; Tariff Elimination; and Non-Tariff Barriers. To receive a copy, contact a textile and apparel team member.

Sanctions Ordered for U.S. Exports to Syria

– On Tuesday, May 11, 2004, President Bush banned all U.S. Exports to Syria except for Food and Medicine. These sanctions were ordered after long standing complaints that Syria was supporting terrorism and undermining U.S. efforts in Iraq. To review the official posting, go to the Office of Foreign Asset Controls' (OFAC) website: http://www.treas.gov/offices/eotffc/ofac/sanctions/t11syria.pdf. OFAC can be contacted directly by phone at 1-800-540-6322.

Update on Libya

- On April 29, 2004, the U.S. Department of Commerce's Bureau of Industry and Security (BIS) published an amendment to the Export Administration Regulations in the Federal Register. The amendment updates BIS's license requirements for Libya and is consistent with changes in U.S. legal authorities concerning Libya. The amendment reflects Libya's continuing good faith effort to completely dismantle its weapons of mass destruction and missile programs, and adherence to its renunciation of terrorism. In summary, BIS's new licensing requirements and policies for Libya are as follows:

Items submit to the EAR but not listed on the Commerce Control List (CCL) (i.e., EAR99 items) are generally not subject to a license requirement except as defined in the end-user and end-use controls set forth in Part 744 of the EAR.

Items controlled by the multilateral export control regimes (i.e., items controlled for national security (NS), missile technology (MT), chemical and biological weapons (CB), and nuclear nonproliferation (NP) reasons on the Commerce Control List (15 CFR Part 774) require a license to Libya, as do items controlled for crime control (CC) and regional stability (RS) reasons.

Libya remains on the list of designated state sponsors of terrorism. As a result, most items controlled for anti-terrorism (AT) reasons will continue to require a license for export or reexport to Libya. Additionally, certain categories of items controlled for reasons not included on the Country Chart in Part 738 of the EAR also require a license for export or reexport to Libya.

For more information, go to : http://www.bis.doc.gov/PoliciesAndRegulations/LibyaFAQs.htm and review the document, "Libya: Frequently Asked Questions and Answers."

COMMERCIAL NEWS USA Is Back!

Commercial News USA is the official U.S. Department of Commerce export-marketing magazine. This catalog-style magazine is designed to help U.S. companies promote American-made products and services to overseas buyers at a fraction of the cost of other advertising options.

Commercial News USA has 80,000 subscribers located in more than 145 countries. Each issue reaches an estimated 400,000 readers worldwide.

The magazine, which is free to foreign subscribers, is mailed directly to qualified recipients and distributed by U.S. Commercial Service personnel at U.S. embassies and consulates worldwide. Whether you seek representation, distribution, direct sales, licensing or joint venture partners, *Commercial News USA* will deliver your message directly to potential customers in export markets around the world.

Listing prices start at $695 for Black & White and $995 for 4-color. A web site listing is also available for $295.

The first issue of the revised *Commercial News USA* is scheduled for publication in September (reservation deadline is July 2). For more information please go to: http://www.export.gov/cnusa.

Do's and Don'ts of Doing Business in China

- Since adopting market reforms in 1978, China has been among the world's fastest growing economies. This has led to dramatic developments in America's commercial relationship with China. Despite a significant trade deficit, U.S. exports to China grew by 66 percent over the past three years as compared to a 10 percent decline for the rest of the world. There are significant opportunities for U.S. businesses in China. An article by the U.S. Commercial Service in Beijing lists key "Do's and Don'ts" of doing business in China. For the complete article, go to: http://www.export.gov/exportamerica.