

**EXPLORATORY STUDY ON IMPORT PROMOTION SERVICES AND HOW
THOSE SERVICES COULD BENEFIT PUERTO RICO'S IMPORTERS**

By:

Sonia Isabel Martínez Rodríguez

A thesis submitted in partial fulfillment of the requirements for the degree of

MASTER IN BUSINESS ADMINISTRATION

in

Industrial Management

UNIVERSITY OF PUERTO RICO
MAYAGÜEZ CAMPUS
2015

Approved by:

José Frontera Agenjo, LL.M.
Member, Graduate Committee

Date

Mario Córdova Claudio, Ph.D., J.D.
Member, Graduate Committee

Date

María Amador Dumois, Ph.D.
President, Graduate Committee

Date

Carmen M. Bellido Rodríguez, Ph.D.
Representative of Graduate Studies

Date

Roberto Seijo-Vidal, Ph.D.
Acting Associate Dean for Research and
Graduate Affairs

Date

Abstract

Because of limited resources, importing is a vital part of any healthy economy. However, it is usually viewed as a weakness, specially in opposition to the positive perception attributed to exporting. This study explored the services provided by different countries' Import Promotion Programs to evaluate if they serve any benefits to their local importers. Furthermore, the purpose was to determine if those services are of enough value to justify implementing an Import Promotion strategy in Puerto Rico, where importing is unavoidable and lowering its cost to increase global competitiveness is imminent. The study concluded that although there are many benefits to the importer, those do not justify creating an agency to promote imports. On the other hand, further investigation should be conducted to identify similar benefits in industry specific organizations that could be offering import promotion strategies without advertising as such.

Resumen

Debido a los recursos limitados, la importación es parte vital de cualquier economía. Sin embargo es vista como una debilidad, especialmente como un antónimo a la percepción positiva atribuida a la exportación. Este estudio explora los servicios prestados por cuatro Programas de Promoción de Importación de distintos países para evaluar si ofrecen algún beneficio a sus importadores locales. El objetivo es determinar si esos servicios ofrecen suficientes beneficios para justificar la implementación de una estrategia de promoción de importación en Puerto Rico donde la importación es inevitable y es inminente bajar sus costos para aumentar su competitividad global. El estudio de carácter cualitativo concluyó que aunque hay muchos beneficios para el importador, los mismos no justifican la creación de una agencia para la promoción de las importaciones. Por otra parte requiere que se lleve a cabo más investigación para identificar beneficios similares en organizaciones específicas de distintas industrias locales que podrían estar ofreciendo estrategias de promoción de importaciones sin promoverse como Programas de Promoción de Importación.

Acknowledgments

I would like to express my gratitude to every person who in one way or another encouraged me through this journey.

To Bombón, Manolo, Manuel Joaquín, C.J., Chris, Edna, Yoly, Vanessa, my grandparents and my whole family, thank you for your unconditional support.

To my professors, María Amador-Dumois, Ph.D., Mario Córdova-Claudio, Ph.D., J.D, José Frontera-Agenjo, LL.M., and Roberto Seijo, Ph. D., thank you for sharing your knowledge and guiding me through this process. Judith Valentín-Ramos, thank you for your help in every step of the process.

To Prof. José Vega, Ph.D., Prof. Patricia Valentín, Ph.D., Mrs. Glenys Rivera and Mrs. María Román from the Business and Economic Development Center (CNDE), thank you for motivating me.

I could not have done this without each of you. Thank You.

Table of Contents

List of Tables	vii
List of Figures	viii
Terminology and Acronyms	ix
Introduction	1
Justification.....	1
Background	2
Research Objective and Research Questions	4
Significance of the Study.....	5
Scope.....	8
Limitations.....	8
Research Outline.....	9
Literature Review.....	10
International Trade	10
<i>Export</i>	10
<i>Import</i>	11
Export Promotion.....	13
Import Promotion	14
Import Promotion Strategies	15
<i>Differences Between Export and Import Services</i>	17
Methodology of the study.....	18
Research Strategy Selection.....	18
Study Design	18
Findings.....	20
Swiss Import Promotion Programme (SIPPO).....	21
<i>SIPPO Services</i>	24
Import Promotion Desk (IPD)	25
<i>IPD Services</i>	26
Center for the Promotion of Imports from developing countries (CBI)	27
<i>CBI Services</i>	28
Manufactured Imports and Investment Promotion Organization (MIPRO).....	29
<i>MIPRO Services</i>	30
Purpose of promoting imports.....	31
Services Provided by the Different Import Promotion Strategies	32

Import Promotion Program Services: Benefits to Local Importers	36
Import Promotion Program Services: Benefits to Foreign Exporters	40
Import Promotion Services that could benefit Puerto Rican importers.....	41
Conclusion and Recommendations	43
Could an Import Promotion strategy benefit Puerto Rico?	44
Recommendations	45
Future Studies	46
Conclusion.....	47
References.....	49

List of Tables

- Table 1: Summary of Puerto Rico's Commercial Trade Balance: Fiscal Year 2013-2014
- Table 2: Services Provided by the Studied Import Promotion Programs
- Table 3: Studied Import Promotion Programs Services and Who They Serve

List of Figures

- Figure 1: Import Promotion Strategy benefits to local importers

Terminology and Acronyms

- Balance of Trade (BOT) – the difference between the values of imports and exports.
- BSO – Business Support Organization
- Business Support Organizations – Organizations that aid merchants better their trades, such as, sector associations, chambers of commerce, export promotion agencies.
- CBI – Center for the Promotion of Imports from Developing Countries
- Export – The sale of locally produced goods or services in foreign markets.
- Export Promotion – policy encouraging exports.
- ICSR – International Corporate Social Responsibility
- Import – The purchase of goods or services produced in foreign countries.
- Import Promotion – policy encouraging imports.
- Import Substitution (IS) – policy encouraging the minimization of imports by promoting the consumption of what is produced in the region.
- International Trade: Exchange of goods and services between different countries.
- IPD – Import Promotion Desk
- MIPRO – Manufactured Imports and Investment Promotion Organization
- SIPPO – Swiss Import Promotion Programme

Introduction

Justification

Every country has limited resources, no one region has the ability to supply the demand of all the goods needed by its community. In the case of small countries or islands, the dependency on imports is higher since they lack the diversity of raw materials, components, products, equipment and knowledge necessary for industrial production. Puerto Rico is no exception. The tropical island is not capable of producing all of the goods demanded by its population, estimated to be around 3,548,397 (United States Census Bureau, 2015). For this reason it relies greatly on imports, however most of the trade policy created and enforced concentrates on promoting the export of goods. Currently there are no studies that investigate if an Import Promotion strategy could benefit a country that depends on imports and if so, what types of services could be included in a program designed to promote imports. Import promotion strategy benefits could include making the import process more efficient and effective which could reduce costs, increase the options and quality of products and services, and promote local competitors to improve their operation practices (World Trade Organization, 2015). Enhanced import processes could improve the operations of supply chain managers in the island, given that most of the local industries depend on importing raw material, machinery and equipment for production. Moreover, the possibility of an import promotion strategy complementing export promotion or import substitution policies is intriguing.

Background

When compared to larger terrains, small islands have limited resources and thus their economies rely greatly on imports, explaining Puerto Rico's need to import. Over the past few decades Puerto Rico's economy has grown more and more dependent on imports. "The majority of the products consumed or used in Puerto Rico come from outside including domestic commerce with the US and international commerce with other countries" (Anaya-Oviedo, Amador-Dumois, & Córdova-Claudio, 2014). Puerto Rico's commerce with the United States of America is domestic because of their political relationship; the island is a Commonwealth of the USA. This means that they share a monetary system, they both employ the same merchant marine and customs agency, among other criteria. For this reason all trade between the two is considered domestic. As explained in the External Trade Statistics of 2014 imports and exports involving Puerto Rico are conducted with "...three basic geographic classifications: United States, foreign countries, and the U.S. Virgin Islands" (Office of the Governor Planning Board, Commonwealth of Puerto Rico, 2014).

Overall Puerto Rico's balance of trade is currently positive because it considers what is transported to the United States as exports, however by studying the numbers closely it is observable that when it comes to international trade, with countries other than the USA, Puerto Rico has a negative balance of trade. The following table summarizes Puerto Rico's Balance of Trade for the fiscal year 2013-2014. It clearly shows that Puerto Rico's imports from foreign countries, \$22,401,135,210, are larger than the amount that is exported from the island back to them, \$17,310,273,374.

Table 1: Summary of Puerto Rico's Commercial Trade Balance: Fiscal Year 2013-2014

	Exports (Dollars)	Imports (Dollars)	Trade Balance (Dollars)
TOTAL	62,457,219,042	42,475,614,748	19,981,604,294
UNITED STATES	44,853,136,175	20,063,833,722	24,789,302,453
VIRGIN ISLANDS	293,809,493	10,645,816	283,163,677
FOREIGN COUNTRIES	17,310,273,374	22,401,135,210	(5,090,861,836)

(Compañía de Comercio y Exportación de Puerto Rico, 2014)

When concentrating on the international market section of the table, it can be seen that the island is importing more than it is exporting, which translates into a negative trade balance for the island's participation in the international market of -\$5,090,861,836. A negative trade balance means that there is more money going out of the island to pay for imported goods and services from foreign countries than money coming in from selling goods and services abroad, this can have negative repercussions on the economy of the region.

It is no secret that exporting more product than what is imported will result in a better economy for a country, the problem is that not every country has the resources and/or the potential to produce enough to export more than what they import. Puerto Rico is one of those cases in which more is imported from foreign countries than exported to the international market and although the efforts to promote export are well intended there are ways in which the import process can be more efficient in order to aid the economy. That is where the term Import Promotion comes in, it refers to "policy that encourages

import” (Deardorff, 2010), however, the idea is not to promote any kind of import, but that of efficiently purchasing raw materials, machinery, equipment and services that can aid in the production of exportable goods and services, this is referred to as investment imports. This opposed to consumption imports which refers to the import of goods and services to be consumed by the population. Either way there can be benefits to importing more efficiently for investment or consumption. However, the idea is to promote imports in a way that complements the existing export promotion strategy, for that investment imports is what needs to become more efficient. More efficient investment imports can translate into lower costs for goods produces meaning that they could be more competitive in the global market. Import Promotion could be the difference between the current disorganized, individual way of importing goods to the island and an efficient, cohesive process that allows for educated decision making from domestic importers.

Countries promote their international business with the development of trade and investment promotion strategies. Trade promotion strategies usually include the development or promotion of organizations that focus on incentivizing trade.

Research Objective and Research Questions

This study’s main objective is to evaluate implemented Import Promotion Strategies with the purpose of identifying their services and exploring the possibility of adopting a similar strategy in Puerto Rico. The research questions include:

- 1) Which countries have import promotion strategies?
- 2) Why do countries implement import promotion strategies?

- 3) What are the common services offered by different import promotion strategies?
- 4) Who benefits from those services?
- 5) Are the benefits to the local importer enough to justify implementing an import promotion strategy in Puerto Rico?

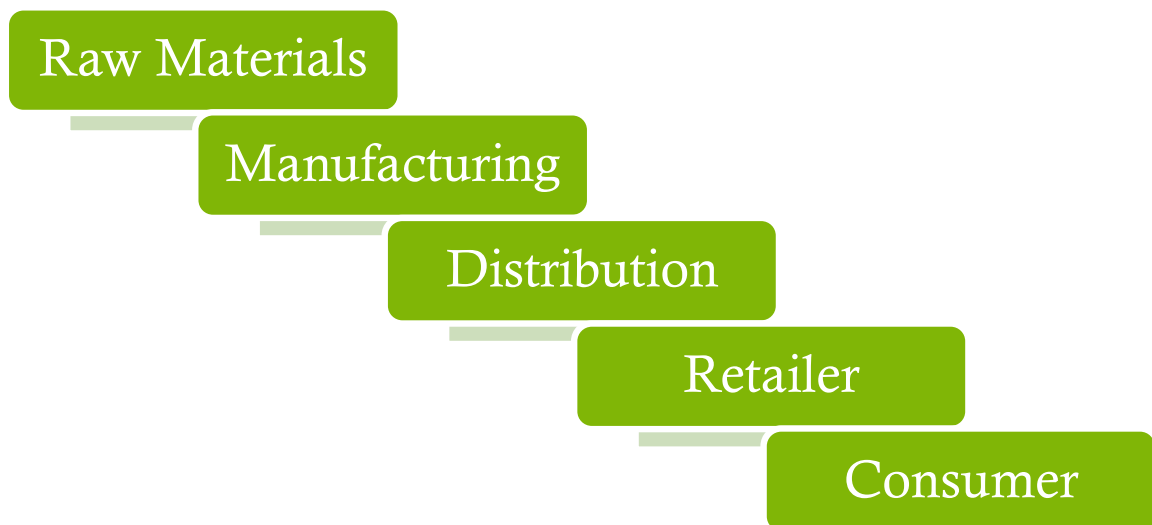
Hypothetically the Import Promotion strategies should facilitate information to domestic importers and allow for a more efficient import process that could result in lower cost of importation or higher levels of information that could translate into more competitive prices of goods. If done correctly the Import Promotion Strategy will aid in the process of efficiently accessing raw materials and machinery for the manufacturing of exportable goods.

Significance of the Study

Most goods consumed or used as raw materials in Puerto Rican markets are imported, which means that the import process plays an important role in the supply chain of most of the industries involving goods in the island. Exporting is one of the most important ways of creating wealth for Puerto Rico; if the import of raw materials and machinery for production of exportable goods is efficient the products exported can be more competitive in the global market. The efficiency of these processes should be of great concern to companies, specially supply chain managers in them, and the consumers linked to them. For the local market of consumption goods or investment goods for local production and consumption, the right information can make a difference in product price, quality and availability. If there is anything that can be done to improve the way

information is gathered for the decision making process of domestic importers to be more efficient the result could be a drop in prices of goods and enhanced profits for merchants.

The focus of efficiency begins with studying the supply chain. Supply chains generally consist of the search and delivery of raw material, manufacturing, distribution, the retailer and the consumer, however the chain might be different depending on the industry. The processes in the supply chain are linked in a way that if one of them becomes more efficient the end product can show some kind of improvement. Imports are an important part of searching for and receiving raw materials, equipment and machinery for the manufacturing process. An Import Promotion strategy could help the process of importing to be more efficient thus improving the supply chain.



To make the import process more efficient the costs related to trade must be studied, "[t]he lower the trade costs, the more competitive as well as globally and regionally integrated, a country is" (The International Bank for Reconstruction and Development/ The World Bank, 2014). Cost of transportation, tariffs, the cost of dealing with non-tariff barriers, contract enforcement costs, local distribution costs, and the costs of gathering

information are all considered trade costs; these accumulate and affect the price of the goods traded. In this case the cost of gathering information is the trade cost that this study intends to minimize. “[I]nformation enters as an input to the production of relationship-specific product appeal, becoming an endogenous fixed cost of trade and thus a choice variable in the firm’s profit maximization problem” (Cristea, 2010). Information is a great component of the import and export processes, the right information can make the import and export processes more efficient, and more efficient trade processes could help local businesses integrate themselves into the global market. This is true for imports to Puerto Rico and exports out of the island; insufficient information can make in-coming products more expensive for Puerto Ricans and out-going shipped products too expensive to compete in the global market.

This study intends on benefiting Puerto Rican importers, stating that an Import Promotion strategy that makes relevant information available could aid them in the process of selecting suitable suppliers and supplies, specifically those importers that purchase raw materials and machinery for the production of exportable goods. These importers of raw materials and machinery who are going to produce to export will benefit from having exportable goods that are more competitive in the global market, because lowering the costs related to information could help lower the overall cost of the goods produced. Consequently it will benefit the economy in general by intending to lower the costs of importable goods for consumption, which could translate into lower costs for local consumers and/or higher revenues for local merchants and exporters.

At this moment of economic crisis it is crucial to assess different ways of minimizing costs and making goods more accessible to those who need them. That is why the current,

inefficient process of domestic importers seeking information needs to change to be able to take advantage of opportunities in order to lower the cost of importing products to the island, which could translate into lower prices for consumers or increased margins for businesses, or even a more competitive position in the global market depending on the case.

Scope

The study will be based on analyzing import promotion strategies from foreign countries.

Limitations

This study is limited by the fact that there is a lack of information on the topic, the amount of published articles, research papers and investigations about import promotion are very scarce. For this reason the information was gathered directly from the source, the web pages of each of the import promotion programs. Which presented the limitation that not all of the Import Promotion programs have functioning websites in English or Spanish, which are the languages that could be analyzed for this study.

It should be noted that for the purpose of intending to aid those investment importers who purchase to produce what they export, this study concentrates on evaluating the import of goods, not services.

The initiative of import promotion should not be confused with import substitution, which consist of promoting the consumption of locally produced goods and only importing what cannot be produced in the country.

Research Outline

This study is organized in chapters. The second chapter explains relevant articles and studies regarding import, export, import promotion, export promotion, and existing import promotion strategies and their services. The third chapter describes the methodology used to achieve the study's objective. Chapter four details the findings obtained by analyzing the data. The fifth chapter concludes the study and proposes recommendations for further investigation.

Literature Review

International Trade

Since the time of Ancient Greek philosophers like Aristotle and Plato, the exchange of goods and services between different countries has been a topic of controversy. Plato stated the importance of specialization for a country, by focusing on the production of what can be done efficiently and encouraging trade to supply the demands for the rest of the products needed. On the other hand, Aristotle advocated for self-sufficiency, arguing that a country should be able to stand on its own by being able to produce what it required to survive and not depend on importing from other countries. “Thus, he argued, part of the city rulers’ duty was to decide which exports and imports are absolutely necessary, and furthermore, to insure the fairness of these exchanges through some type of commercial treaties with other countries” (Dorobăț, 2015). Since then the principles of trade and what it implicates along with related topics like policy and the extent of government involvement have been studied. All that information about trade has led to one universal truth; there is no precise way in which trade should be tackled because there are too many variables involved in trade and in the status of each country to determine a standard. For that reason trade should be studied from each country independently, not to say that benchmarking should not be considered but it is important to recognize that what works for one country may not work for another.

Export

Export refers to the action of selling in a foreign country what is produced locally. Exporting gives the local country the ability to gain wealth while providing the foreign

country with goods and services that they could not produce, either because they did not have the resources to do it or they were unable to do it efficiently. This works well when the local country is able to produce something more efficiently than other countries and has the capacity to produce enough of it to sustain their own demand and surplus to sell to other countries. “Exports enable small and moderately sized countries to establish and operate many plants of efficient size, which would be impossible if production were confined to the domestic market” (Kreinin, 1998). When smaller countries find the way to produce enough to supply their own demand while producing excess to export they tend to be more efficient and reduce their costs of production which benefits local consumers as prices on those products drop. “Not only can firms enjoy economies of scale, but the economy as a whole benefits from the salutary impact of competitive prices, product improvement, and technological advancement” (Kreinin, 1998). Furthermore the sole benefits of exporting and creating jobs for locals that are paid for with the gains of foreign sales create wealth for the whole community.

Import

Importing refers to the purchase of goods and services produced in foreign countries for local consumption. Importing is generally viewed as a sign of economic weakness, however this is a common misconception. There are numerous benefits to imports starting with the most basic, purchasing what cannot be produced locally. “The importance of imports is supplying internal markets with products and raw materials that the local market does not provide, incorporating technology and innovation in the local productive process, which leads to better conditions for the development of the competitiveness of the local products” (Anaya-Oviedo C. Y., 2012). Another benefit is

outsourcing what others can do better and cheaper with the purpose of saving in-house resources to create goods that give the region comparative advantage in order to trade. If another country can produce something more efficiently, there is no shame in purchasing that product or service if there is no way that the same product of the same quality can be produced locally as efficiently and at the same cost. In theory each country will specialize in certain products or services allowing for healthy trade that gives access to lower prices and higher quality on goods and services. If there are local manufacturers that produce the same goods that are imported, this will encourage them to be more efficient in order to compete for the market, thus benefiting the consumers who will in turn get superior products at lower prices. Furthermore, importing raw materials, machinery and equipment for local production presents the benefit of meeting manufacturing capacities even if the resources are not available locally.

Another benefit of importing is the ability it provides to take advantage of fluctuating exchange rates. Acquiring currency is a big part of international trade. A country needs to buy the opposite country's currency in the interest of purchasing their products and services. Traders need to be aware of currency exchange rates in order to maximize their profits or minimize their costs in each transaction.

Additionally, import introduces new technologies to a region. New technologies could mean more efficient machinery, and better materials for the production of exportable goods. This allows for the local producers and exporters to be able to keep up with evolving markets and to not fall behind competitors when it comes to product quality and innovation.

Export Promotion

Countries around the world encourage their merchants to participate in exporting what they produce. Theoretically exporting more than what is imported results in an inflow of funds that help the economy grow and an outflow of manufactured goods that help create jobs for the region's population. Export Promotion refers to "[a] strategy for economic development that stresses expanding exports, often through policies to assist them such as export subsidies. The rationale is to exploit a country's comparative advantage, especially in the common circumstance where an over-valued currency would otherwise create bias against exports" (Deardorff, 2010).

"Export development programs focus their efforts on adapting products and services for exporting, penetrating new international markets, identifying new opportunities, and encouraging new industries or production facilities to meet the new demand identified in prospective international markets" (Altamirano & Amador-Dumois, 2013). Currently Puerto Rico sustains an Export Promotion Strategy, led by government agencies, which encourages the exportation of goods produced in the island. The Trade and Export Company of Puerto Rico works to create policy like the "Ley 173 para Fomentar las Industrias Creativas" which exhorts merchants in industries like design, art, media and other creative services to export their products and services to create wealth for the local economy. Export Promotion is an excellent strategy when it helps the export of products and services of which there is surplus or those that are not consumed in the island or vital to the local community. However, that is not always the case, sometimes the products exported are needed to satisfy local demand and that causes the demand to be met with imported goods. Another concern is that importation is an important component of the

export strategy because manufacturers import the resources and machinery to produce what is to be exported.

Import Promotion

Whether it is consumer goods, food or raw materials Puerto Rico's imports are the fuel to most of the island's markets. However, most of the education, information and facilitation efforts are directed towards exporting goods, in other words *Export Promotion*. It is time to refurbish the way imports are done in a place where imports are an essential part of the economy by concentrating on the positive aspects of imports and promoting their efficiency. "A high level of imports indicates robust domestic demand and a growing economy. It's even better if these imports are mainly of productive assets like machinery and equipment, since they will improve productivity over the long run" (Investopedia Staff, 2014). When importing is such a vital part of the economy of a region, there should be an effort to aid the process of importing in a way that incentivizes the import of materials for production that translate into exports, thus complementing the Export Promotion Strategy. This effort is what is known as Import Promotion. Import Promotion is everything from providing information, developing policy, to creating incentives that promote imports or at least eases the process of importing. Most Import Promotion strategies aim to aid the exporter, usually from a developing country, as part of different foreign affair campaigns from developed countries. However, if done right, Import Promotion can aid the importing economy by allowing importers to have access to competitive suppliers and new products from which to choose. On a Trade Conference Saburo Yuzawa, Executive Vice President of the Japan External Trade Organization

stated “[i]n spite of the recent economic recession in Japan, we have not received any complaints or criticisms of our projects to promote imports. Rather, the overriding sentiment is that the increase in imported goods has not only reduced process but has also improved the quality of life” (Yuzawa). Better-informed importers can make educated decisions when buying, helping the region to be more competitive and keep up with ever-changing markets. A previous study revealed that “suppliers' resources and capabilities drive importer trust and a committed relationship” (Bianchi & Saleh, 2010). Which means that having this information available to importers through an Import Promotion Program adds value and possibly helps create lasting business relationships.

Import Promotion Strategies

Currently there are a few countries that have incorporated Import Promotion Strategies, including Switzerland, Germany, the Netherlands, and Japan. The Swiss Import Promotion Programme (SIPPO) aims to help developing countries export by gathering information on new products and suppliers that can be contacted by European importers in order to stay up to date on trends and new technologies. Importers can benefit from this program by accessing a network of suppliers, available market information, a database of innovative products, as well as studies and publications regarding the products. Also the Program facilitates access to government agencies involved in the import process or to those that provide support for importers. Another advantage from participating in the program is that through it importers can coordinate meetings with suppliers in trade fairs, at their offices or even plan visits to their facilities in order to evaluate if their supplies meet the importer's requirements.

The Federal Republic of Germany promotes imports through the Import Promotion Desk (IPD) with the purpose of connecting their importers with exporters from selected developing countries.

The objective of both the Swiss and the German programs is to satisfy their local demand with “specific products from selected partner countries under compliance with high quality social, and environmental standards” (Import Promotion Desk, 2015) while helping those countries strengthen their economies. “The easing of market entry for products from disadvantaged countries contributes significantly to the promotion of trade, the increase of export revenues and thus also the economic development of partner countries” (State Secretariat for Economic Affairs SECO, 2012).

Emphasizing on Social Responsibility the Netherlands and its Ministry of Foreign Affairs commissioned the Center for the Promotion of Imports from developing countries (CBI), their sole purpose is to promote growth in the economies of developing countries.

In Japan import promotion is MIPROS’s responsibility, the Manufactured Imports and Investment Promotion Organization is a nonprofit organization that assembles “exhibitions, seminars and sold products to promote imports of foreign manufactured products with the view to expanding trade and rectifying trade imbalance” (Manufactured Imports & Investment Promotion Organization, 1996-2015).

The first three of the listed Import Promotion strategies emphasize on the benefits for the partner countries, they employ these programs in order to help countries in need. Furthermore, SIPPO explains that there are some benefits for the local importer derived from participating in the program. On the other hand, Japan uses Import Promotion with the purpose of readjusting a trade imbalance while helping small-lot import businesses by

educating them and providing them with connections to suppliers, they do admit to assisting developing countries but do not present it as their main goal.

Differences Between Export and Import Services

The services provided by Import Promotion strategies seem to benefit either or both the local importer and the foreign exporter. The local importer is the importer in the country with the Import Promotion strategy, while the foreign exporter is the exporter from the country foreign to the one with the Import Promotion strategy. In most cases Import promotion Services advertise their services and benefits towards foreign exporters. However, there are a few services offered aimed to facilitating the local importer. In order to properly identify which service is directed to whom, the services must first be defined and categorized. This will also help compare the services provided by each of the different Import Promotion strategies to be studied.

Methodology of the study

This exploratory study involves the collection and evaluation of data on the presented topic of import promotion. Explicitly the research will consist of an assessment of implemented Import Promotion Strategies with the purpose of identifying each of the services they provide. These services will then be studied to categorize them between services that benefit local importers and services that benefit foreign exporters.

Research Strategy Selection

The lack of quantitative data on the subject of import promotion represents an opportunity to develop new research that might raise further questions on the subject and inspire more investigation. Because there is not much information or previous studies on the topic the information collected will be qualitative. The gathering of qualitative data for research provides flexibility in the direction of the study by not limiting the researcher to a given set of data points. The approach of exploring qualitative data aims to detect current evidence that explains the benefits if implemented import promotion strategies around the world. The data collected needs to be defined in order to be compared and categorized, which will allow the mapping of current trends in import promotion that could serve as insight and be reproduced or used as benchmarks by policy makers.

Study Design

Understanding the limitations in the search for information about the topic, an exploratory study with a grounded approach will be employed. The research study consists in detecting, defining and categorizing the data needed in order to compare different import promotion strategies.

The first step would be sample selection; in this case it consists of enumerating the countries that currently employ import promotion strategies. The following step would be an in depth study on how each of the different systems are operated by studying what is presented in each of their web pages, and collecting qualitative data in the form of services offered by each of them. The next phase consists on defining those services and analyzing them. Categorizing the services will be the next step in order to be able to compare them to each other. Once the comparison phase is completed the services will be again categorize between those who benefit importers and those who benefit exporters and those who benefit other stakeholders. With the data produced theories can be developed on whether or not an Import Promotion strategy is of any value to importers in a country that is dependent on imports. With the information gathered and analyzed the possibility of implementing an Import Promotion Strategy with Internet presence in Puerto Rico could be evaluated.

Findings

According to the International Trade Center's Website there are 76 countries that employ some kind of Import Promotion Program. These countries are Argentina, Australia, Austria, Bangladesh, Belgium, Botswana, Brazil, Burkina Faso, Cabo Verde, Cameroon, Canada, Chile, China, Costa Rica, Croatia, Czech Republic, the Democratic Republic of the Congo, Denmark, Dominican Republic, Ecuador, El Salvador, Estonia, Finland, France, Germany, Ghana, Greece, Hong Kong (SAR China), Hungary, Iceland, India, Indonesia, Ireland, Israel, Italy, Japan, Jordan, Lebanon, Lithuania, Macao (SAR China), Maldives, Malta, Mexico, Morocco, Nepal, Netherlands, New Zealand, Nigeria, Norway, Pakistan, Paraguay, Philippines, Poland, Portugal, the Republic of Korea, the Russian Federation, Senegal, Singapore, Slovakia, Slovenia, South Africa, Spain, Sri Lanka, Sweden, Switzerland, Taipei Chinese, Thailand, Togo, Tunisia, Turkey, Uganda, the United Kingdom of Great Britain and Northern Ireland, the United States of America, Uruguay, Venezuela, and Viet Nam. The website provides a directory of four hundred and sixteen (416) Importer's Associations around from these countries, it also provides a Directory of Trade Promotion Organizations and Other Support Institutions from around the globe, both directories can be found in the appendix. These directories facilitate information on organizations, institutions and associations that support trade in different countries. The lists are mostly composed of industry specific organizations, especially when it comes to those associations that promote imports, like this one in Greece, Association of Motor Vehicle Importers-Representatives, or in Canada, the Canadian Association of Footwear Importers, Inc. There are a few associations listed that serve clients without the limitation of them having to pertain to a sole industry, like the All

India Importers and Exporters Association. Others seem to be focused on representing the stakeholders involved in import and export when it comes to political issues in front of the government's decision-making process. Some of the associations found on the lists do not have web sites or have nonfunctioning websites, while others have websites in their native language. However, for this study the programs to be evaluated were selected by the basis of online accessibility. It is important for the purpose of this study that the programs evaluated promote themselves online, and are available in different languages making them accessible for whoever wants to participate. For this study the web pages of four Import Promotion strategies were evaluated. The first one was the Swiss Import Promotion Programme (SIPPO) found in the import section of the Switzerland Global Enterprise's web page, <http://www.s-ge.com/switzerland/import/en>. Then the Import Promotion Desk (IPD) presented in the main page of the German Business Portal iXPOS, www.ixpos.de, was reviewed. Also, the Center for the Promotion of Imports from developing countries (CBI) commissioned in the Netherlands as part of the Ministry of Foreign Affairs, found in www.cbi.eu. And to conclude, Japan's Manufactured Imports and Investment Promotion Organization (MIPRO) which web page can be viewed through the following link: <http://www.mipro.or.jp/>. Each of the previously presented web pages was analyzed to learn what each of them describes as its services and to sort out what each program has to offer to local importers.

Swiss Import Promotion Programme (SIPPO)

The goal of the Swiss Import Promotion Programme (SIPPO) is to divulge valuable information to importers in order to facilitate the purchase of goods and services from

partner countries. The partner countries are developing countries, some with insufficient infrastructure and/or lack of connections or relationships with potential buyers. The countries listed are Albania, Bolivia, Bosnia and Herzegovina, Cambodia, Colombia, Egypt, Ghana, Indonesia, Kosovo, Macedonia, Peru, Serbia, South Africa, Tunisia, Ukraine, and Vietnam. The effort serves to include these partner countries in global trade, increase their exports and strengthen their economies. Moreover, SIPPO helps participating countries to comply with industry standards making them more competitive in the global market.

SIPPO offers local importers direct connections with selected suppliers who meet the required standards, from partner countries. Moreover, importers have access to a database of available products that allows them to search for what they need quickly. Additionally, the service allows for contact with the government agencies regarding requirements for imports to their country. SIPPO is also responsible for organizing trade fairs in Europe making it easier for importers to meet potential suppliers, evaluate their products and negotiate. These trade fairs also serve as educational events where specialists educate about products and markets. The program also coordinates buying missions where importers travel to partner countries to meet selected suppliers, see their facilities and discuss if requirements can be met. Selling missions are organized as well for the convenience of having suppliers visit importers to pitch their products. Another valuable resource provided by SIPPO is their information regarding markets. They grant access to studies and publications about market research and new technologies in order for importers to evaluate their viability and explore the possibilities of new ventures.

The industries that they serve are food, non-food, technical products and tourism. Within the food industry they provide access to fish and seafood, fruit and vegetables, and natural ingredients, all with the required health and quality standards demanded by the local market. In the non-food industry they connect importers with fashion, furniture and home accessories manufacturers. Regarding technical products they make way for industrial subcontracting, software development and technical wood. Last but not least they help European travel agencies find available destinations in Peru and South Africa according to their market segment preferences. These efforts serve to aid both partner countries and local importers to better participate in the international market.

The Swiss Import Promotion Programme (SIPPO) operates as part of the Switzerland Global Enterprise (SGE) “...commissioned by the Swiss government to gather the performance mandates of export, location and import promotion under one roof. Switzerland Global Enterprise provides support to Swiss SMEs who are interested in exporting and links companies, experts and organisations around the world” (Switzerland Global Enterprise, 2015). The SGE manages its import and export affairs through a webpage that explains its purpose, lists services provided, market information, publications, partner countries, and shares success stories. By combining information about exporting from Switzerland with an Import Promotion program, SGE gives the merchant access to information about emerging markets for export as well as information about raw materials and machinery to import, which could help facilitate the process of production for exporting. This could be a benefit to the importer who buys and produces with the purpose of exporting in mind.

SIPPO Services

Trade fair participation

- Exhibit products at trade fair

- Direct matchmaking

- Promotion of suppliers

- Preparation workshops

- Certificate upon completion

Buying and selling missions

- Buying missions

- Selling missions

- Connections to networks

Training services

- Identify potential of sale market

- Training on export marketing, trade promotion, design and quality management

Information services

- Market studies and publications

- Information about norms, standards, quality requirements, imports and customs regulations and charges

- Sector specific market information

Import Promotion Desk (IPD)

The Federal Republic of Germany, through the Ministry of Economic Affairs, employs the Import Promotion Desk (IPD) to connect selected suppliers from developing countries to German and European importers. The IPD evaluates the needs of importers and finds suitable exporters that can help satisfy demand. “Sustainable trading relationships with reliable suppliers from the partner countries, allow German importers to optimise their purchasing structures, as well as increase their product quality and diversity” (Import Promotion Desk, 2015). The countries with which the IPD is partnered are Colombia, Egypt, Ethiopia, Indonesia, Kyrgyzstan, Peru and Tunisia. The products range from food, food ingredients, and natural ingredients, to cut flowers and technical wood. To promote trade the IPD organizes trade fairs, buying and selling missions, plant tours and matchmaking of importers with suppliers. The selling missions, like the ones already presented in the SIPPO section, exporters get the chance to travel to present their products to potential importers. In the buying missions the importer gets the chance to go to the supplier’s location to evaluate their potential for satisfying the importer’s needs.

Educating exporters in entrepreneurship and other disciplines that help build capacity is another responsibility adopted by the IPD, as well as connecting them with established organizations that aim to promote development and increase exports. They intend to develop the market by offering mentorship to exporters as well as importers and by giving them access to Business Support Organizations.

The IPD concentrates on preparing exporters to enter the German and European markets with information on quality, social and environmental requirements as well as import regulations and market studies. Through the web page the IPD offers market information in the form of publications, market studies, and demand analyses. IPD shares insight about the German and European markets with exporters from partner countries in order to give them an advantage or at least a fair shot at penetrating them.

IPD Services

Market observation

- Specialized publications about markets

- Market studies

- Information about norms, standards and quality requirements

Market access- market expansion

- Trade fair participation

- Buying missions

- Selling missions

Market development

- Connection to Business Support Organizations (BSO)

- Capacity building in the form of entrepreneurial skills training and consulting services

Center for the Promotion of Imports from developing countries (CBI)

The Netherlands, through the Center for the Promotion of Imports from developing countries (CBI), counsels, advices and imparts knowledge to small and medium size enterprises from selected developing countries with the goal of aiding those countries in their export processes. This effort is part of the Netherlands' Enterprise Agency and the Ministry of Foreign Affairs. CBI prides itself on guiding these businesses to practice International Corporate Social Responsibility (ICSR) and operating under ISO 26000 standards, making the environment, human rights, labor rights, and fair operating practices a priority. As explained in its web page, their approach consists of guiding the exporter, business support organizations, and government authorities simultaneously in order to maximize the potential of an inefficient value chain in a country.

CBI's program consists of selecting a country with a sector that needs improving, with the purpose of studying it to figure out what it is lacking to become sustainable. The selected value chains are examined to identify what obstacles are preventing them from exporting what they produce, what risks are present in their current operations as well as their possible effects. CBI personnel come up with recommendations on how to overcome those barriers and minimize any risks. The given solutions are constructed in a measurable way and are monitored over a fixed amount of time to assure that they are truly beneficial to the value chain. Training, coaching and advising selected businesses and their support systems in ICSR, is the core of CBI's program. "CBI experts ensure that participating companies ultimately apply due diligence themselves. In practice this means that they identify the possible negative impact of their activities and take action in order to reduce this impact" (CBI Ministry of Foreign Affairs, 2012). This initiative helps

create various sustainable value chains in each of the selected countries and helps them become more competitive in the global market.

Like previously studied Import Promotion strategies, CBI offers exporters an extensive database of market research on twenty-nine different sectors that can be served in the European Union, the most recently research added being about tea, cacao and coffee. For European importers CBI provides market research to explore business opportunities employing those selected developing countries. The web page provides market research for different sectors starting with Apparel, for which it shares information on suppliers from Myanmar (Burma), Bangladesh, Vietnam, Pakistan, Egypt, Tunisia, and Colombia. It also administers market studies about the Seafood, and Vegetable Oils and Oilseeds industries that indicate that Myanmar (Burma) possesses the capacity to export these products to Europe. The site recommends that European importers search for metalwork in Vietnam or Bosnia and Herzegovina. It also promotes Bolivia as a suitable wine exporter for the EU. Importers can also benefit from CBI's company database which includes 1735 previously audited and coached companies from the selected developing countries, this tool allows importers to find reliable suppliers quickly and safely.

CBI Services

Export coaching

Business audit

Action plan

Business development

Export capacity building

Certification

Market entry

Participation on trade fairs and equivalent events

Institutional development

Training BSO's of foreign exporting countries to aid exporters.

Export marketing training

Market intelligence

Collective trade fair participation

Human resources development

Training for exporters

Training for BSO's

Online training courses

Market intelligence

Company database

Manufactured Imports and Investment Promotion Organization (MIPRO)

In Japan the non-profit organization with the purpose of promoting import and investment is the Manufactured Imports and Investment Promotion Organization (MIPRO). Like the previously presented programs MIPRO manages a web page, and organizes exhibitions and seminars in order to promote imports with the difference being that its purpose is driven by the need to expand trade and to rectify trade imbalance. A

major distinction in their web page when compared to the previously reviewed is the presence of publications in the form of guidelines on how to start businesses in Japan. Their Guide to Starting a Business in Japan helps promote investment by educating interested businesspeople on how to start new business ventures in that country. The Guide to Import of Apparatuses for food 2014 aids businesspeople that handle small-lot imports and overall trade, while training about product safety. MIPRO concentrates on helping small-lot importers find suitable suppliers that meet their requirements and can accommodate to smaller amounts of products.

They do present their aid to developing countries as one of their goals, however they do not emphasize on it as much as the previously studied programs. It seems as if MIPRO is concentrated on actual trade facilitation for importers in the form of consulting services for trade and starting businesses in Japan in order to make way for exploring new business opportunities.

MIPRO Services

Information regarding legal procedures and regulations

Trade show participation

Selling missions

Buying Missions

Seminars and lectures

Procedures of importing to Japan

Safety regulations on products to be imported

Reference materials

Manuals and handbooks on importing procedures and
import product sales

Directory of Foreign Brand right Holders

To protect intellectual property rights by preventing
pirated goods from entering or being distributed in
Japan.

Consulting services to local importers

Purpose of promoting imports

Different countries have different reasons to engage in Import Promotion strategies. Three of the studied countries state their reason for promoting imports to be aiding developing countries and emerging economies to become part of the international market, these countries are Switzerland, Germany and The Netherlands. The United Nations in its International Trade and Development Resolution Draft Proposal “[r]eaffirms that international trade is an engine for development and sustained economic growth, and also reaffirms the critical role that a universal, rules-based, open, non-discriminatory and equitable multilateral trading system, as well as meaningful trade liberalization, can play in stimulating economic growth and development worldwide, thereby benefiting all countries at all stages of development” (United Nations, 2015).

Germany also recognizes the benefit of promoting imports because it helps them optimize their purchase structure while increasing quality and diversity in their market. Furthermore, countries can take advantage of incoming boats with imports as they send

them back with exports, thus reducing the cost of transportation when exporting. These alliances with different countries open up new markets for exports, by helping developing countries to strengthen their economies they create new markets with purchase capabilities.

Only one of the studied countries, Japan, takes prides in promoting imports to help small and medium size businesses develop inventory for sale in their local markets. The services provided by Import promotion programs are specially valuable to small and medium size businesses when intending to compete with large multinational corporations with well-established supply chains. This is a great way for countries to help their local businesses to compete with multinational corporations.

It is important to note that all the Import Promotion Programs studied have services that benefit local importers, foreign exporters, or both.

Services Provided by the Different Import Promotion Strategies

In order to properly compare the services provided by each of the Import Promotion strategies it was necessary to define each of the services they have available and categorize them. The services were divided into four different categories. The first category is market access, which contains the services that allow foreign exporters and local importers to connect. Within this category the services provided start with direct matchmaking, where the Import Promotion program matches the foreign exporter with potential buyers, importers local to the country of the Import Promotion program. Half of the studied programs employ direct matching. Also in the category of market access there are services that provide connections to networks of different stakeholders in the import

and export processes. Of the studied programs 75% engage in connecting participants to known networks of potential clients, suppliers or other relevant participant in the supply chain. Furthermore, all studied Import Promotion programs organize and participate in trade fairs, and 75% in selling missions and buying missions. Trade fairs are planned events to connect buyers and sellers from different countries, by attending these the participants can view samples of products and the sellers can personally engage with possible buyers. Buying missions are trips that importers make to foreign countries to meet with producers of certain goods, these trips allow for the importer to examine the process with which the product is created, labor conditions, environmental concerns, and other considerations before purchasing the product. Selling missions are trips made by foreign exporters to the country to which they want to sell, they meet with interested buyers and present their products.

The second category is business development, where the Import Promotion program helps the exporter or the importer to prepare for the international market with training and coaching on relevant subjects. Training services include Human Resources Development, where the Import Promotion program helps train the importer or exporter's personnel on how to become more efficient or to comply with stipulated requirements and regulations. Only one of the studied programs aids participants with Human Resources Development. Three out of four of the Import Promotion programs also train exporters on how to build capacity to keep up with the exports. In two of the studied programs importers and exporters who complete the training can receive certification of their accomplishment; this proves beneficial when they are being compared to others when considered for doing business. Export and import coaching are handled on a case-by-case basis, where the

Import Promotion program guides the participant in the process of exporting or importing a particular good or service. Only 25% of the programs offer either export or import coaching, no one program offers both.

The third category is market intelligence, which contains services that provide useful information for exporters and importers alike. This category includes databases of foreign exporters for the local importers to identify potential suppliers, market studies on the local market, and information about standards, norms and requirements from the local country. Out of the programs studied, 50% count with company databases, and 100% conduct market studies and develop publications to benefit their participants. Moreover, every program provides information about norms, standards, quality requirements, imports and customs regulations and charges. There is an Import Promotion program that also provides a directory of foreign brand right holders to protect local importers from getting involved with illegally produced products.

The fourth category is offered by two of the studied programs, it includes services that are directed to institutional development, these services are provided to Business Support Organizations (BSO) from foreign countries, the services allow the Import Promotion programs to help those BSO's to better support their exporters.

Table 2 demonstrates and allows for comparison on which services are provided by each of the presented Import Promotion programs.

Table 2: Services Provided by the Studied Import Promotion Programs

Service Category	Services	Specifications	SIPPO	IPD	CBI	MIPRO
Market access	Direct matching		✓	✓		
	Connection to networks		✓	✓	✓	
	Trade fairs and equivalent events		✓	✓	✓	✓
	Selling missions		✓	✓		✓
	Buying missions		✓	✓		✓
Business development	Training services	Human Resources Development			✓	
		Capacity building for export	✓	✓	✓	
		Certification upon completion	✓		✓	
	Export coaching				✓	
	Import coaching					✓
Market Intelligence	Company database		✓		✓	
	Market studies and publications		✓	✓	✓	✓
	Information about norms, standards, quality requirements, imports and customs regulations and charges		✓	✓	✓	✓
	Directory of foreign brand right holders					✓
Institutional development	Training of BSO's of foreign countries			✓	✓	

Import Promotion Program Services: Benefits to Local Importers

Importers, specifically supply chain managers from small and medium sized businesses, benefit from Import Promotion Programs mostly by the information and the connections provided. The local importer can benefit from connections to networks and the provision of direct match making, where the Import Promotion program puts a foreign exporter in touch with a local importer because they believe it could turn into a fruitful business relationship. Also, connections can be made through trade fairs and selling missions which give importers the opportunity to meet the suppliers and personally evaluate the products and negotiate. Moreover, buying missions and factory visits allow the importer to inspect the supplier's processes and assess their ability to meet requirements stipulated by the importer or import regulating agencies while creating business connections with these suppliers. While looking at business development, there are Import Promotion programs that coach businesses on how to import to their countries, by teaching them about regulations, processes and even by providing directories of foreign brand right holders to keep the importers protected. Additionally, these programs provide databases that allow importers to find reliable suppliers quickly and safely. By maintaining up to date product databases these programs help importers stay in the loop of new technologies in materials as well as in machinery, which helps their products stay competitive and relevant in the global market. Another perk is the accessible market information provided, helping importers stay aware and take advantage of new opportunities. Import Promotion programs' websites also conglomerate government agencies in one place to save time in meeting requirements for imports. Moreover, they

collaborate with business support organizations to aid importers in becoming more efficient in their import processes.

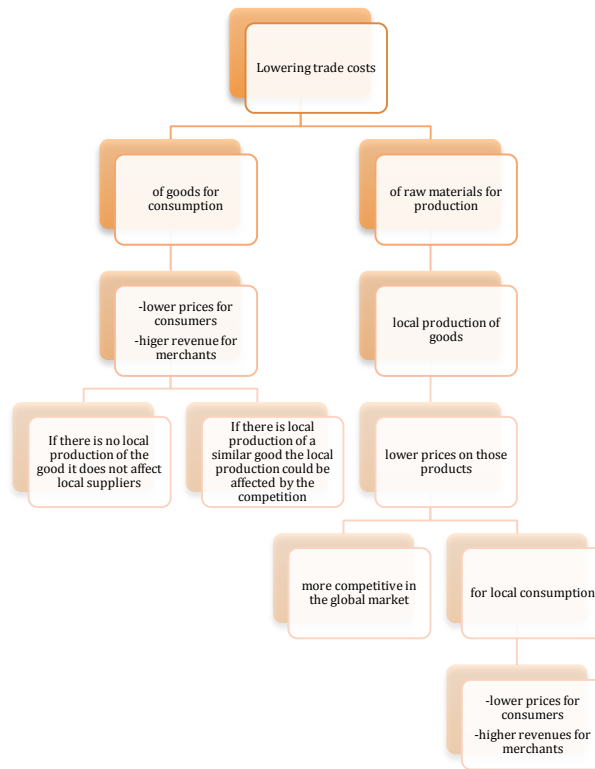
Table 3 shows which services are directed towards local importers and which are directed towards foreign exporters. It is visible that both benefit simultaneously from nine of the fifteen services provided. While the remaining six services are divided between the two possible beneficiaries, three of them directed towards local importers and the other three to foreign exporters. The table shows that even though the Import Promotion programs present their purpose as benefiting the foreign exporters, their services equally benefit both the local importer and the foreign exporter.

Table 3: Studied Import Promotion Programs Services and Who They Serve

Service Category	Services	Specifications	Local Importer	Foreign Exporter
Market access	Direct matching		✓	✓
	Connection to networks		✓	✓
	Trade fairs and equivalent events		✓	✓
	Selling missions		✓	✓
	Buying missions		✓	✓
Business development	Training services	Human Resources Development	✓	✓
		Capacity building for export		✓
		Certification upon completion	✓	✓
	Export coaching			✓
	Import coaching		✓	
Market Intelligence	Company database		✓	
	Market studies and publications		✓	✓
	Information about norms, standards, quality requirements, imports and customs regulations and charges		✓	✓
	Directory of foreign brand right holders		✓	
Institutional development	Training of BSO's of foreign countries			✓

The following figure depicts how lowering the cost of information, considered to be a trade cost, can affect the price of goods for consumption and goods imported as raw materials for further production. Goods imported as consumption goods with lower trade costs can benefit consumers by allowing prices on that particular product to drop. By the same principal, these goods imported with lower trade costs can benefit merchants by increasing their revenue. All of this is beneficial to the local economy unless there are local producers who compete with the imported good, in which case their sales can be negatively affected. In the case of raw materials imported for the production of finished goods there are no negative effects on lowering their trade costs. If the raw materials are used to produce finished goods to be consumed locally, the lower trade costs could translate into lower prices for consumers or higher revenues for merchants. In the case of the raw material being transformed in to finished goods for exporting, lowering the trade costs can lower the price of the product thus making it more competitive for the global market.

Figure 1: Import Promotion Strategy benefits to local importers



Import Promotion Program Services: Benefits to Foreign Exporters

It is clear that foreign exporters benefit the most from Import Promotion programs, by virtue of these programs mostly being designed to help the exporters from developing countries. The most relevant services received by foreign exporters are market access, business development and market intelligence. Within market access exporters receive connections to networks, direct matching to local importers that could potentially purchase their goods, participation in trade fairs, and buying and selling missions. Business development services, like Human Resources development, capacity building for exports, and certification upon completion of training, are of great benefit to foreign exporters of developing countries in the interest of preparing them to properly enter

markets while complying with norms, regulations, standards, requirements and charges. By gaining information about the importing market, through company databases, market studies and publications provided by Import Promotion programs, exporters can be educated into making better decisions about that market. Export coaching initiatives also give an advantage to exporters who need guidance in the process. Exporters also benefit from the services that Import Promotion programs provide BSO's from their exporting country in that they become more equipped to assist those exporters through the export process.

Import Promotion Services that could benefit Puerto Rican importers

Importers in Puerto Rico can benefit from reducing time and costs in the process of acquiring information. Some of the services provided by import promotion programs can assess this issue. Market intelligence, especially databases of possible suppliers, new available products and technologies can allow importers to stay up to date with current trends. Also having available information on policy, norms, standards, charges, and imports and customs regulations can help importers stay current. Furthermore, market studies and publications about new trends, buying potential and other relevant information can aid an importer in making educated decisions. A database on foreign brand right holders is a great way to protect importers from getting involved in illegal activity.

Buying missions can be an asset when importers intend to source from a foreign country because it gives security to the buyer on standards that need to be met by the seller, whether quality related or legally required. Selling missions, foreign exporters

traveling to meet buyers, can save time on the importer's side because the sellers come to them with the intention of showing them samples of what can be produced. Also saving time for the importer, trade fairs give the advantage of meeting a great amount of potential suppliers in one place in a short period of time. Connections to networks of supply chain participants and direct matching with qualified suppliers are valuable to importers who need to be aware of different potential business partners, which will help them take advantage of more opportunities for being competitive. Most importantly, import coaching could give the opportunity to new buyers to gain self-confidence in the process of importing, which could incentivize new business in the island.

Although these services can be of great benefit to Puerto Rican importers, implementing an Import Promotion Strategy may not be a viable step for Puerto Rico, at least not at this moment or at least not utilizing government resources. In a moment when the local government is trying to reduce costs by cutting down existing agencies it would be ludicrous to suggest opening a new one. However, a private association that dedicates itself to the aid of local importers, especially if it is focused on specific industries can be of great benefit to that sector. The programs should be directed towards investment imports, to complement the existing export promotion strategy. If the Import Promotion strategy makes the import of raw materials, machinery and equipment more efficient the locally produced goods could be more competitive in the global market. However, there are other variables to consider before establishing an Import promotion Strategy in Puerto Rico.

Conclusion and Recommendations

There are 76 countries that employ Import Promotion Programs, however not all of them are the same, some are industry specific, others are focused on debating trade policy, some aim to aid foreign exporters on developing countries while others intend to support local small and medium size business owners in their import activities. For this study the last two types were studied and only the four most accessible Import Promotion strategies were evaluated in terms of the services they provide. The Swiss Import Promotion Programme, the German Import Promotion Desk, the Netherlands' Center for the Promotion of Imports from developing countries all strive to aid developing countries to become part of the global market. Japan's Manufactured Imports and Investment Promotion Organization works to support small-lot importers in accessing suppliers that can accommodate the delivery of appropriate amounts of products. Although these groups have different purposes, they provide similar services to their participants, market access, business development, market intelligence, and institutional development. Each one of those categories has different services provided by one or more of the programs, some of which benefit local importers and others that benefit foreign exporters. Although most of the services are beneficial to exporters there is a significant amount that are valuable to importers. These services to importers were evaluated to understand if an Import Promotion strategy would suit Puerto Rican importers.

Could an Import Promotion strategy benefit Puerto Rico?

After reviewing four Import Promotion strategies already established, SIPPO, IPD, CBI, and MIPRO, it is safe to say that there is not enough information to recommend an Import Promotion strategy for Puerto Rico. The presented strategies all pertain to healthy economies, which is a variable that should be studied to evaluate if it is key to their success. Also, most of the Import Promotion programs intend to benefit foreign exporters in developing countries. However, there are elements of those strategies that could greatly benefit Puerto Rican importers in the pursuit of becoming more efficient as a collective group. There is a perceived benefit in being able to access a webpage that has a database of suitable suppliers who meet all the criteria for import to the island. Also having information about new supplies and technologies can help importers keep their products up to date and competitive in the global market. Another benefit is the ability to easily connect to those suppliers, government agencies and business support organizations involved in the import process.

All of the benefits to importers derived from an Import Promotion strategy could improve international trade in Puerto Rico, by giving exporters access to information about what they need to import in order to produce what they export. Lower costs of acquiring information could make the import process more efficient and the locally produced goods more competitive. If the imported raw materials are of the best quality and at an accessible price the end product could be competitive in the global market.

Recommendations

The viability of constructing a program that conglomerates import efforts into one web page should be studied in depth. The proposed program should be an independent organization that unites importers for the benefit of more efficient trading and a better economy. In theory this effort will help importers stay current in trends, up to date with technologies and competitive with prices. It should gather information for importers on different products and suppliers in order for them to be able to make educated purchase decisions. This initiative could resemble the United States Council for International Business (USCIB), which includes businesses and government to gain stability and continuity for the program.

Another model that could be studied for its level of government involvement is the Panama Canal Authority (ACP Spanish initials) “The ACP was created as the entity of the Government of Panama with exclusive charge of the operation, administration, running, maintenance, improvement and modernisation of the Canal, as well as the Canal's activities and related services, pursuant to legal regulations, so that it can be operated in a safe, uninterrupted, efficient and profitable way. The ACP, public law autonomous legal entity, is financially autonomous, and has its own patrimony, and the right to administer it” (Llácer, 2005). Its main purpose is to provide stability and continuity to the canal's operations.

Monitoring should be an essential part of measuring the success of an established Import Promotion strategy, with that particular goal in mind the Aid for Trade initiative by the World Trade Organization should be studied. This initiative intends to encourage

leaders in developing countries to focus on international trade as a way to build their economy. The initiative's activities also include monitoring exercises to measure the impact of their donor's participation and evaluate if any economic growth was achieved. Monitoring and measuring can shed light on the real impact and benefits of an Import Promotion strategy.

Future Studies

The topic of Import Promotion should be studied further to properly identify the effects to the economies which employ them. Also, the level of government involvement in such programs is of great interest as is the role that economic stability plays in their success. Moreover, the studies that were not evaluated in this study because of the language barrier should be studied to see if they present similar services and benefits.

Another possible point for research could be to study the alliances between businesses within an industry. It is a known fact that a few industries in the island have organized with the purpose of purchasing their inventory together in order to take advantage of economies of scale and face competition. It would be interesting to find out if these alliances present similar services and benefits to importers as the previously studied import promotion strategies, especially if they organize databases with information about suitable suppliers and new technologies available.

Thinking of existing support organizations Farmacias Aliadas comes to mind. More than twenty years ago, threatened by big corporations, a group of local pharmacy owners decided to work together to face the ever-changing pharmaceutical market in the island. Currently the group is composed of thirty two (32) independently owned pharmacies

around the island, they work together in purchasing their inventories and offering consistent quality service to their communities. Although they pride themselves in supporting local suppliers, when they import they do it collectively, taking advantage of economies of scale. An example like Farmacias Aliadas and other collaborative groups in the island should be studied to identify if they offer the same benefits that Import Promotion Programs offer their local importers, if that is the case, the implementation of this type of organization should be studied on an industry-by-industry basis.

Conclusion

Puerto Rico, because it is an island, has limited resources and thus depends on importing products for consumption and as raw materials for the production of exportable goods. As a consequence the island's trade balance with foreign countries is negative. Because there is more being imported than exported with foreign countries attention should be focused on making those imports as efficiently as possible, that way the products that are imported for consumption are of the lowest price possible while maintaining certain quality levels, and the products imported as raw materials and machinery for the production of exportable goods can help those goods be more competitive in the global market.

The intention of this study was to figure out if the implementation of an Import Promotion strategy could benefit Puerto Rico's importers by helping importers become more efficient with the way they access information for purchasing. With that purpose four Import Promotion strategies were studied and the results show that those strategies mostly benefit the foreign countries' exporters. As a conclusion to this study there is not

enough information to recommend that Puerto Rico implement an Import Promotion strategy. However, the results also demonstrate that the benefits gained by importers are worth studying further. Moreover, it seems beneficial that Puerto Rico emulate some of the offerings of Import Promotion strategies with the purpose of aiding those importers who transform imports into new products for exporting.

References

- Altamirano, N., & Amador-Dumois, M. (2013). A study of the internet services offered by latin american and caribbean export promotion agencies. *Journal of International Marketing and Exporting*, 18(1), 15-28.
- Anaya-Oviedo, C. I., Amador-Dumois, M., & Córdova-Claudio, M. (2014). Factores que afectan el proceso de importación desde la perspectiva de los agentes navieros en Puerto Rico. *Quest for Global Competitiveness*. 9, pp. 1-30. San Juan: University of Puerto Rico. Retrieved 2015, from http://quest.uprrp.edu/Quest_files/ProceedingsQ9/Concurrent_session_IX/Factores_Importacion_Navieros.pdf
- Anaya-Oviedo, C. Y. (2012). *Factores que obstaculizan el proceso de importaciones hacia Puerto Rico desde el punto de vista de corredores de aduana y navieros*. Universidad de Puerto Rico-Recinto Universitario de Mayagüez, Departamento de Administración de Empresas. Mayagüez: Universidad de Puerto Rico-Recinto Universitario de Mayagüez.
- Bianchi, C., & Saleh, A. (2010). On importer trust and commitment: a comparative study of two developing countries. *International Marketing Review*, 27(1), 55-86. doi:<http://dx.doi.org/10.1108/02651331011020401>
- CBI Ministry of Foreign Affairs. (2012). *Selection of companies and business support organisations*. Retrieved August 17, 2015, from CBI Ministry of Foreign Affairs: <http://www.cbi.eu/About%20CBI/Social%20responsibility%282%29>

Compañía de Comercio y Exportación de Puerto Rico. (2014). *Commercial Trade Statistics*. Retrieved from Importers Top Ten Principal Products-Commodity 2013-2014:

<https://servicios.comercioyexportacion.com/ImportExportDBWeb2/ImpPrinProdsTop10Comm/ImpPrinProdsTop10CommWebReport.aspx>

Compañía de Comercio y Exportación de Puerto Rico. (2014). *Commercial Trade Statistics*. Retrieved from Exporters Top Ten Principal Products-Commodity 2013-2014:

<https://servicios.comercioyexportacion.com/ImportExportDBWeb2/ExpPrinProdsTop10Comm/ExpPrinProdsTop10CommWebReport.aspx>

Compañía de Comercio y Exportación de Puerto Rico. (2014). *Commercial Trade Statistics*. Retrieved from Countries Top 10 Importers Report:

<https://servicios.comercioyexportacion.com/ImportExportDBWeb2/ImportersRpt/ImportersRptWebReport.aspx>

Compañía de Comercio y Exportación de Puerto Rico. (2014). *Commercial Trade Statistics*. Retrieved from Country's Top Ten Exporters Report:

<https://servicios.comercioyexportacion.com/ImportExportDBWeb2/ExportersRpt/ExportersRptWebReport.aspx>

Compañía de Comercio y Exportación de Puerto Rico. (2014). *Commercial Trade Statistics*. Retrieved from Exports Top Ten Principal Products-Commodity 2013-2014:

<https://servicios.comercioyexportacion.com/ImportExportDBWeb2/ExpPrinProdsTop10Comm/ExpPrinProdsTop10CommWebReport.aspx>

- Compañía de Comercio y Exportación de Puerto Rico. (2014). *Commercial Trade Statistics*. Retrieved from Commercial Trade Balance Report:
<https://servicios.comercioyexportacion.com/ImportExportDBWeb2/ComBalTable/ComBalTableWebReport.aspx>
- Cristea, A. D. (2010). *The role of information transmission and services liberalization in international trade*. West Lafayette: Purdue University. Retrieved December 07, 2015, from
<http://search.proquest.com/abicomplete/docview/858608697/A578CF04573E464DPQ/5?accountid=28498>
- Deardorff, A. V. (2010). *Terms of trade and other wonders*. Retrieved from Deardorffs' glossary of international economics: <http://www-personal.umich.edu/~alandear/glossary/intro.html>
- Dorobăț, C. E. (2015). A brief history of international trade thought: from pre-doctrinal contributions to the 21st century heterodox international economics. *The Journal of Philosophical Economics: Reflections on Economic and Social Issues*, VIII(2), 106-137.
- Import Promotion Desk. (2015). *Impprt Promotion Desk*. Retrieved May 6, 2015, from IXPOS The German Business Portal:
<http://www.ixpos.de/IXPOS/Navigation/EN/Your-business-in-germany/Contacts-and-networks/import-promotion-desk.html?view=renderPrint>

International Trade Centre. (n.d.). *Trade Support Institutions*. Retrieved from
 Directory of Trade Promotion Organizations and Other Trade Support
 Institutions: <http://www.intracen.org/itc/trade-support/tsi-directory/>

International Trade Centre. (n.d.). *Trade Support Institutions*. Retrieved from World
 Directory of Importers' Associations: <http://www.intracen.org/itc/trade-support/importers-associations/>

Investopedia Staff. (2014). *Investing*. Retrieved August 28, 2014, from Investopedia:
<http://www.investopedia.com/articles/investing/100813/interesting-facts-about-imports-and-exports.asp>

Kreinin, M. E. (1998). *International economics: a policy approach* (8 ed.). Fort Worth: Dryden Press.

Llácer, F. J. (2005, January). Panama Canal Management. *Marine Policy*, 29(1), 25-37.
 doi:10.1016/j.marpol.2004.02.001

Manufactured Imports & Investment Promotion Organization. (1996-2015).
Manufactured Imports & Investment Promotion Organization. Retrieved May 6, 2015, from Manufactured Imports & Investment Promotion Organization:
<http://www.mipro.or.jp/english/about/>

Office of the Governor Planning Board, Commonwealth of Puerto Rico. (2014).
External Trade Statistics: Puerto Rico. San Juan: Commonwealth of Puerto Rico: Office of the Governor Planning Board. Retrieved from
http://gis.jp.pr.gov/Externo_Econ/External%20Trade%20Statistics/External%20Trade%20Statistics%202014.pdf

State Secretariat for Economic Affairs SECO. (2012, January 27). *State Secretariat for Economic Affairs SECO*. Retrieved May 6, 2015, from <http://www.seco-cooperation.admin.ch/themen/handel/01122/index.html?lang=en>

Switzerland Global Enterprise. (2015). *Switzerland Global Enterprise*. Retrieved May 6, 2015, from <http://www.s-ge.com/global/about/en/content/who-we-are>

The International Bank for Reconstruction and Development/ The World Bank. (2014). *connecting to compete: trade logistics in the global economy*. Washington, DC: The World Bank. Retrieved from <http://www.worldbank.org/content/dam/Worldbank/document/Trade/LPI2014.pdf>

United Nations. (2015, December 01). *General Assembly of the United Nations: Economic and Financial - Second Committee*. Retrieved December 08, 2015, from United Nations: http://www.un.org/ga/search/view_doc.asp?symbol=A/C.2/70/L.44

United States Census Bureau. (2015, March). *American Fact Finder*. Retrieved 2015, from Annual Estimates of Resident Population: April 1, 2010 to July 1, 2014, 2014 Population Estimates: <http://factfinder.census.gov/faces/tableservices/jsf/pages/productview.xhtml?src=CF>

World Trade Organization. (2015). The 10 benefits of trade. Geneva, Switzerland. Retrieved October 27, 2015, from The 10 benefits of trade: https://www.wto.org/english/thewto_e/whatis_e/10ben_e/10b01_e.htm

Yuzawa, S. (n.d.). Successful tools and policies in trade promotion for goods and services. International Trade Center. Retrieved from intracen.org/workarea/downloadasset.aspx?id=58823

Appendix 1: Commercial Trade Balance: Fiscal Year 2013-2014

Country Description	Expiration 1	Imp 1	Com Bal 1	Expiration 2	Imp 2	Com Bal 2
TOTAL FISCAL YEAR 2013-2014	62,396,941,448.00	45,038,631,362.00	17,358,310,086.00	62,457,219,042.00	42,475,614,748.00	19,981,604,294.00
United States Of America	44,665,910,520.00	20,454,861,162.00	24,211,049,358.00	44,853,136,175.00	20,063,833,722.00	24,789,302,453.00
VIRGEN ISLANDS	232,808,247.00	8,797,056.00	224,011,191.00	293,809,493.00	10,645,816.00	283,163,677.00
FOREIGN COUNTRIES	17,498,222,681.00	24,574,973,144.00	(7,076,750,463.00)	17,310,273,374.00	22,401,135,210.00	(5,090,861,836.00)
AFRICA	23,342,347.00	517,624,599.00	(494,282,252.00)	35,519,790.00	177,147,200.00	(141,627,410.00)
Algeria	-	-	-	4,988.00	45,772.00	(40,784.00)
Benin	-	-	-	12,000.00	-	12,000.00
Cameroon	-	40,452,036.00	(40,452,036.00)	-	171,607.00	(171,607.00)
Chad	-	137,926,382.00	(137,926,382.00)	-	16,529,869.00	(16,529,869.00)
Cote D'Ivoire - Ivory Coast	25,000.00	22,670,268.00	(22,645,268.00)	-	45,623.00	(45,623.00)
Dem. Rep. Congo	23,283.00	1,924,315.00	(1,901,032.00)	57,826.00	1,545,652.00	(1,487,826.00)
Egypt	10,647,965.00	301,493.00	10,346,472.00	10,248,386.00	570,028.00	9,678,358.00
Equatorial Guinea	-	1,551,395.00	(1,551,395.00)	61,258.00	-	61,258.00
Ethiopia	-	671,655.00	(671,655.00)	-	488,910.00	(488,910.00)
Gabon	-	34,899,575.00	(34,899,575.00)	-	-	-
Ghana	8,590.00	-	8,590.00	-	-	-
Kenya	122,881.00	61,458.00	61,423.00	125,609.00	-	125,609.00
Libya	682,856.00	1,578,610.00	(895,754.00)	-	-	-
Madagascar	-	6,686.00	(6,686.00)	-	22,309.00	(22,309.00)
Malawi	-	159,845.00	(159,845.00)	-	338,481.00	(338,481.00)
Mauritius	-	-	-	-	5,204.00	(5,204.00)
Mayotte	9,283.00	-	9,283.00	39,903.00	-	39,903.00
Morocco	59,390.00	712,313.00	(652,923.00)	57,672.00	653,105.00	(595,433.00)
Mozambique	3,960.00	-	3,960.00	-	-	-
Namibia	-	14,420.00	(14,420.00)	3,648.00	-	3,648.00
Niger	2,436,715.00	-	2,436,715.00	-	-	-
Nigeria	-	98,615,919.00	(98,615,919.00)	-	141,693,185.00	(141,693,185.00)
Rep. Of South Africa	6,973,453.00	2,445,402.00	4,528,051.00	22,528,534.00	913,716.00	21,614,818.00
Rep. Of The Congo	-	173,116,656.00	(173,116,656.00)	-	13,915,871.00	(13,915,871.00)
Seychelles	-	13,550.00	(13,550.00)	-	5,600.00	(5,600.00)
Sierra Leone	9,489.00	-	9,489.00	4,550.00	96,399.00	(91,849.00)
Swaziland	154,104.00	8,397.00	145,707.00	141,940.00	-	141,940.00
Tanzania	-	357,509.00	(357,509.00)	-	40,547.00	(40,547.00)
Togo	-	-	-	7,000.00	-	7,000.00
Tunisia	2,185,378.00	136,715.00	2,048,663.00	2,226,476.00	65,322.00	2,161,154.00
CENTRAL AMERICA	312,161,165.00	260,256,766.00	51,904,399.00	160,696,207.00	244,775,290.00	(84,079,083.00)
Belize	606,065.00	3,380,756.00	(2,774,691.00)	344,491.00	2,033,183.00	(1,688,692.00)
Costa Rica	32,501,253.00	139,135,707.00	(106,634,454.00)	24,264,733.00	121,380,481.00	(97,115,748.00)

El Salvador	2,445,437.00	21,388,018.00	(18,942,581.00)	2,266,496.00	17,160,183.00	(14,893,687.00)
Guatemala	10,915,208.00	38,676,072.00	(27,760,864.00)	11,062,880.00	42,252,822.00	(31,189,942.00)
Honduras	4,541,600.00	15,708,089.00	(11,166,489.00)	3,925,771.00	12,084,109.00	(8,158,338.00)
Nicaragua	666,720.00	32,566,455.00	(31,899,735.00)	721,208.00	38,497,794.00	(37,776,586.00)
Panama	260,484,882.00	9,401,669.00	251,083,213.00	118,110,628.00	11,366,718.00	106,743,910.00
NORTH AMERICA	437,263,151.00	1,339,320,383.00	(902,057,232.00)	427,338,289.00	1,159,749,895.00	(732,411,606.00)
Canada	73,389,604.00	872,709,968.00	(799,320,364.00)	20,180,156.00	727,745,796.00	(707,565,640.00)
Mexico	363,873,547.00	466,610,415.00	(102,736,868.00)	407,158,133.00	432,004,099.00	(24,845,966.00)
SOUTH AMERICA	404,170,566.00	2,013,977,795.00	(1,609,807,229.00)	511,794,184.00	1,714,800,113.00	(1,203,005,929.00)
Argentina	54,666,152.00	72,145,576.00	(17,479,424.00)	59,483,843.00	81,802,986.00	(22,319,143.00)
Bolivia	381,007.00	5,357,336.00	(4,976,329.00)	587,372.00	20,465.00	566,907.00
Brazil	233,053,043.00	1,198,906,747.00	(965,853,704.00)	333,315,554.00	965,770,997.00	(632,455,443.00)
Chile	22,704,025.00	56,507,891.00	(33,803,866.00)	21,232,582.00	61,999,356.00	(40,766,774.00)
Colombia	18,406,585.00	283,838,412.00	(265,431,827.00)	18,017,209.00	277,618,795.00	(259,601,586.00)
Ecuador	5,469,629.00	32,977,803.00	(27,508,174.00)	7,896,718.00	31,745,839.00	(23,849,121.00)
French Guiana	2,511.00	-	2,511.00	28,855.00	-	28,855.00
Guyana	5,694,970.00	27,094.00	5,667,876.00	6,879,263.00	-	6,879,263.00
Paraguay	2,320,516.00	13,049,142.00	(10,728,626.00)	8,215,324.00	6,591,418.00	1,623,906.00
Peru	9,989,697.00	48,586,012.00	(38,596,315.00)	13,216,692.00	63,752,696.00	(50,536,004.00)
Suriname	8,302,269.00	116,073.00	8,186,196.00	7,483,562.00	754,971.00	6,728,591.00
Uruguay	8,512,853.00	7,616,642.00	896,211.00	6,831,902.00	3,438,881.00	3,393,021.00
Venezuela	34,667,309.00	294,849,067.00	(260,181,758.00)	28,605,308.00	221,303,709.00	(192,698,401.00)
ASIA	3,300,881,017.00	7,467,473,544.00	(4,166,592,527.00)	2,872,266,516.00	7,290,804,136.00	(4,418,537,620.00)
Azerbaijan	-	-	-	12,752.00	-	12,752.00
Bahrain	4,545.00	-	4,545.00	78,180.00	-	78,180.00
Bangladesh	215,322.00	1,284,611.00	(1,069,289.00)	226,260.00	293,959.00	(67,699.00)
Bhutan	-	-	-	-	2,038.00	(2,038.00)
British Indian Ocean Territory	15,489.00	-	15,489.00	9,429.00	-	9,429.00
Brunei Darussalem	60,748.00	-	60,748.00	7,627.00	-	7,627.00
Burma (Myanmar)	219,911.00	-	219,911.00	-	-	-
Cambodia	95,280.00	994,655.00	(899,375.00)	5,100.00	617,925.00	(612,825.00)
China (Taiwan)	210,670,471.00	56,670,944.00	153,999,527.00	194,348,969.00	51,446,863.00	142,902,106.00
Cocos (Keeling) Islands	90,800.00	-	90,800.00	-	92,779.00	(92,779.00)
Cyprus	12,642.00	-	12,642.00	6,138.00	8,814.00	(2,676.00)
Georgia, Republic of	3,274,203.00	10,263.00	3,263,940.00	-	2,778.00	(2,778.00)
Hong Kong	459,780,484.00	4,376,209.00	455,404,275.00	174,263,418.00	3,197,072.00	171,066,346.00
India	40,628,904.00	173,701,357.00	(133,072,453.00)	65,617,341.00	235,606,989.00	(169,989,648.00)
Indonesia	4,485,692.00	77,737,555.00	(73,251,863.00)	1,351,268.00	67,599,914.00	(66,248,646.00)
Iran	572,256.00	-	572,256.00	1,298,572.00	-	1,298,572.00
Iraq	172,282.00	-	172,282.00	494,259.00	3,500,000.00	(3,005,741.00)
Israel	19,327,361.00	12,462,195.00	6,865,166.00	12,308,823.00	10,471,982.00	1,836,841.00

Japan	1,495,949,828.00	1,875,954,047.00	(380,004,219.00)	1,047,654,551.00	2,077,167,948.00	(1,029,513,397.00)
Jordan	349,614.00	2,039.00	347,575.00	386,317.00	32,000.00	354,317.00
Kazakhstan	-	-	-	-	7,013,469.00	(7,013,469.00)
Kuwait	585,882.00	-	585,882.00	492,065.00	-	492,065.00
Laos	-	89,536.00	(89,536.00)	-	71,006.00	(71,006.00)
Lebanon	177,667.00	-	177,667.00	2,697,823.00	1,019.00	2,696,804.00
Macau	-	428,620.00	(428,620.00)	-	672,851.00	(672,851.00)
Malaysia	15,307,426.00	41,383,844.00	(26,076,418.00)	12,952,346.00	30,794,571.00	(17,842,225.00)
Nepal	110,650.00	11,101.00	99,549.00	80,474.00	124,243.00	(43,769.00)
Oman	21,493.00	3,165,622.00	(3,144,129.00)	49,875.00	15,648,698.00	(15,598,823.00)
Pakistan	4,092,312.00	4,910,070.00	(817,758.00)	3,067,005.00	2,313,571.00	753,434.00
People Rep. Of China	602,191,463.00	855,023,473.00	(252,832,010.00)	677,886,429.00	778,587,242.00	(100,700,813.00)
Philippines	2,339,146.00	12,182,068.00	(9,842,922.00)	5,342,653.00	14,730,249.00	(9,387,596.00)
Qatar	189,716.00	80,390.00	109,326.00	443,700.00	-	443,700.00
Rep. Of Korea (South Korea)	96,773,834.00	251,987,349.00	(155,213,515.00)	141,587,372.00	327,240,867.00	(185,653,495.00)
Saudi Arabia	36,313,664.00	115,733.00	36,197,931.00	27,987,137.00	62,188,100.00	(34,200,963.00)
Singapore	193,982,517.00	3,861,604,381.00	(3,667,621,864.00)	390,736,577.00	3,484,653,115.00	(3,093,916,538.00)
Sri Lanka	468,371.00	585,370.00	(116,999.00)	137,725.00	300,074.00	(162,349.00)
Thailand	33,130,067.00	32,512,687.00	617,380.00	18,153,588.00	30,397,421.00	(12,243,833.00)
Turkey	55,760,031.00	61,540,227.00	(5,780,196.00)	73,796,985.00	50,115,193.00	23,681,792.00
Turkmenistan	-	14,396,253.00	(14,396,253.00)	9,557.00	-	9,557.00
United Arab Emirates	13,606,556.00	93,923,518.00	(80,316,962.00)	13,022,530.00	4,181,973.00	8,840,557.00
Vietnam	9,889,985.00	30,339,427.00	(20,449,442.00)	5,753,671.00	31,729,413.00	(25,975,742.00)
Yemen	14,405.00	-	14,405.00	-	-	-
AUSTRALIA & THE PACIFIC	229,763,940.00	32,055,743.00	197,708,197.00	308,424,465.00	28,264,011.00	280,160,454.00
Australian Islands	226,509,906.00	22,672,371.00	203,837,535.00	307,633,786.00	26,472,036.00	281,161,750.00
Christmas Islands	-	-	-	-	3,900.00	(3,900.00)
Fiji	-	8,859,323.00	(8,859,323.00)	-	83,968.00	(83,968.00)
Kiribati	8,473.00	-	8,473.00	22,000.00	-	22,000.00
Marshall Islands	5,085.00	-	5,085.00	-	-	-
New Zealand	3,240,476.00	524,049.00	2,716,427.00	756,581.00	1,704,107.00	(947,526.00)
Vanuatu	-	-	-	12,098.00	-	12,098.00
CARIBBEAN BASIN	727,689,263.00	1,230,121,021.00	(502,431,758.00)	1,119,895,742.00	1,271,995,772.00	(152,100,030.00)
Anguilla	3,566,820.00	98,923.00	3,467,897.00	4,296,145.00	86,969.00	4,209,176.00
Antigua & Barbuda (Inc. Redonda)	9,719,198.00	399,792.00	9,319,406.00	27,710,536.00	59,536.00	27,651,000.00
Aruba	13,451,917.00	136,521.00	13,315,396.00	10,391,557.00	5,143.00	10,386,414.00
Barbados	15,108,485.00	472,645.00	14,635,840.00	20,673,435.00	1,160,717.00	19,512,718.00
Bermuda	1,847,152.00	-	1,847,152.00	1,676,857.00	2,767.00	1,674,090.00
British Virgin Islands	27,141,591.00	380,178.00	26,761,413.00	33,924,990.00	295,636.00	33,629,354.00
Cayman Islands	1,890,394.00	14,175.00	1,876,219.00	2,204,873.00	-	2,204,873.00
Cuba	194,950.00	-	194,950.00	402,400.00	-	402,400.00

Dominica	4,154,695.00	147,959.00	4,006,736.00	3,563,680.00	285,608.00	3,278,072.00
Dominican Republic	482,475,463.00	514,728,173.00	(32,252,710.00)	821,112,050.00	564,662,918.00	256,449,132.00
Granada	1,954,998.00	26,100.00	1,928,898.00	2,595,886.00	47,269.00	2,548,617.00
Guadeloupe	6,301,290.00	145,587.00	6,155,703.00	4,947,611.00	34,500.00	4,913,111.00
Haiti	4,903,009.00	293,289.00	4,609,720.00	16,019,000.00	1,334,618.00	14,684,382.00
Jamaica	32,233,630.00	392,928.00	31,840,702.00	44,186,711.00	3,976,925.00	40,209,786.00
Martinique	4,549,345.00	23,783.00	4,525,562.00	4,378,794.00	14,225,365.00	(9,846,571.00)
Montserrat	1,390,170.00	57,626.00	1,332,544.00	1,616,879.00	33,735.00	1,583,144.00
Netherlands Antilles Exec. Aruba	52,808,658.00	192,236,220.00	(139,427,562.00)	52,846,226.00	48,233,253.00	4,612,973.00
St. Kitts & Nevis	12,963,923.00	104,636.00	12,859,287.00	16,970,386.00	99,778.00	16,870,608.00
St. Lucia	5,136,755.00	39,007.00	5,097,748.00	4,556,724.00	127,163.00	4,429,561.00
St. Vincent & Grenadines	2,055,165.00	25,417.00	2,029,748.00	3,169,995.00	-	3,169,995.00
The Bahamas	9,957,956.00	45,114,521.00	(35,156,565.00)	8,012,614.00	3,772,021.00	4,240,593.00
Trinidad & Tobago	33,605,915.00	475,283,541.00	(441,677,626.00)	34,180,900.00	633,342,147.00	(599,161,247.00)
Turks & Caicos Islands	277,784.00	-	277,784.00	457,493.00	209,704.00	247,789.00
EUROPE	12,062,951,232.00	11,714,143,293.00	348,807,939.00	11,874,338,181.00	10,513,598,793.00	1,360,739,388.00
Albania	-	45,115.00	(45,115.00)	-	2,645.00	(2,645.00)
Andorra	-	-	-	4,395.00	-	4,395.00
Austria	977,586,492.00	7,932,549.00	969,653,943.00	1,652,892,150.00	7,915,623.00	1,644,976,527.00
Belarus	-	2,790,094.00	(2,790,094.00)	-	74,351.00	(74,351.00)
Belgium	2,657,959,333.00	239,372,036.00	2,418,587,297.00	2,537,732,197.00	504,670,499.00	2,033,061,698.00
Bosnia & Herzegovina	5,521.00	1,066.00	4,455.00	15,773.00	-	15,773.00
Bulgaria	112,115.00	171,014.00	(58,899.00)	7,728,327.00	271,619.00	7,456,708.00
Croatia	235,217.00	30,453,482.00	(30,218,265.00)	4,450.00	20,930,141.00	(20,925,691.00)
Czech Republic	2,362,415.00	6,552,110.00	(4,189,695.00)	7,919,150.00	6,394,275.00	1,524,875.00
Denmark	4,106,506.00	79,525,381.00	(75,418,875.00)	930,938.00	38,019,127.00	(37,088,189.00)
Estonia	-	7,102,326.00	(7,102,326.00)	-	351,249.00	(351,249.00)
Faroe Islands (Denmark)	-	20,429.00	(20,429.00)	-	-	-
Finland	317,733.00	55,392,858.00	(55,075,125.00)	1,105,351.00	163,619,425.00	(162,514,074.00)
France	1,023,648,588.00	264,102,713.00	759,545,875.00	823,178,581.00	205,559,408.00	617,619,173.00
Germany	521,736,092.00	416,795,446.00	104,940,646.00	374,767,869.00	328,760,661.00	46,007,208.00
Greece	2,256,350.00	964,594.00	1,291,756.00	739,948.00	1,243,825.00	(503,877.00)
Hungary	317,872.00	6,219,322.00	(5,901,450.00)	1,155,534.00	3,864,181.00	(2,708,647.00)
Iceland	8,593.00	2,058,887.00	(2,050,294.00)	133,385.00	1,544,001.00	(1,410,616.00)
Ireland	101,194,618.00	6,792,443,613.00	(6,691,248,995.00)	262,518,503.00	5,271,786,909.00	(5,009,268,406.00)
Italy	1,728,740,545.00	433,596,660.00	1,295,143,885.00	1,382,779,356.00	336,245,987.00	1,046,533,369.00
Latvia	-	302,836.00	(302,836.00)	-	282,847.00	(282,847.00)
Leichtenstein	-	-	-	-	2,054.00	(2,054.00)
Lithuania	-	961,264,984.00	(961,264,984.00)	84,498.00	904,155,123.00	(904,070,625.00)
Luxembourg	-	464,492.00	(464,492.00)	100,653.00	8,091.00	92,562.00
Malta & Gozo	2,649.00	2,232,102.00	(2,229,453.00)	50,253.00	-	50,253.00

Moldova	-	-	-	80,712.00	-	80,712.00
Monaco	-	22,011.00	(22,011.00)	-	-	-
Serbia-Montenegro (Yugoslavia)	-	-	-	4,459.00	-	4,459.00
Netherlands	1,877,226,362.00	645,531,935.00	1,231,694,427.00	2,517,204,479.00	852,310,171.00	1,664,894,308.00
Norway	2,735.00	175,010,765.00	(175,008,030.00)	100,075.00	79,935,456.00	(79,835,381.00)
Poland	1,801,231.00	9,538,732.00	(7,737,501.00)	880,681.00	5,218,135.00	(4,337,454.00)
Portugal	310,468.00	49,265,385.00	(48,954,917.00)	215,173.00	78,092,765.00	(77,877,592.00)
Romania	814,640.00	418,034.00	396,606.00	352,835.00	469,088.00	(116,253.00)
Russia	259,216.00	172,806,302.00	(172,547,086.00)	1,503,387.00	297,072,517.00	(295,569,130.00)
San Marino	-	-	-	-	5,117.00	(5,117.00)
Serbia-Montenegro (Yugoslavia)	82,638.00	-	82,638.00	34,659.00	-	34,659.00
Slovak Republic (Slovakia)	182,916.00	50,812.00	132,104.00	488,356.00	48,121.00	440,235.00
Slovenia	13,055.00	1,015,425.00	(1,002,370.00)	6,789.00	2,354,757.00	(2,347,968.00)
Spain	1,455,741,764.00	339,291,038.00	1,116,450,726.00	1,223,686,808.00	205,082,026.00	1,018,604,782.00
Sweden	76,918,389.00	120,060,008.00	(43,141,619.00)	25,471,230.00	75,093,900.00	(49,622,670.00)
Switzerland	100,770,304.00	249,750,542.00	(148,980,238.00)	111,377,752.00	388,325,813.00	(276,948,061.00)
Ukraine	63,266.00	1,979,801.00	(1,916,535.00)	21,923.00	540,863.00	(518,940.00)
United Kingdom Of Great Britain	1,528,173,609.00	639,598,394.00	888,575,215.00	939,067,552.00	733,348,023.00	205,719,529.00

(Compañía de Comercio y Exportación de Puerto Rico, 2014)

Appendix 2: Puerto Rico's Top Ten Importers Report by Country 2013-2014

Country Description	Country	Valor
United States Of America	9000	\$20,063,833,722.00
Ireland	4190	\$5,271,786,909.00
Singapore	5590	\$3,484,653,115.00
Japan	5880	\$2,077,167,948.00
Brazil	3510	\$965,770,997.00
Lithuania	4510	\$904,155,123.00
Netherlands	4210	\$852,310,171.00
People's Rep. Of China	5700	\$778,587,242.00
United Kingdom Of GT Britain	4120	\$733,348,023.00
Canada	1220	\$727,745,796.00
Other Countries	----	\$6,616,255,702.00
TOTAL FISCAL YEAR: 2014	----	\$42,475,614,748.00

(Compañía de Comercio y Exportación de Puerto Rico, 2014)

Appendix 3: Importers Top Ten Principal Products-Commodity 2013-2014

Description	Commission	Valor
Other Sulfonamide Drugs (Excluding Anti-Infective Agents)	2935006000	\$2,456,888,340.00
Cardiovascular Drugs, Not Elsewhere Specified or Included	2933995300	\$2,229,943,147.00
Lactam Products Described In Additional U.S. Note 3 To Section Vi, Nesoi	2933790800	\$2,110,368,450.00
Aromatic or Modified Aromatic Heterocyclic Compounds Used As Drugs, Nesoi	2934993000	\$1,788,172,419.00
Blood Fractions Not Elsewhere Specified or Included	3002100290	\$1,120,571,737.00
Unleaded Gasoline, Not Containing Biodiesel, Nesoi	2710121519	\$1,085,130,152.00
Other Medicaments (Excluding Goods of Heading 3002, 3005 or 3006) Consisting of Two or More Constituents Which Have Been Mixed Together Etc.	3003900000	\$836,144,299.00
Unleaded Gasoline, Nesoi	2710121519	\$780,845,677.00
Fuel Oil No. 6 (Saybolt Univ Viscosity At 37.8 Deg C Gt 125 Sec) Distillate and Residual Fuel Oils Testing Lt 25 Degrees Api, Not Containing Biodiesel	2710190630	\$767,921,909.00
Products of the U.S. When Returned After Having Been Exported, Without Having Been Advanced In Value or Improved In Condition By Any Process, Nesoi	9801001095	\$756,178,981.00
Others	-----	\$28,543,449,637.00
TOTAL FISCAL YEAR 2014	-----	\$42,475,614,748.00

(Compañía de Comercio y Exportación de Puerto Rico, 2014)

Appendix 4: Puerto Rico's Top Ten Exporters Report by Country 2013-2014

Country Description	Country	Valor
United States Of America	9000	\$44,853,136,175.00
Belgium	4231	\$2,537,732,197.00
Netherlands	4210	\$2,517,204,479.00
Austria	4330	\$1,652,892,150.00
Italy	4759	\$1,382,779,356.00
Spain	4700	\$1,223,686,808.00
Japan	5880	\$1,047,654,551.00
United Kingdom Of GT Britain	4120	\$939,067,552.00
France	4279	\$823,178,581.00
Dominican Republic	2470	\$821,112,050.00
Other Countries	----	\$4,658,775,143.00
TOTAL FISCAL YEAR: 2014	----	\$62,457,219,042.00

(Compañía de Comercio y Exportación de Puerto Rico, 2014)

Appendix 5: Exporters Top Ten Principal Products-Commodity 2013-2014

Description	Commission	Valor
Blood Fractions Not Elsewhere Specified or Included	3002100290	\$18,949,585,055.00
Medicaments Put Up In Measured Doses or In Forms or Packings for Retail Sale, Nesoi	3004909190	\$4,377,010,475.00
Cardiovascular Medicaments Put Up In Measured Doses or In Forms for Retail Sale	3004909120	\$3,823,158,574.00
Antidepressants, Tranquilizers and Other Psychotherapeutic Agents, Primarily Affecting Cns, Put Up In Measured Doses or In Forms or Packings for Retail	3004909135	\$3,015,212,866.00
Preparations for the Manufacture of Beverages, Nesoi	2106906573	\$2,086,792,827.00
Appliances Which Are Worn or Carried, or Implanted In the Body, To Compensate for A Defect or Disability, and Parts and Accessories Thereof, Nesoi	9021900002	\$1,578,104,051.00
Other Artificial Parts of the Body and Parts and Accessories	9021390000	\$1,393,257,404.00
Other Instruments and Appliances Used In Medical, Surgical, Dental or Veterinary Sciences, Nesoi	9018908000	\$1,193,331,270.00
Medicaments Containing Hormones or Other Products of Heading 2937 But Not Containing Antibiotics, Nesoi	3004390050	\$1,134,238,318.00
Analgesics, Antipyretics and Nonhormonal Anti-Inflammatory Agents, Primarily for Cns, Put Up In Measured Doses/Forms/Packings for Rt Sale	3004909125	\$1,091,138,473.00
Others	-----	\$23,815,389,729.00
TOTAL FISCAL YEAR 2014	-----	\$62,457,219,042.00

(Compañía de Comercio y Exportación de Puerto Rico, 2014)

Appendix 6: Directory of Trade Promotion Organizations and Other Trade Support Institutions

Company Name	Acronym	City
Country : Afghanistan		
Afghan Chambers of Commerce and Industry		Kabul
Export Promotion Agency of Afghanistan	EPAA	Kabul
Ministry of Commerce		Kabul
Country : Albania		
Albanian Business and Investment Agency	ALBINVEST	Tirane
Albanian Center for International Trade	ACIT/ISB	Tirana
Albanian Chamber of Economy	ACE	Tirana
Albanian Economic Development Agency	AEDA	Tirana
Albanian Export Promotion Agency		Tirana
Albanian National Bureau of TIPS (Technological Information Promotion Systems)		Tirana
Chamber of Commerce and Industry of Tirana	CCIT	Tirana
Ministry of Economy, Trade and Energy		Tirana
Union of Chambers of Commerce and Industry of Albania		Tirana
Country : Algeria		
Agence nationale de promotion du commerce extérieur	ALGEX	Alger
Chambre algérienne de commerce et d'industrie	CACI	Alger

Chambre de commerce et d'industrie de Aures	CCI AURES	Batna
Chambre de commerce et d'industrie de l'Oranie		Oran
Chambre de Commerce et d'Industrie de Tafna	CCI TAFNA	Tlemcen
Chambre de commerce et d'industrie du Rhummel		Constantine
Chambre de commerce et d'industrie El Hindhab	SETIF	Setif
Chambre de commerce et d'industrie Seybouse Annaba		Annaba
Société algérienne des foires et exportations	SAFEX	Alger
Country : Andorra		
Cambra de Comerç, Indústria i Serveis d'Andorra	CCIS	Andorra La Vella
Country : Angola		
Agência Nacional para o Investimento Privado	ANIP	Luanda
Asociación industrial de Angola	AIA	Luanda
Associação Comercial de Benguela	ACIBENGUEL	Benguela
Associação Comercial e Industrial Angolana	ACOMIL	Luanda
Associação das Mulheres Empresárias da Província de Luanda		Luanda
Câmara de Comércio e Indústria de Angola		Luanda
Ministério do Comércio		Luanda
Country : Anguilla		
Anguilla Chamber of Commerce		The Valley

Country : Antigua and Barbuda		
Antigua and Barbuda Chamber of Commerce and Industry Ltd		St. John's
Ministry of Finance and Economy		St. John's
Country : Argentina		
Asociación de Importadores y Exportadores de la República Argentina	AIERA	Buenos Aires
BAExporta Ministerio Asuntos Agrarios y Producción		Buenos Aires
Banco Interamericano de Desarrollo Instituto para la Integración de America Latina y el Caribe	BID-IIALC	Buenos Aires
Cámara Argentina de Comercio		Buenos Aires
Camara Argentina de la Industria de Cosmetica y Perfumeria	CAPA	Buenos Aires
Cámara de Comercio Exterior de Córdoba	CACEC	Cordoba
Cámara de Comercio Exterior de Rafaela		Rafaela
Cámara de Comercio Exterior de Rosario		Rosario
Cámara de Comercio Exterior de Santa Fé		Santa Fe
Cámara de Comercio Exterior del Norte Santafesino		Reconquista
Cámara de Comercio, Industria y Producción de la República Argentina	CACIPRA	Buenos Aires
Cámara de Exportadores de la República Argentina	CERA	Buenos Aires
Cámara de Exportadores de Rosario		Rosario
Cámara de Importadores de la República Argentina	CIRA	Buenos Aires
Centro de Promoción de Exportaciones	CEPREX	Tandil

de Tandil		
Comisión Nacional de Comercio Exterior	CNCE	Buenos Aires
Fundación Export Argentina		Buenos Aires
Ministerio de Economía y Producción		Buenos Aires
Ministerio de Relaciones Exteriores, Comercio Internacional y Culto		Buenos Aires
Subsecretaría de Comercio Exterior Ministerio de Agricultura, Ganadería, Industria y Comercio		Santa Fe
Trade Point Alto Valle		Neuquen
Trade Point Bahia Blanca		Bahia Blanca
Trade Point Buenos Aires		Buenos Aires
Trade Point Corrientes		Corrientes
Trade Point Mendoza		Mendoza
Trade Point Salta		Salta
Unión Industrial Argentina		Buenos Aires
Country : Armenia		
Armenian Development Agency	ADA	Yerevan
Business and Community Development Center LLC	BSC	Yerevan
Chamber of Commerce and Industry of Armenia		Yerevan
Ministry of Trade and Economic Development		Yerevan
Country : Aruba		
Aruba Chamber of Commerce and Industry		Oranjestad
Country : Australia		
Australian Chamber of Commerce and		Kingston, ACT

Industry		
Australian Industry Group		Melbourne, VIC
Australian Trade Commission	AUSTRADE	Sydney, NSW
Chamber of Commerce and Industry of Western Australia		East Perth, WA
Northern Territory Chamber of Commerce and Industry		Darwin, NT
Pacific Islands Trade and Investment Commission	PITIC	Sydney, NSW
Queensland Chamber of Commerce and Industry		Brisbane, QLD
South Australian Employers' Chamber of Commerce and Industry		Unley, SA
State Chamber of Commerce New South Wales		Sydney, NSW
Tasmanian Chamber of Commerce and Industry		North Hobart, Tas
Victorian Employers' Chamber of Commerce and Industry		Melbourne, VIC
Country : Austria		
United Nations Industrial Development Organization	UNIDO	Vienna
Wirtschaftskammer Oesterreich	WKO	Vienna
Country : Azerbaijan		
Azerbaijan Republic Chamber of Commerce and Industry		Baku
Azerbaijani Export and Investment Promotion Foundation	AZPROMO	Baku
Ministry of Economic Development		Baku
Trade Point Baku		Baku
Country : Bahamas		

Bahamas Agricultural and Industrial Corporation	BAIC	Nassau
Bahamas Chamber of Commerce		Nassau
Ministry of Finance		Nassau
Ministry of Trade and Industry		Nassau
Country : Bahrain		
Bahrain Chamber of Commerce and Industry		Manama
Economic Development Board	EDB	Manama
Ministry of Commerce and Industry		Manama
Country : Bangladesh		
Bangladesh Foreign Trade Institute	BFTI	Dhaka
Chittagong Chamber of Commerce and Industry		Chittagong
Dhaka Chamber of Commerce and Industry		Dhaka
Export Promotion Bureau	EPB	Dhaka
Federation of Bangladesh Chambers of Commerce and Industry	FBCCI	Dhaka
JISA Trade International		Chittagong
Metropolitan Chamber of Commerce and Industry	MCCI	Dhaka
Ministry of Commerce		Dhaka
Country : Barbados		
Barbados Chamber of Commerce and Industry		St. Michael
Barbados Investment and Development Corporation	BIDC	Bridgetown
Caribbean Development Bank	CDB	St. Michael

Caribbean Export Development Agency		St. Michael
Ministry of Commerce, Consumer Affairs and Business Development		St. Michael
Ministry of Foreign Affairs, Foreign Trade and International Business		St. Michael
Country : Belarus		
Belarusian Chamber of Commerce and Industry		Minsk
Business Communication Centre	BCC	Minsk
Ministry of Foreign Affairs		Minsk
National Centre for Marketing and Price Study	NCM&PS	Minsk
Country : Belgium		
African, Caribbean and Pacific Group of States General Secretariat		Brussels
Agence pour le commerce extérieur	ACE	Bruxelles
Agence wallonne à l'exportation	AWEX	Bruxelles
Association des chambres de commerce et d'industrie européennes- EUROCHAMBRES		Bruxelles
Brussels Enterprises Commerce and Industry		Bruxelles
Bruxelles Export		Bruxelles
Centre pour le développement de l'entreprise	CDE	Bruxelles
Chambre de commerce et d'industrie de Charleroi		Charleroi
Chambre de commerce et d'industrie de Liège-Verviers		Liege
Enterprise Europe Network	EEN	Brussels

Fédération des chambres de commerce et d'industrie de Belgique		Bruxelles
Forum francophone des affaires		Bruxelles
Gent Chamber of Commerce and Industry		Gent
Trade Point asbl		Namur
Vlaams Agentschap voor Internationaal Ondernemen	VLAIO	Brussels
World Customs Organization	WCO	Brussels
Country : Belize		
Belize Chamber of Commerce and Industry		Belize City
Belize Trade and Investment Development Service	BELTRAIDE	Belmopan
Ministry of Foreign Affairs and Foreign Trade		Belmopan City
Country : Benin		
Agence Béninoise de Promotion des Echanges Commerciaux	ABEPEC	Cotonou
Association béninoise de l'agriculture et d'alimentation de produits d'exploitation	ABAAPEX	Cotonou
Association de développement des exportations	ADEX	Cotonou
Centre de promotion et d'encadrement des petites et moyennes entreprises	CEPEPE	Cotonou
Chambre de commerce et d'industrie du Bénin	CCIB	Cotonou
Conseil national pour l'exportation	CNEX	Cotonou
Ministère de l'industrie et du commerce		Cotonou
Country : Bermuda		

Bermuda Chamber of Commerce		Hamilton, HM
Business Bermuda	BIBA	Hamilton
Country : Bhutan		
Bhutan Chamber of Commerce and Industry	BCCI	Thimphu
Bhutan Export Promotion Centre	BEPC	Thimphu
Department of Trade - Ministry of Trade and Industry		Thimphu
National Women's Association of Bhutan	NWAB	Thimphu
State Trading Corporation of Bhutan Ltd		Phuntsholing
Country : Bolivia (Plurinational State of)		
Cámara de Exportadores de Cochabamba	CADEXCO	Cochabamba
Cámara de Exportadores de la Paz	CAMEX	La Paz
Cámara de Industria, Comercio, Servicios y Turismo de Santa Cruz		Santa Cruz De La Sierra
Cámara departamental de Industria de Cochabamba		Cochabamba
Cámara Nacional de Comercio		La Paz
Cámara Nacional de Exportadores de Bolivia	CANEB	La Paz
Cámara Nacional de Industrias	CNI	La Paz
Centro de Promoción Bolivia	CEPROBOL	La Paz
Federación de Empresarios Privados de Santa Cruz	FEpsc	Santa Cruz De La Sierra
Fundación Boliviana para el Desarrollo de la Mujer	FUNBODEM	Santa Cruz De La Sierra
Instituto Boliviano de Comercio Exterior	IBCE	Santa Cruz De La Sierra
Ministerio de Desarrollo Productivo		La Paz

Promueve Bolivia, Ministerio de Desarrollo Productivo y Economía Plural		La Paz
Trade Point Santa Cruz de la Sierra		Santa Cruz De La Sierra
Country : Bosnia and Herzegovina		
Chamber of Commerce of the Federation of Bosnia and Herzegovina		Sarajevo
Chamber of Economy of Sarajevo Canton		Sarajevo
Ministry of Foreign Trade and Economic Relations		Sarajevo
Country : Botswana		
Botswana Confederation of Commerce, Industry and Manpower	BOCCIM	Gaborone
Botswana Export Development and Investment Authority	BEDIA	Gaborone
Exporters Association of Botswana		Gaborone
Local Enterprise Authority	LEA	Gaborone
Southern African Development Community	SADC	Gaborone
Women in Business Association	WIBA	Gaborone
Country : Brazil		
Agência de Promoção de Exportações	APEX	Brasilia, DF
Associação Comercial de São Paulo	ACSP	Sao Paulo, SP
Associação Comercial do Paraná	ACP	Curitiba
Associação de Comércio Exterior do Brasil	AEB	Rio De Janeiro
Banco do Brasil SA		Brasilia
Confederação Nacional da Indústria	CNI	Brasilia DF

Confederação Nacional do Comércio de Bens, Serviços e Turismo		Rio De Janeiro
Federação das Associações de Mulheres de Negócios e Profissionais do Brasil		Curitiba
Federação das Associações Empresariais do Rio Grande do Sul	FEDERASUL	Porto Alegre RS
Federação das Indústrias do Estado de Minas Gerais		Belo Horizonte
Federação das Indústrias do Estado de Santa Catarina (FIESC),	FIESC	Florianopolis, SC
Federação das Indústrias do Estado de São Paulo	FIESP	Sao Paulo, SP
Federação das Indústrias do Estado do Paraná		Curitiba
Federação das Indústrias do Rio de Janeiro	FIRJAN	Rio De Janeiro
Federação do Comércio do Estado de São Paulo	FECOMERCIO	Sao Paulo, SP
Fundação Centro de Estudos do Comércio Exterior	FUNCEX	Rio De Janeiro
Ministério das Relações Exteriores		Brasilia
Ministério do Desenvolvimento, Indústria e Comércio Exterior	MDIC	Brasilia
Pernambuco Economic Development Bureau		Recife, PE
Promo - International Business Center of Bahia		Bahia
Serviço Brasileiro de Apoio às Micro e Pequenas Empresas	SEBRAE	Brasilia
Country : Brunei Darussalam		
Brunei Darussalam International Chamber of Commerce and Industry	BICCI	Bandar Seri Begawan

Ministry of Industry and Primary Resources		Bandar Seri Begawan
National Chamber of Commerce and Industry of Brunei Darussalam		Bandar Seri Begawan
Country : Bulgaria		
Bulgarian Chamber of Commerce and Industry	BCCI	Sofia
Bulgarian Industrial Association	BIA	Sofia
Bulgarian Small and Medium Enterprises Promotion Agency	BSMEPA	Sofia
Varna Chamber of Commerce and Industry		Varna
Country : Burkina Faso		
Association des femmes chefs d'entreprises		Ouagadougou
Chambre de commerce, d'industrie et d'artisanat du Burkina Faso	CCIA-BF	Ouagadougou
Maison des entreprises du Burkina Faso		Ouagadougou
Ministère du commerce, de la promotion de l'entreprise et de l'artisanat		Ouagadougou
Office national du commerce extérieur	ONAC	Ouagadougou
Trade Point Ouagadougou		Ouagadougou
Union économique et monétaire ouest africaine	UEMOA	Ouagadougou
Country : Burundi		
Agence de promotion des échanges extérieurs	APEE	Bujumbura
Chambre de commerce, d'industrie, d'agriculture et d'artisanat du Burundi		Bujumbura
Ministère du commerce, de l'industrie et du tourisme		Bujumbura

Country : Cabo Verde		
Associação Comercial, Industrial e Agrícola de Barlavento		Mindelo
Associação Comercial, Industrial e Agrícola de Sotavento		Praia
Câmara de Comércio, Indústria e Serviços de Sotavento		Praia
Câmara de Comércio, Indústria, Agricultura e Serviços de Barlavento		Mindelo S. Vicente; Regiã
Centro de Promoção Turística, do Investimento e das Exportações	PROMEX	Praia
Instituto de Apoio ao Desenvolvimento Empresarial	IADE	Praia
Ministério do Comércio, Indústria e Energia		Praia
Country : Cambodia		
Cambodia Chamber of Commerce	PPCC	Phnom Penh
Ministère du commerce / Ministry of Commerce	MOC	Phnom Penh
Country : Cameroon		
Cameroon Trade Promotion Organisation	CTPO	Tiko
Centre de business international	CBI	Yaounde-messa
Centre national de promotion des échanges	CNPE	Yaounde RP
Chambre de commerce, d'industrie, des mines et de l'artisanat du Cameroun	CCIMA	Douala
Comité régional du secteur privé en Afrique au Sud du Sahara	CRSPASS	Yaounde-messa
Groupement des Femmes d’Affaires du Cameroun	GFAC	Doula
Guichet unique des opérations du	GUCE	Douala

commerce extérieur		
Ministère de l'Industrie, des Mines et du Développement Technologique	MINIMIDT	Yaounde
Syndicat des commerçants, importateurs et exportateurs du Cameroun		Doula
Union camerounaise de l'artisanat et des petites et moyennes entreprises	UCAPME	Yaounde
Country : Canada		
Canadian Chamber of Commerce		Ottawa, Ontario
Canadian Manufacturers and Exporters		Ottawa, Ontario
Department of Foreign Affairs and International Trade	DFAIT	Ottawa, Ontario
Info Entrepreneurs		Montreal, Quebec
Ministère de Développement économique, de l'Innovation et de l'Exportation - Direction générale des affaires économiques internationales - Direction de la promotion des investissements		Montréal, Québec
Saskatchewan Trade and Export Partnership	STEP	Regina
Toronto Board of Trade World Trade Centre		Toronto, Ontario
Trade Facilitation Office Canada	TFOC	Ottawa, Ontario
Vancouver Board of Trade		Vancouver, BC
Country : Cayman Islands		
Cayman Islands Chamber of Commerce		Grand Cayman
Country : Central African Republic		
Chambre de commerce, d'industrie, des mines et de l'artisanat de la République centrafricaine		Bangui

Communauté économique et monétaire de l'Afrique centrale	CEMAC	Bangui
Ministère du commerce, de l'industrie et de la promotion du secteur privé		Bangui
Country : Chad		
Chambre de commerce, d'industrie, d'agriculture, des mines et de l'artisanat du Tchad		N'djamena
Country : Chile		
Asociación de Exportadores de Manufacturas	ASEXMA	Santiago
Cámara de Comercio de Santiago		Santiago
Cámara Nacional de Comercio, Servicios y Turismo de Chile		Santiago
Comisión Económica para America Latina y el Caribe	UN/CEPAL	Santiago
Dirección de Promoción de Exportaciones	PROCHILE	Santiago
Federación Gremial de la Industria	SOFOFA	Santiago
Fundación Chile		Santiago
Country : China		
All-China Federation of Industry and Commerce	ACFIC	Beijing
Beijing Import and Export Enterprises Association	BIEEA	Beijing
Beijing International Trade Research Institute		Beijing
China Chamber of International Commerce	CCOIC	Tianjin
China Council for the Promotion of International Trade	CCPIT	Beijing

China Enterprise Confederation	CEC	Beijing
Fishery Industry Marketing Information in China	INFOYU	Beijing
Ministry of Foreign Trade and Economic Cooperation	MOFTEC	Beijing
Shanghai Small Enterprises Trade Development Service Center		Shanghai
Trade Point Beijing		Beijing
Trade Point Shanghai		Shanghai
Country : Colombia		
Asociación Colombiana de Medianas y Pequeñas Industrias	ACOPI	Bogota, D.C.
Asociación Nacional de Comercio Exterior	ANALDEX	Bogota, D.C.
Asociación Nacional de Industriales	ANDI	Medellin
Cámara de Comercio de Barrancabermeja		Barrancabermeja
Cámara de Comercio de Barranquilla		Barranquilla
Camará de Comercio de Bogotá		Bogota, D.C.
Cámara de Comercio de Bucaramanga		Bucaramanga, Santander
Cámara de Comercio de Cartagena		Cartagena
Cámara de Comercio de Dosquebradas		Dosquebradas
Cámara de Comercio de Manizales		Manizales
Cámara de Comercio de Medellin para Antioquia		Medellin
Cámara de Comercio de Pereira		Pereira
Cámara de Comercio del Putumayo		Putumayo
Comité Asesor Regional de Comercio	CARCE	Bogota, D.C.

Exterior de Bogotá y Cundinamarca		
Confederación Colombiana de Cámaras de Comercio		Bogota, D.C.
Corporación Colombia Internacional	CCI	Bogota, D.C.
Ministerio de Comercio Exterior		Bogota, D.C.
PROEXPORT Colombia	PROEXPORT	Bogota, D.C.
Country : Comoros		
Chambre de commerce, d'industrie et d'agriculture des Comores		Moroni
La Maison des Epices des Comores		Moroni
Ministère de l'économie, du commerce, de l'artisanat et des investissements		Moroni
Union des chambres de commerce, d'industrie et d'agriculture	UCCIA	Moroni
Country : Congo		
Centre congolais du commerce extérieur	CCCE	Brazzaville
Chambre de commerce, d'industrie, d'agriculture et des métiers de Brazzaville	CCIAMB	Brazzaville
La Chambre de Commerce d'Industrie d'Agriculture et des Métiers de Pointe-Noire	CCIAM	Pointe Noire
Ministère de l'Economie National et du Commerce		Brazzaville
Country : Cook Islands		
Cook Islands Chamber of Commerce Inc.		Avarua, Rarotonga Island
Cook Islands Development Investment Board	CIDIB	Avarua, Rarotonga
Country : Costa Rica		
Cámara de Comercio de Costa Rica		Goicochea, San

		Jose
Cámara de Comercio Exterior de Costa Rica	CRECEX	San Jose
Cámara de Exportadores de Costa Rica	CADEXCO	Curridabat
Cámara de Industrias de Costa Rica	CICR	San Jose
Cámara de Mujeres Empresarias de Latinoamérica		San Jose
Cámara Nacional de Agricultura y Agroindustria de Costa Rica	CNAA	San Jose
Instituto Interamericano de Cooperación para la Agricultura	IICA	San Jose
Ministerio de Comercio Exterior	COMEX	San Jose
Ministerio de Economía, Industria y Comercio		San Jose
Promotora del Comercio Exterior de Costa Rica	PROCOMER	San Jose
Trade Point Costa Rica		San Jose
Unión Costarricense de Cámaras y Asociaciones de la Empresa Privada	UCCAEP	San José
Country : Côte d'Ivoire		
Association pour la promotion des exportations agricoles non-traditionnelles de Côte d'Ivoire	PROMEXA	Abidjan
Association pour la promotion des exportations de Côte d'Ivoire	APEX-CI	Abidjan
Banque africaine de développement		Abidjan
Chambre de commerce et d'industrie de Côte d'Ivoire	CCICI	Abidjan
Fédération ivoirienne des petites et moyennes entreprises	FIPME	Abidjan
INFOPECHE	Afrique	Abidjan

Ministère du commerce		Abidjan
Trade Point Abidjan		Abidjan
Country : Croatia		
Croatian Chamber of Economy		Zagreb
Croatian Information Documentation Referral Agency	HIDRA	Zagreb
Ministry of Economy		Zagreb
Ministry of Foreign Affairs and European Integration		Zagreb
Trade and Investment Promotion Agency	APIU	Zagreb
Country : Cuba		
Cámara de Comercio de Cuba		La Habana
Centro para la Promoción del Comercio Exterior de Cuba	CEPEC	La Habana
Trade Point La Habana		La Habana
Country : Cyprus		
Cyprus Chamber of Commerce and Industry	CCCI	Nicosia
Cyprus Employers and Industrialists Federation	OEB	Nicosia
Department of Trade, Ministry of Commerce, Industry and Tourism		Nicosia
Larnaca Chamber of Commerce and Industry		Larnaca
Limassol Chamber of Commerce and Industry		Limassol
Pafos Chamber of Commerce and Industry		Pafos
Country : Czech Republic		

Brno Chamber of Commerce		Brno
Brno Regional Chamber of Commerce		Brno
Chamber of Commerce of Karvina		Karvina-frystat
Confederation of Industry of the Czech Republic		Prague 7
Czech Confederation of Commerce		Prague
Czech Trade Promotion Agency	CzechTrade	Prague
Economic Chamber of the Czech Republic		Prague
Ministry of Industry and Trade		Prague
Regional Economic Chamber of Moravia - Silesia		Ostrava-Mariánské Hory
Country : Democratic People's Republic of Korea (the)		
Committee for the Promotion of International Trade	KOMT	Pyongyang
Korea Trade & Economy Institute		Pyongyang
Pyongyang Chamber of Commerce	PCC	Pyongyang
Country : Democratic Republic of the Congo (the)		
Association des Femmes Entrepreneurs Chefs d'Entreprises	ASSOFE	Kinshasha 1
Chambre de commerce, d'industrie et d'agriculture de la République démocratique du Congo		Kinshasa I
Confédération des PME en République démocratique du Congo	COPEMECO	Kinshasa XV
Fédération des entreprises du Congo	FEC	Kinshasa I
l'Agence Nationale pour la Promotion des Investissements de la République Démocratique du Congo	ANAPI	Kinshasa/Gombe
Les entrepreneurs émergents du Congo -		Kinshasa I

Chambre de commerce		
Ministère du commerce, de l'industrie et des PME		Kinshasa I
Country : Denmark		
Confederation of Danish Industries		Copenhagen V
Danish Chamber of Commerce		Copenhagen K
Danish Import Promotion Programme	DIPP	Copenhagen K
Danish Trade Council		Copenhagen K
Eurofish International Organisation		Copenhagen V
Country : Djibouti		
Chambre internationale de commerce et d'industrie de Djibouti	CICID	Djibouti
Ministère du commerce, de l'industrie et de l'artisanat		Djibouti
Office national d'approvisionnement et de commercialisation	ONAC	Djibouti
Country : Dominica		
Dominica Association of Industry and Commerce	DAIC	Roseau
Dominica Export Import Agency	DEXIA	Roseau
Ministry of Foreign Affairs, Trade and Marketing		Roseau
National Development Corporation	NDC	Roseau
Country : Dominican Republic		
Cámara de Comercio y Producción de Santiago		Santiago de los Caballero
Cámara de Comercio y Producción de Santo Domingo		Santo Domingo
Centro de Exportación e Inversión de la República Dominicana	CEI-RD	Santo Domingo

Trade Point Santo Domingo		Santo Domingo
Country : Ecuador		
Cámara de Comercio de Guayaquil		Guayaquil
Cámara de Comercio de Quito	CCQ	Quito
Cámara de Industrias de Guayaquil	CIG	Guayaquil
Cámara de la Pequeña Industria de Pichincha	CAPEIPI	Quito
Cámara de la Pequeña Industria del Azuay	CAPIA	Cuenca
Corporación de Promoción de Exportaciones e Inversiones	CORPEI	Guayaquil
Federación Ecuatoriana de Exportadores	FEDEXPOR	Quito
Ministerio de Industrias y Competitividad		Quito
Ministerio de Relaciones Exteriores		Quito
Country : Egypt		
Alexandria Business Association	ABA	Alexandria
Alexandria Chamber of Commerce		Alexandria
Badr International Trade Point		Badr City
Beni Suef International Trade Point		Beni Suef
Egyptian Businessmen's Association	EBA	Giza
Egyptian Export Promotion Center	EEPC	Cairo
Egyptian Exporters Association - ExpoLink		Cairo
Egyptian International Trade Point	EITP	Nasr City
Export Development Bank of Egypt	EDBE	Cairo
Fayoum International Trade Point		Fayoum
Federation of Egyptian Chambers of		Cairo

Commerce		
Foreign Trade Training Centre (FTTC)	FTTC	Cairo
Mansoura International Trade Point		Mansoure
Ministry of Trade and Industry	MTI	Cairo
Port-Said International Trade Point		Port-said
Sixth of October International Trade Point		Sixth Of October City
Tanta International Trade Point		Tanta
Tenth of Ramadan International Trade Point		Tenth Of Ramadan
Trade Point Assiut		Assiut
Trade Point for Businessmen		Cairo
Trade Point Ismailia		Ismailia
Trade Point Kafr El-Shiekh		Kafr El-shiekh
Country : El Salvador		
Agencia de Promoción de Exportaciones de El Salvador	EXPORTA	Antiguo Cuscatlan
Asociación Nacional de la Empresa Privada	ANEP	San Salvador
Banco Central de Reserva de el Salvador		San Salvador
Cámara de Comercio e Industria de El Salvador		San Salvador
Corporación de Exportadores de El Salvador	COEXPORT	San Salvador
Federación de Cámaras de Comercio del Istmo Centroamericano	FECAMCO	El Salvador,
Federación de Cámaras de Exportadores de Centroamérica y el Caribe	FECAEXCA	San Salvador
Ministerio de Economía		San Salvador

Trade Point El Salvador		San Salvador, CA
Country : Equatorial Guinea		
Cámara Oficial de Comercio, Agrícola y Forestal de Bioko		Malabo
Ministerio de Industria, Comercio, Promoción de Pequeñas y Medianas Empresas		Malabo
Country : Eritrea		
Eritrean National Chamber of Commerce	ENCC	Asmara
Ministry of Trade and Industry		Asmara
Country : Estonia		
Enterprise Estonia	EAS	Tallin
Estonian Business Association	ESEA	Tallin
Estonian Chamber of Commerce and Industry		Tallinn
Estonian Trade Council		Tallinn
Ministry of Foreign Affairs		Tallinn
Country : Ethiopia		
Addis Ababa Chamber of Commerce		Addis Ababa
African Union	AU	Addis Ababa
Dire Dawa Chamber of Commerce		Diredawa
Economic Commission for Africa	UN/ECA	Addis Ababa
Ethiopian Chamber of Commerce	ECC	Addis Ababa
Export Promotion Dept., Ministry of Trade	EPD	Addis Ababa
Mekelle Chamber of Commerce		Mekelle
Nazareth Chamber of Commerce		Adama (Nazareth)

Country : Fiji		
Fiji Chamber of Commerce and Industry		Suva
Fiji Islands Trade and Investment Bureau	FTIB	Suva
Ministry of Commerce, Industry, Investment and Communications		Suva
Pacific Islands Forum Secretariat		Suva
Country : Finland		
Central Association of Women Entrepreneurs		Helsinki
Central Chamber of Commerce of Finland		Helsinki
Fashion Commerce in Finland		Helsinki
Federation of Finnish Commerce		Helsinki
Finland Trade Promotion Organization	FINPRO	Helsinki
Helsinki Chamber of Commerce		Helsinki
Ministry of Trade and Industry		Helsinki
Tampere Chamber of Commerce and Industry		Tampere
Country : France		
Assemblée des chambres françaises de commerce et d'industrie	ACFCI	Paris Cedex 17
Chambre de commerce et d'industrie de Basse-Terre		Basse-terre
Chambre de commerce et d'industrie de Bordeaux		Bordeaux Cedex
Chambre de commerce et d'industrie de Grenoble		Grenoble Cedex
Chambre de commerce et d'industrie de Guyane	CCIG	Cayenne

Chambre de commerce et d'industrie de la Martinique	CCIM	Fort De France
Chambre de commerce et d'industrie de la Réunion		Saint-denis Cedex
Chambre de commerce et d'industrie de Lille Métropole		Lille Cedex
Chambre de commerce et d'industrie de Lyon		Lyon Cedex 02
Chambre de commerce et d'industrie de Marseille Provence		Marseille Cedex 01
Chambre de commerce et d'industrie de Meurthe-et-Moselle		Nancy Cedex
Chambre de commerce et d'industrie de Nantes et de St.-Nazaire		Nantes Cedex 4
Chambre de commerce et d'industrie de Paris		Paris Cedex 08
Chambre de commerce et d'industrie de Pointe-à-Pitre		Pointe-a-pitre
Chambre de commerce et d'industrie de Rennes		Rennes Cedex
Chambre de commerce et d'industrie de Strasbourg et du Bas-Rhin		Strasbourg Cedex
Chambre de commerce et d'industrie de Toulouse		Toulouse Cedex
Chambre de commerce et d'industrie du Havre		Le Havre
Chambre de commerce, d'industrie, des services et des métiers		Papeete - Tahiti
Comité de liaison Europe- Afrique- Caraïbes-Pacifique, COLEACP	COLEACP	Rungis Cedex
European Chamber of International Business	ECIB	Paris
Fédération des chambres de commerce et	FCCI	Saint-denis

d'industrie de l'Océan indien		Cedex
Ministère de l'économie et des finances		PAPEETE
Organization for Economic Cooperation and Development	OECD	Paris Cedex 16
Service du commerce extérieur du Polynésie française		Papeete - Tahiti
UBIFRANCE L'Agence française pour le développement international des entreprises		Paris
World Chambers Federation	WCF	Paris
Country : Gabon		
Agence de Promotion des Investissements Privés	APIP	Libreville
Agence nationale de promotion de la PME-PMI	PROMOGABON	Libreville
Chambre de commerce, d'agriculture, d'industrie et des mines du Gabon		Libreville
Communauté économique des Etats de l'Afrique centrale	CEEAC	Libreville
Ministère du commerce, du développement industriel chargé de l'intégration régionale		Libreville
Country : Gambia		
Gambia Chamber of Commerce and Industry		Banjul
Ministry of Trade, Regional Integration and Employment	MOTIE	Banjul
Country : Georgia		
Georgian Chamber of Commerce and Industry		Tbilisi
Georgian National Investment Agency		Tbilisi
Ministry of Economic Development		Tbilisi

Ministry of Foreign Affairs of Georgia		Tbilisi
Country : Germany		
Afrika-Verein Business Development GmbH		Hamburg
Berlin Business Development Corporation		Berlin
Bundesministerium für Wirtschaft und Arbeit		Berlin
Bundesverband des Deutschen Exporthandels eV	BDEX	Berlin
Bundesverband des Deutschen Gross- und Aussenhandels	BGA	Berlin
Deutsche Gesellschaft für Technische Zusammenarbeit	GTZ	Eschborn
Deutscher Industrie- und Handelskammertag	DIHK	Berlin
Gesellschaft für Aussenwirtschaft und Standortmarketing mbH	GTAI	Bonn
Handelskammer Hamburg		Hamburg
Industrie- und Handelskammer für München und Oberbayern		Munich
Industrie und Handelskammer zu Berlin	IHK	Berlin
Industrie- und Handelskammer zu Frankfurt am Main		Frankfurt
Industrie- und Handelskammer zu Köln		Cologne
Wirtschaftsvereinigung Gross- und Aussenhandel Hamburg e.V		Hamburg City Süd
Country : Ghana		
31st December Women's Movement of Ghana		Accra
Association of Ghana Industries	AGI	Accra North

Central Region Development Commission	CEDECOM	Cape Coast
Federation of Associations of Ghanaian Exporters	FAGE	Accra
Ghana Export Promotion Council	GEPC	Accra
Ghana National Chamber of Commerce and Industry		Accra
Ministry of Trade and Industry		Accra
Sekondi-Takoradi Regional Chamber of Commerce and Industry		Takoradi
Country : Greece		
Athens Chamber of Commerce and Industry		Athens
Chamber of Commerce and Industry of Thessaloniki		Thessaloniki
Exporters' Association of Northern Greece	SEVE	Thessaloniki
Hellenic Foreign Trade Board	HEPO	Helioupolis, Athens
Hellenic Organization of Small and Medium-Sized Enterprises and Handicrafts	EOMMEX	Athens
Heraklion Chamber of Commerce and Industry		Heraklion
Panhellenic Exporters Association		Athens
Piraeus Chamber of Commerce and Industry		Piraeus
Trade Point Athens		Ilioupolis, Athens
Union of Hellenic Chambers of Commerce and Industry		Athens
Country : Grenada		

Grenada Chamber of Industry and Commerce		St George's
Ministry of Environment, Foreign Trade and Export Development		St George's
Country : Guatemala		
Asociación Guatemalteca de Exportadores	AGEXPORT	Guatemala City
Cámara de Comercio de Guatemala		Guatemala
Cámara de Industria de Guatemala		Ciudad De Guatemala
Ministerio de Economía		Ciudad De Guatemala
Secretaría de Integración Económica Centroamericana	SIECA	Ciudad De Guatemala
Country : Guinea		
Centre international d'échanges et de promotion des exportations	CIEPEX	Conakry
Chambre de commerce, d'industrie et d'artisanat de Guinée	CCIAG	Conakry
Ministère du commerce, de l'industrie et des PME		Conakry
Projet cadre de promotion des exportations agricoles	PCPEA	Conakry
Country : Guinea-Bissau		
Câmara de Comércio, Indústria e Agricultura da Guiné-Bissau		Bissau
Ministério do Comércio, Indústria e Artesanato		Bissau
Country : Guyana		
Caribbean Community Secretariat	CARICOM	Georgetown
Georgetown Chamber of Commerce and		Georgetown

Industry		
Guyana Manufacturing and Services Association Ltd.	SMSA	Georgetown
Guyana Office for Investment	GOINVEST	Georgetown
Ministry of Tourism, Industry and Commerce		Georgetown
Country : Haiti		
Agence internationale de promotion et d'information commerciales	AIPICOM	Port-au-prince
Association des industries d'Haïti	ADIH	Pétion-Ville
Centre d'appui à la promotion du commerce	PROMOCOM	Port-au-prince
Chambre de commerce et d'industrie d'Haïti	CCIH	Port-au-prince
Chambre de commerce, d'industrie et des professions du Nord		Cap Haitien
Ministère du commerce et de l'industrie		Port-au-prince
Country : Honduras		
Banco Centroamericano de Integración Económica	BCIE	Tegucigalpa, MDC
Cámara de Comercio e Industria de Tegucigalpa		Tegucigalpa, MDC
Cámara de Comercio e Industrias de Cortés	CCIC	San Pedro Sula
Cámara Internacional de Norte		San Pedro Sula
Consejo Hondureño de la Empresa Privada	COHEP	Tegucigalpa, MDC
Dirección de Promoción de Comercio Exterior e Inversiones	SIC	Tegucigalpa, MDC
Federación de Agroexportadores de Honduras	FPX	San Pedro Sula

Fundación para la Inversión y Desarrollo de Exportaciones	FIDE	Tegucigalpa, MDC
ProTrade Honduras		Tegucigalpa, MDC
Country : Hong Kong , SAR China		
Chinese Manufacturers' Association of Hong Kong		Hong Kong
Federation of Hong Kong Industries	FHKI	Kowloon
Hong Kong Exporters' Association		Kowloon
Hong Kong General Chamber of Commerce		Hong Kong
Hong Kong Trade Development Council	HKTDC	Wanchai
The Chinese General Chamber of Commerce		Hong Kong
Country : Hungary		
Chamber of Commerce and Industry Bács-Kiskun		Kecskemet
Hungarian Chamber of Commerce and Industry		Budapest
Hungarian Investment and Trade Development Agency	ITDH	Budapest
Ministry for National Development and Economy		Budapest
Country : Iceland		
Iceland Chamber of Commerce		Reykjavik
Ministry for Foreign Affairs and External Trade		Reykjavik
Ministry of Industry, Energy and Tourism		Reykjavik
Trade Council of Iceland		Reykjavik

Country : India		
Agricultural and Processed Food Products Export Development Authority	APEDA	New Delhi
All India Association of Industries	AIAI	Mumbai
All India Exporters' Chamber		Mumbai
All India Manufacturers' Organisation	AIMO	Chennai
Apparel Export Promotion Council	AEPC	Haryana
Associated Chambers of Commerce and Industry of India	ASSOCHAM	New Delhi
Basic Chemicals, Pharmaceuticals and Cosmetics Export Promotion Council	CHEMEXCIL	Mumbai, Maharashtra
Bengal National Chamber of Commerce and Industry		Kolkata
Bombay Chamber of Commerce and Industry	BCCI	Mumbai
CAPEXIL		Kolkata
Carpet Export Promotion Council	CEPC	New Delhi
Cashew Export Promotion Council of India		Cochin
Central Silk Board		Bangalore
Cochin Chamber of Commerce and Industry		Cochin
Coffee Board		Bangalore, Kanataka
Coir Board		Cochin
Confederation of Indian Food Trader Industry	CIFTI	New Dehli
Confederation of Indian Industry	CII	New Delhi
Cotton Textiles Export Promotion Council		Mumbai

Council for Leather Exports		Chennai
Electronics and Computer Software Export Promotion Council	ESC	New Delhi
Engineering Export Promotion Council	EEPC	Kolkata
Export Promotion Council for Handicrafts	EPCH	New Delhi
Federation of Indian Chambers of Commerce and Industry	FICCI	New Delhi
Federation of Indian Export Organisations	FIEO	New Delhi
Federation of Indian Micro and Small & Medium Enterprises	FISME	New Delhi
Foreign Trade Development Association of India		Indore
Foreign Trade Development Centre	FTDC	New Delhi
Gem and Jewellery Export Promotion Council		Bandra-East Mumbai
Handloom Export Promotion Council		Chennai 4
Herbs and Herbal Exports Promotion Association of India	HEPAI	Indore
India Trade Promotion Organisation	ITPO	New Delhi
India-China Chamber of Commerce & Industry	ICCCI	Mumbai
Indian Merchants' Chamber	IMC	Mumbai
Indian Silk Export Promotion Council		Mumbai
Indo-Overseas Chamber of Commerce and Industry	IOCCI	Indore
Institute of Small Enterprises and Development	ISED	Vennala, Cochin
Madras Chamber of Commerce and Industry	MCCI	Chennai, Tamilnadu

Mahratta Chamber of Commerce, Industries and Agriculture	MCCIA	Pune
Marine Products Export Development Authority	MPEDA	Cochin
Ministry of Commerce and Industry		New Delhi
National Centre for Trade Information	NCTI	New Delhi
PHD Chamber of Commerce and Industry		New Delhi
Plastics Export Promotion Council	PLEXCONCIL	Mumbai
Powerloom Development & Export Promotion Council	PDEXCIL	Mumbai
Rubber Board		Kottayam, Kerela
Self Employed Women's Association Gram Mahila Haat	SEWA	Ahmedabad
Shellac Export Promotion Council		Kolkata
South Kolkata Chamber for Promotion of International Trade		Kolkata
Spices Board		Cochin
Sports Goods Export Promotion Council	SGEPC	New Delhi
Synthetic & Rayon Textiles Export Promotion Council	SRTEPC	Mumbai
Tea Board		Kolkata
Tobacco Board India - Ministry of Commerce		Guntur, Andhra Pradesh
Trade Point New Delhi		New Delhi
Wool & Woollens Export Promotion Council	WWEPC	New Delhi
World Association for Small and Medium Enterprises	WASME	Noida
World Trade Centre Mumbai	WTC Mumbai	Mumbai

Country : Indonesia		
Association of Southeast Asian Nations	ASEAN	Jakarta
Indonesian Business Women Association	IWAPI	Jakarta
Jakarta Chamber of Commerce and Industry		Jakarta
Ministry of Industry and Trade	MOIT	Jakarta
National Agency for Export Development	NAFED	Jakarta
Country : Iran (Islamic Republic of)		
Economic Cooperation Organization	ECO	Tehran
Iran Chamber of Commerce, Industries and Mines		Tehran
Iran Trade Point		Tehran
Iran Trade Promotion Organization	ITPO	Tehran
Country : Iraq		
Baghdad Chamber of Commerce		Baghdad
Federation of Iraqi Chambers of Commerce		Baghdad
Import and Export State Company		Baghdad
Ministry of Trade		Baghdad
Country : Ireland		
Bord Bia/Irish Food Board		Dublin
Chambers of Commerce of Ireland		Dublin
Cork Chamber of Commerce		Cork
Dublin Chamber of Commerce		Dublin
Enterprise Ireland		Dublin
Irish Exporters Association		Dublin

Country : Israel		
Chamber of Commerce and Industry - Haifa and Northern Israel		Haifa
Federation of Israeli Chambers of Commerce	FICC	Tel Aviv
Israel Center for Trade with Developing Countries	ICTDC	Jerusalem
Israel Export and International Cooperation Institute	IEICI	Tel Aviv
Manufacturers Association of Israel		Tel Aviv
Ministry of Industry and Trade		Jerusalem
Trade Point Israel		Tel Aviv
Country : Italy		
Associazione Italiana Commercio Estero	AICE	Milan
Camera di Commercio di Bari	AICAI	Bari
Camera di Commercio di Genova		Genes
Camera di Commercio di Milano		Milan
Camera di Commercio di Napoli		Naples
Camera di Commercio di Torino		Turin
Camera di Commercio di Trieste		Trieste
Centro Estero Internazionalizzazione Piemonte		Turin
FAO-GLOBEFISH		Rome
Food and Agriculture Organization of the United Nations	FAO	Rome
Istituto Nazionale per il Commercio Estero	ICE	Rome
PROMOS - Special Agency of the Milan Chamber of Commerce for International	PROMOS	Milan

Activities		
Technological Information Promotion System	TIPS	Rome
Trade Point InVeneto		Treviso
Trade Point Lecco		Lecco
Unione Italiana delle Camere di Commercio, Industria, Artigianato e Agricoltura		Rome
Country : Jamaica		
Jamaica Chamber of Commerce		Kingston
Jamaica Exporters Association	JEA	Kingston
Jamaica Manufacturers' Association	JMA	Kingston
Jamaica Trade and Invest	JTI	Kingston
Ministry of Industry, Investment and Commerce		Kingston
Private Sector Organization of Jamaica	PSOJ	Kingston
Trade Point Jamaica		Kingston
Country : Japan		
International Tropical Timber Organization	ITTO	Yokohama
Japan Chamber of Commerce and Industry		Tokyo
Japan External Trade Organization	JETRO	Tokyo
Japan Foreign Trade Council, Inc.	JFTC	Tokyo
Kyoto Chamber of Commerce and Industry		Kyoto
Osaka Chamber of Commerce and Industry		Osaka
Sapporo Chamber of Commerce and Industry	SCCI	Sapporo

Tokyo Chamber of Commerce and Industry		Tokyo
Yokohama Foreign Trade Association		Yokohama
Country : Jordan		
Amman Chamber of Commerce		Amman
Amman Chamber of Industry	ACI	Amman
Business and Export Development Project for Jordanian Enterprises		Amman
Jordan Chamber of Commerce		Amman
Jordan Enterprise Development Corporation	JEDCO	Amman
Jordan Exporters Association		Amman
Jordanian Businessmen Association		Amman
Ministry of Industry and Trade		Amman
Trade Point Amman		Amman
Country : Kazakhstan		
Astana Chamber of Commerce and Industry		Astana
Chamber of Commerce and Industry of Kazakhstan		Almaty
Corporation for Export Development and Promotion	KAZNEX	Almaty
Economic Research Institute	ERI	Astana
Ministry of Economy and Trade		Astana
Country : Kenya		
Eastern and Southern Africa Business Organization	ESABO	Nairobi
Eastern and Southern Africa Trade Promotion and Training Centre	ESATPTC	Nairobi

Export Promotion Council	EPC	Nairobi
Horticultural Crops Development Authority	HCDA	Nairobi
Kenya Association of Manufacturers		Nairobi
Kenya National Chamber of Commerce and Industry		Mombasa
Ministry of Trade and Industry		Nairobi
Country : Kiribati		
Kiribati Chamber of Commerce		Tarawa
Ministry of Commerce, Industry and Cooperative		Betio Tarawa
Country : Kuwait		
Kuwait Chamber of Commerce and Industry	KCCI	Kuwait
Ministry of Commerce and Industry		Kuwait City
Country : Kyrgyzstan		
Chamber of Commerce and Industry of the Kyrgyz Republic		Bishkek
Ministry of Trade and Industry		Bishkek
State Committee on Foreign Inv. and Economic Development		BISHKEK
Country : Lao People's Democratic Republic		
Lao National Chamber of Commerce and Industry		Vientiane
Lao Trade Production and Trade Promotion		Vientiane Capital
Ministry of Commerce - Foreign Trade Department		Vientiane
Country : Latvia		

Investment and Development Agency of Latvia	LIAA	Riga
Latvian Chamber of Commerce and Industry	LCCI	Riga
Ministry of Economics of the Republic of Latvia		Riga
Country : Lebanon		
Association of Lebanese Industrialists		Beirut
Beirut Traders Associations		Beirut
Chamber of Commerce, Industry and Agriculture of Beirut and Mount Lebanon		Beirut
Economic and Social Commission for Western Asia	UN/ESCWA	Beirut
General Union of Chambers of Commerce, Industry and Agriculture for Arab Countries	GUCCIAAC	Beirut
Trade Point Beirut - Ministry of Economy and Trade		Beirut
Country : Lesotho		
Lesotho Chamber of Commerce and Industry		Maseru
Lesotho National Development Corporation	LNDC	Maseru
Ministry of Trade & Industry, Cooperatives and Marketing		Maseru
Country : Liberia		
Ministry of Commerce and Industry		Monrovia
Country : Libya		
Benghazi Chamber of Commerce, Industry and Agriculture		Benghazi

Export and Import Promotion Board (Benghazi Branch)		Benghazi
Export-Import Promotion Board	EIPB	Tripoli
General Federation of Chambers of Commerce, Industries and Agriculture		Tripoli
Misurata Chamber of Commerce, Industry and Agriculture		Misurata
Tripoli Chamber of Commerce, Industry and Agriculture		Tripoli
Country : Liechtenstein		
Liechtenstein Chamber of Commerce and Industry	LCCI	Vaduz
Country : Lithuania		
Association of Lithuanian Chambers of Commerce, Industry and Crafts		Vilnius
Confederation of Lithuanian Industrialists	LPK	Vilnius
Klaipeda Chamber of Commerce, Industry and Crafts		Klaipeda
Lithuanian Development Agency	LDA	Vilnius
Ministry of Foreign Affairs		Vilnius
Vilnius Chamber of Commerce, Industry and Crafts		Vilnius
Country : Luxembourg		
Chambre de commerce du Grand-Duché de Luxembourg		Luxembourg
Luxembourg for business		Luxembourg
Ministère de l'économie et du commerce extérieur		Luxembourg
Ministère des affaires étrangères		Luxembourg

Country : Macao, SAR China		
Macao Chamber of Commerce		Macao
Macao Importers and Exporters Association		Macau
Macao Trade and Investment Promotion Institute	IPIM	Macao
Country : Madagascar		
Association des femmes entrepreneurs de Madagascar		Antananarivo
Association des petites et micro entreprises de Madagascar	APMEM	Antananarivo
Centre des techniques et pratiques du commerce international	CTPCI	Antananarivo
Chambre de commerce, d'industrie et d'agriculture d'Antananarivo		Antananarivo
Chambre de commerce, d'industrie et d'agriculture d'Antsiranana		Antsiranana
Chambre de commerce, d'industrie et d'agriculture de Mahajanga		Mahajanga
Chambre de commerce, d'industrie et d'agriculture de Nosy-Be		Nosy-be
Chambre de commerce, d'industrie et d'agriculture de Toamasina		Toamasina
Groupement des Entreprises de Madagascar	GEM	Antananarivo
Ministère de l'Economie, du Commerce et de l'Industrie		Antananarivo
Country : Malawi		
Malawi Confederation of Chambers of Commerce and Industry		Blantyre
Malawi Export Promotion Council	MEPC	Blantyre

Ministry of Industry and Trade		Lilongwe
National Association of Business Women	NABW	Blantyre
Country : Malaysia		
Associated Chinese Chambers of Commerce and Industry of Malaysia		Kuala Lumpur
Federal Agricultural Marketing Authority	FAMA	Batu Caves
Federation of Malaysian Manufacturers	FMM	Kuala Lumpur
INFOFISH Asia-Pacific Region		Kuala Lumpur
Kuala Lumpur & Selangor Indian Chambers of Commerce and Industry		Kuala Lumpur
Malay Chamber of Commerce		Kuala Lumpur
Malaysia External Trade Development Corporation	MATRADE	Kuala Lumpur
Malaysian Associated Indian Chambers of Commerce and Industry		Kuala Lumpur
Malaysian International Chamber of Commerce and Industry	MICCI	Kuala Lumpur
Ministry of International Trade and Industry	MITI	Kuala Lumpur
National Chamber of Commerce and Industry of Malaysia	NCCIM	Kuala Lumpur
South Investment, Trade and Technology Data Exchange Center	SITTDEC	Kuala Lumpur
Country : Maldives		
Maldives National Chamber of Commerce and Industry		Male
Ministry of Economic Development and Trade		Male
State Trading Organization		Male
Country : Mali		

Chambre de commerce et d'industrie du Mali		Bamako
Ministère de l'industrie des investissements et du commerce		Bamako
Country : Malta		
Malta Chamber of Commerce		Valletta VLT
Malta Enterprise		San Gwann
Malta Federation of Industry		Floriana, VLT
Country : Mauritania		
Chambre de commerce, d'industrie et d'agriculture de Mauritanie		Nouakchott
Ministère du commerce de l'industrie de l'artisanat et du tourisme		Nouakchott
Country : Mauritius		
Association Mauricienne des Femmes Chefs d' Entreprises	AMFCE	Péreybère
Chinese Business Chamber		Port Louis
Indian Ocean Commission	IOC	Quatre Bornes
Mauritius Chamber of Agriculture		Port Louis
Mauritius Chamber of Commerce and Industry	MCCI	Port Louis
Mauritius Industrial Development Authority	MIDA	Port Louis
Ministry of Industry and Cooperatives		Port Louis
Small Enterprises and Handicraft Development Authority	SEHDA	Coromandel
Country : Mexico		
Asociación Iberoamericana de Cámaras de Comercio	AICO	Mexico, D.F.

Asociación Nacional de Importadores y Exportadores de la República Mexicana	ANIERM	Mexico, D.F.
Banco Nacional de Comercio Exterior, SNC	BANCOMEXT	Mexico, D.F.
Cámara de Comercio, Servicios y Turismo de la Ciudad de México	CANACO	Mexico, D.F.
Confederación de Cámaras Industriales de los Estados Unidos Mexicanos	CONCAMIN	Mexico, D.F.
Confederación de Cámaras Nacionales de Comercio, Servicios y Turismo		Mexico, D.F.
Consejo Empresarial Mexicano de Comercio Exterior, Inversión y Tecnología	COMCE	Mexico, D.F.
Coordinadora de Fomento al Comercio Exterior del Estado de Guanajuato	COFOCE	Leon, Guanajuato
ProMexico	ProMexico	Mexico City
Secretaría de Economía		Mexico, D.F.
Trade Point México		Naupalcán de Juárez
Trade Point Monterrey		Monterrey
Country : Micronesia (Federated States of)		
Chuuk Chamber of Commerce		Chuuk State
Kosrae Chamber of Commerce		Kosrae State
Country : Monaco		
Chambre de développement économique de Monaco	CDE	Monaco Cedex
Country : Mongolia		
Business Council of Mongolia	BCM	Ulaanbaatar
Foreign Investment and Foreign Trade Agency	FIFTA	Ulaanbaatar

Ministry of Industry and Trade		Ulaanbaatar
Mongolia Trade		Ulaanbaator
Mongolian National Chamber of Commerce and Industry	MNCCI	Ulaanbaatar
Country : Montenegro		
Directorate for Development of Small and Medium-Sized Enterprises		Podgorica
Ministry for Economic Development of Montenegro		Podgorica
Country : Morocco		
Association des organisations africaines de promotion commerciale	AOAPC	Tanger
Association marocaine des exportateurs	ASMEX	Casablanca
Centre for Marketing Information and Advisory Services for Fishery Products in the Arab Region	INFOSAMAK	Casablanca
Centre marocain de promotion des exportations	CMPE	Casablanca
Chambre de commerce et d'industrie de Tanger		Tanger
Chambre de commerce, d'industrie et de services de Casablanca		Casablanca
Chambre de commerce, d'industrie et de services de Rabat		Rabat
Chambre de commerce, d'industrie et de services des Provinces de Kénitra et Sidi Kacem		Kenitra
Chambre de commerce, d'industrie et de services d'Oujda	CCISO	Oujda
Conseil national du commerce extérieur	CNCE	Hay Riyad BP 1478 Rabat
Fédération marocaine des chambres de		Rabat

commerce, d'industrie et de services		
Islamic Centre for the Development of Trade	ICDT	Casablanca
Ministère de l'industrie, du commerce, de l'énergie et des mines		Rabat
Secrétariat général de l'Union du Magreb arabe	UMA	Rabat
Union des chambres économiques du Maghreb arabe	UCEMA	Casablanca
Country : Mozambique		
Câmara do Comércio de Moçambique		Maputo
Instituto para a Promoção de Exportações	IPEX	Maputo
Ministério da Indústria e Comércio		Maputo
Country : Myanmar		
Ministry of Commerce - Directorate of Trade		Yangon
Union of Myanmar Federation of Chambers of Commerce and Industry		Yangon
Country : Namibia		
Ministry of Trade and Industry		Windhoek
Namibia Chamber of Commerce and Industry	NCCI	Windhoek
Country : Nepal		
Bhaktapur Chamber of Commerce and Industry		Bhaktapur
Birgunj Chamber of Commerce and Industries		Birganj, Parsa
Butwal Chamber of Commerce and Industry	BUCCI	Butwal
Federation of Nepalese Chambers of Commerce and Industry	FNCCI	Kathmandu

Lalitpur Chamber of Commerce and Industry	LCCI	Lalitpur
Nepal Chamber of Commerce		Kathmandu
Nepal Foreign Trade Association	NFTA	Kathmandu
Nepal Trans Himalayan Trade Association		Kathmandu
Pokhara Chamber of Commerce and Industry		Pokhara
SAARC Secretariat		Kathmandu
Trade and Export Promotion Centre	TEPC	Kathmandu
Trade and Export Promotion Centre Biratnagar		Kathmandu
Country : Netherlands		
Agency for International Business and Cooperation	EVD	Ec The Hague
Centre for the Promotion of Imports from Developing Countries	CBI	Da Rotterdam
Confederation of International Trading Houses Associations CITHA	CITHA	AA The Hague
Federation for the Netherlands Exports	FENEDEX	Lk The Hague
Holland Exports	BUHOVA	Bj Haarlem
Rotterdam Chamber of Commerce		Rotterdam
Technical Centre for Agricultural and Rural Cooperation	CTA	Aj Wageningen
Country : Netherlands Antilles		
Bonaire Chamber of Commerce and Industry		Kralendijk, Bonaire
Curaçao Chamber of Commerce and Industry		Willemstad, Curacao
St. Marteen Chamber of Commerce and		Philipsburg, St.

Industry		Maarten
Trade Point Curaçao		Willemstad, Curacao
Country : New Caledonia		
Chambre de commerce et d'industrie de Nouvelle-Calédonie		Noumea Cedex
Country : New Zealand		
Auckland Chamber of Commerce		Auckland
Canterbury Employers' Chamber of Commerce		Christchurch
Marlborough Chamber of Commerce		Blenheim
Nelson Regional Chamber of Commerce Inc. - Commerce Nelson		Nelson
New Zealand Trade and Enterprise	NZTE	Wellington
Otago Chamber of Commerce and Industry		Dunedin
Pacific Islands Trade and Investment Commission		Auckland
Wellington Regional Chamber of Commerce		Wellington
Country : Nicaragua		
Asociación de Productores y Exportadores de Nicaragua	APEN	Managua
Cámara de Comercio de Nicaragua		Managua
Cámara de Industrias de Nicaragua	CADIN	Managua
Centro de Exportaciones e Inversiones	CEI	Managua
Centro de Trámites de las Exportaciones	CETREX	Managua
Country : Niger		
Chambre de commerce, d'agriculture, d'industrie et d'artisanat	CCAIA	Niamey

Ministère du commerce de l'industrie et de la promotion du secteur privé		Niamey
Projet de promotion des exportations agropastorales	PPEAP	Niamey
Country : Nigeria		
Abuja Chamber of Commerce and Industry		Abuja
Benin Chamber of Commerce, Industry, Mines and Agriculture		Benin City
Calabar Chamber of Commerce and Industry		Calabar
Economic Community of West African States	ECOWAS	Abuja
Enugu Chamber of Commerce, Industry, Mines and Agriculture	ECCIMA	Enugu
Federal Ministry of Commerce		Abuja
Federation of West African Chambers of Commerce	FWACC	Lagos
Ibadan Chamber of Commerce and Industry		Ibadan
Kaduna Chamber of Commerce, Industry, Mines and Agriculture		Kaduna
Kano Chamber of Commerce and Industry		Kano
Lagos Chamber of Commerce and Industry		Lagos
National Association of Nigerian Women in Business	NANWIB	Kaduna
Nigerian Association of Chambers of Commerce, Industry, Mines and Agriculture		Lagos
Nigerian Export Promotion Council	NEPC	Abuja

Port Harcourt Chamber of Commerce, Industry, Mines and Agriculture		Port Harcourt, Rivers
Country : Niue		
Niue Chamber of Commerce		Alofa
Country : Northern Mariana Islands		
Saipan Chamber of Commerce		Saipan
Country : Norway		
Confederation of Norwegian Commercial and Service Enterprises	HSH	Oslo
Innovation Norway		Oslo
Norwegian Agency for Development Cooperation	NORAD	Oslo
Oslo Chamber of Commerce		Oslo
Country : Oman		
Oman Chamber of Commerce and Industry		Ruwi
Omani Centre for Investment Promotion and Export Development	OCIPEP	Muscat
Country : Pakistan		
All Pakistan Cloth Exporters Association		Faisalabad
All Pakistan Commercial Exporters Association of Rough and Un-polished Precious and Semi-precious Stones		Peshawar
Azad Jammu and Kashmir Chamber of Commerce and Industry	AJKCCI	Mirpur UR
Board of Investment and Trade	BOIT	Islamabad
Chamber of Commerce & Industry of Karachi	KCCI	Karachi
Faisalabad Chamber of Commerce and Industry, Inc.		Faisalabad

Federation of Pakistan Chambers of Commerce and Industry	FPCCI	Karachi
Islamabad Chamber of Commerce and Industry	ICCI	Islamabad
Islamic Chamber of Commerce and Industry	ICCI	Karachi
Jhelum Chamber of Commerce and Industry		Jhelum
Lahore Chamber of Commerce and Industry	LCCI	Lahore
Overseas Investors Chamber of Commerce & Industry		Karachi
Pakistan Bedwear Exporters Association	PBEA	Karachi
Pakistan Tanners Association		Karachi
Quetta Chamber of Commerce and Industry		Quetta
Rawalpindi Chamber of Commerce and Industry	RCCI	Rawalpindi
Sialkot Chamber of Commerce and Industry		Sialkot
South Asian Association for Regional Cooperation, Chamber of Commerce and Industry	SAARC	Islamabad
Trade Development Authority of Pakistan	TDAP	Karachi
Trade Development Authority of Pakistan Islamabad	TDAP	Islamabad
Trade Development Authority of Pakistan Lahore	TDAP	Lahore
Trade Development Authority Pakistan Faisalabad	TDAP	Faisalabad
Trade Development Authority Peshawar		Peshawar

Country : Palau		
Palau Chamber of Commerce		Koror
Country : Panama		
Asociación Panameña de Exportadores	APEX	Panama
Cámara de Comercio, Industrias y Agricultura de Panamá		Panama
Ministerio de Comercio e Industrias		Panama
Country : Papua New Guinea		
Department of Trade and Industry		Waigani, NCD
Papua New Guinea Chamber of Commerce and Industry		Port Moresby
Port Moresby Chamber of Commerce and Industry		Port Moresby
Country : Paraguay		
Cámara Nacional de Comercio y Servicios		Asuncion
Ministerio de Industria y Comercio	MIC	Asuncion
Red de Inversiones y Exportaciones	REDIEX	Asuncion
Country : Peru		
Asoc. Latinoamericana de Instituciones Financieras para el Desarrollo	ALIDE	Lima
Asociación de Exportadores	ADEX	Lima
Cámara de Comercio de Lima		Lima
Comisión de Promoción del Perú	PromPerú	Lima
La Comisión de Promoción del Perú para la Exportación y el Turismo	PROMPERU	Lima
Secretaría General de la Comunidad Andina		Lima
Sociedad de Comercio Exterior del Perú	COMEXPERU	Lima

Sociedad Nacional de Industrias	SNI	Lima
Country : Philippines		
Asian Development Bank	ADB	Manila City
Business Philippines		Makati City
Cagayan de Oro Chamber of Commerce and Industry Foundation, Inc.		Cagayan De Oro City
Cebu Chamber of Commerce and Industry	CCCI	Cebu City
Cebu Trade Point		Cebu City
Center for International Trade Expositions and Missions	CITEM	Pasay City
Philippine Chamber of Commerce and Industry	PCCI	Taguig City
Philippine Exporters Confederation, Inc.	PHILEXPORT	Pasay City
Country : Poland		
Chamber of Industry and Commerce of Torun		Torun
Foreign Trade Research Institute	IKC	Warsaw
Katowice Chamber of Commerce and Industry		Katowice
Koszalin Chamber of Commerce and Industry		Koszalin
Lodz Chamber of Trade and Commerce		Lodz
Lower-Silesian Chamber of Commerce		Wroclaw
Ministry of Economy		Warsaw
Northern Chamber of Commerce		Szczecin
Polish Chamber of Commerce		Warsaw
Trade Point Poznan		Poznan
Wielkopolska Chamber of Commerce		Poznan

and Industry		
Country : Portugal		
Agencia para o Investimento e Comercio Externo de Portugal	AICEP	Lisbon
Associação Industrial Portuguesa	AIP	Lisbon
Câmara de Comércio e Indústria do Porto		Porto
Câmara de Comércio e Indústria Portuguesa - Associação Comercial de Lisboa		Lisbon
Instituto de Apoio às Pequenas e Médias Empresas e ao Investimento	IAPMEI	Lisbon
Country : Puerto Rico		
Compañía de Comercio y Exportación de Puerto Rico		San Juan
Country : Qatar		
Gulf Organization for Industrial Consulting	GOIC	Doha
Ministry of Finance, Economy and Trade		Doha
Qatar Chamber of Commerce and Industry		Doha
Country : Republic of Korea (the)		
Anyang Chamber of Commerce and Industry		Anyang
Korea Chamber of Commerce and Industry	KCCI	Seoul
Korea International Trade Association	KITA	Seoul
Korea Trade-Investment Promotion Agency	KOTRA	Seoul
Trade Point Seoul		Seoul
Country : Republic of Moldova (the)		

Chamber of Commerce and Industry of the Republic of Moldova	CCIM	Chisinau, MD
Ministry of Economy and Trade		Chisinau, MD
Moldovan Investment and Export Promotion Organisation	MIEPO	Chisinau
Country : Romania		
Businessmen's Association of Romania		Bucharest
Chamber of Commerce and Industry of Romania	CCIR	Bucharest
Chamber of Commerce, Industry and Agriculture of Bacau		Bacau
Chamber of Commerce, Industry and Agriculture Timisoara		Timisoara
Cluj Center for Export Promotion	EXPRO	Cluj-napoca
Cluj Chamber of Commerce, Industry and Agriculture		Cluj-napoca
Foundation for Promotion of Small & Medium-sized Private Enterprises	CENPROL	Galati
Iasi Chamber of Commerce and Industry		Iasi
Romanian Trade Promotion Centre	RTPC	Bucharest
Trade Point Bucharest		Bucharest
Country : Russian Federation		
All-Russia Market Research Institute	VNIKI	Moscow
Arkhangelsk Region Chamber of Commerce and Industry		Arkhangelsk
Astrakhan Region Chamber of Commerce and Industry		Astrakhan
Chamber of Commerce and Industry of the Pskov Region		Pskov
Far East Chamber of Commerce and		Khabarovsk

Industry		
International Investment Center	IIC	Yaroslavl
Kaliningrad Chamber of Commerce and Industry		Kaliningrad
Ministry of Economic Development and Trade		Moscow
Moscow Chamber of Commerce and Industry	MCCI	Moscow
Moscow International Business Association	MIBA	Moscow
Moscow Investment and Export Promotion Agency	MIEPA	Moscow
Nizhny Novgorod Region Chamber of Commerce and Industry		Nizhny Novgorod
North Chamber of Commerce and Industry	NCCI	Murmansk
Novgorod Chamber of Commerce and Industry		Novgorod
Novosibirsk Chamber of Commerce and Industry	NCCI	Novosibirsk
Omsk Chamber of Commerce and Industry		Omsky District
Russian Agency for Small and Medium Business Support		Moscow
Russian Federation Chamber of Commerce and Industry		Moscow
Russian National Trade Point	RNTP	Korolev
Saint-Petersburg Chamber of Commerce and Industry		St. Petersburg
South Urals Chamber of Commerce and Industry		Chelyabinsk
St. Petersburg Foundation for SME		St. Petersburg

Development		
Tver Chamber of Commerce and Industry		Tver
Ural Chamber of Commerce and Industry		Sverdlovsk
Vladimir Region Chamber of Commerce and Industry		Vladimir
Volgograd Chamber of Commerce and Industry	VCCI	Volgograd
Country : Rwanda		
Centre d'Appui aux Petites et Moyennes Entreprises au Rwanda		Kigali
Chamber of Women Entrepreneurs		Kigali
Fédération rwandaise du secteur privé	FRSP	Kigali
Ministre du Commerce et de l'Industrie	MINICOM	Kigali
Rwanda Development Board - Trade and Manufacturing Department		Kigali
Country : Saint Kitts and Nevis		
Ministry of International Trade		Basseterre
St. Kitts-Nevis Chamber of Industry and Commerce		Basseterre
Country : Saint Lucia		
Ministry of Commerce, Tourism, Investment and Consumer Affairs		Castries
Organisation of Eastern Caribbean States	OECS	Castries
St. Lucia Chamber of Commerce, Industry and Agriculture		Castries
St. Lucia Industrial and Small Business Association	SLISBA	Castries
St. Lucia Marketing Board	SLMB	Castries
St. Lucia National Development	NDC	Castries

Corporation		
Country : Saint Vincent and the Grenadines		
Ministry of Foreign Affairs, Commerce and Trade		Kingstown
SVG Chamber of Industry and Commerce		Kingstown
Country : Samoa		
Ministry of Commerce, Industry & Labour		Apia
Ministry of Foreign Affairs and Trade		Apia
Samoa Association of Manufacturers and Exporters	SAME	Apia
Samoa Chamber of Commerce and Industry Inc.		Apia
Women in Business Foundation		Apia
Country : Sao Tome and Principe		
Câmara do Comércio, Indústria, Agricultura e Serviços de São Tome e Principe		Sao Tome
Ministério da Agricultura e da Pesca		Sao Tome
Ministerio de Economia		Sao Tome
Country : Saudi Arabia		
Chamber of Commerce and Industry for the Eastern Province		Dammam
Council of Saudi Chambers of Commerce and Industry		Riyadh
Islamic Development Bank Islamic Research and Training Institute	IDB - IRTI	Jeddah
Jeddah Chamber of Commerce and Industry	JCCI	Jeddah
Ministry of Commerce		Riyadh

Riyadh Chamber of Commerce and Industry	RCCI	Riyadh
Saudi Export Development Center	SEDC	Riyadh
Country : Senegal		
Agence sénégalaise de promotion des exportations	ASEPEX	Dakar
Association des femmes d'affaires commerçantes		Dakar
Centre international du commerce extérieur du Sénégal	CICES	Dakar/yoff
Chambre de commerce, d'industrie et d'agriculture de Dakar	CCIAD	Dakar
Direction du commerce extérieur - Ministère du commerce		Dakar
Fondation Trade Point Senegal		Dakar
Country : Serbia		
Chamber of Commerce and Industry of Serbia		Belgrade
Chamber of Economy of Belgrade		Belgrade
Ministry of Trade and Services		Belgrade
Serbian Investment and Export Promotion Agency	SIEPA	Belgrade
Country : Seychelles		
Ministry of Industries and International Business	MIIB	Victoria, MAHE
Seychelles Chamber of Commerce and Industry		Victoria, MAHE
Seychelles International Business Authority	SIBA	Victoria, MAHE
Seychelles Marketing Board	SMB	Victoria, MAHE

Small Enterprise Promotion Agency	SEnPA	Mahe
Country : Sierra Leone		
Ministry of Trade, Industry and State Enterprises		Freetown
Sierra Leone Chamber of Commerce, Industry and Agriculture	SLCCIA	Freetown
Sierra Leone Investment and Export Promotion Agency	SLIEPA	Freetown
Small and Medium Scale Business Association of Sierra Leone	SMSBA	Freetown
Country : Singapore		
Asia-Pacific Economic Cooperation Secretariat		Singapore
Association of Small and Medium Enterprises	ASME	Singapore
International Enterprise Singapore	IES	Singapore
Ministry of Trade and Industry		Singapore
Pacific Economic Cooperation Council	PECC	Singapore
Singapore Business Federation	SBF	Singapore
Singapore Chinese Chamber of Commerce and Industry	SCCCI	Singapore
Singapore Indian Chamber of Commerce and Industry	SICCI	Singapore
Singapore International Chamber of Commerce	SICC	Singapore
Singapore Malay Chamber of Commerce and Industry		Singapore
Singapore Manufacturers' Federation		Singapore
Country : Slovakia		
Ministry of Economy of the Slovak		Bratislava

Republic		
National Agency for Development of Small and Medium Enterprises	NADSME	Bratislava 2
Slovak Chamber of Commerce and Industry	SCCI	Bratislava
Slovak Investment and Trade Development Agency	SARIO	Bratislava
Country : Slovenia		
Chamber of Commerce and Industry of Slovenia	CCIS	Ljubljana
Chamber of Craft of Slovenia		Ljubljana
Public Agency of Republic of Slovenia for Entrepreneurship and Foreign Investments	JAPTI	Ljubljana
Country : Solomon Islands		
Department of Commerce, Industries and Employment		Honiara
Federation of Solomon Islands Business		Honiara
Solomon Islands Chamber of Commerce and Employers		Honiara
Country : Somalia		
Ministry of Commerce and Industry		Mogadishu
Somali Chamber of Commerce, Industry, Agriculture and Fisheries		Mogadishu
Country : South Africa		
Cape Regional Chamber of Commerce and Industry		Cape Town
Chamber of Commerce and Industry - Johannesburg	JMCCI	Auckland Park
Department of Trade and Industry	DTI	Pretoria
Durban Chamber of Commerce and		Durban

Industry		
Gauteng Economic Development Agency	GEDA	Marshalltown
Port Elizabeth Regional Chamber of Commerce and Industry		Port Elizabeth
South African Chamber of Business	SACOB	Saxonwold
Trade Point Johannesburg		Johannesburg
Tshwane Business and Agricultural Chamber	TSHWABAC	Pretoria
Tshwane Metropolitan Council		Hatfield
Western Cape Investment and Trade Promotion Agency	WESGRO	Cape Town
Country : Spain		
Asociación de Cámaras de Comercio del Mediterráneo	ASCAME	Barcelona
Cámara Oficial de Comercio e Industria de Madrid		Madrid
Cámara Oficial de Comercio e Industria de Zaragoza		Zaragoza
Cámara Oficial de Comercio, Industria y Navegación de la Provincia de Málaga		Malaga
Cámara Oficial de Comercio, Industria y Navegación de las Palmas		Las Palmas
Cámara Oficial de Comercio, Industria y Navegación de Sevilla		Sevilla
Cámara Oficial de Comercio, Industria y Navegación de Valencia		Valencia
Cambra Oficial de Comerç, Indústria i Navegació de Barcelona		Barcelona
Consejo Superior de Cámaras de Comercio, Industria y Navegación de España		Madrid
Consortio de Promoción Comercial de	COPCA	Barcelona

Catalunya		
Instituto Español de Comercio Exterior	ICEX	Madrid
Secretaría de Estado de Comercio y Turismo		Madrid
Trade Point Aragón		Zaragoza
Country : Sri Lanka		
Ceylon Chamber of Commerce		Colombo
Chamber of International Trade Information Services		Piliyandala
Department of Commerce		Colombo
Federation of Chambers of Commerce and Industry of Sri Lanka		Colombo
National Chamber of Commerce of Sri Lanka	NCCSL	Colombo
National Chamber of Exporters of Sri Lanka		Colombo
Sri Lanka Export Development Board	EDB	Colombo
Sri Lanka Importers, Exporters and Manufacturers Association	SLIEMA	Colombo
Country : State of Palestine		
Ministry of Economy and Trade		Ramallah
Palestine Trade Center - PALTRADE	PALTRADE	Ramallah
Country : Sudan		
Arab Bank for Economic Development in Africa	BADEA	Khartoum
Ministry of Foreign Trade		Khartoum
Sudan Trade Point		Khartoum
Sudanese Businessmen and Employers Federation		Khartoum

Sudanese Chambers of Industries Association		Khartoum
Union of Sudanese Chambers of Commerce		Khartoum
Country : Suriname		
Kamer van Koophandel en Fabrieken		Paramaribo
Ministerie van Handel en Industrie		Paramaribo
Suriname Trade Promotion Organization	STPO	Kernkampweg, Paramaribo
Vereniging Surinaams Bedrijfsleven	VSN	Paramaribo
Women's Business Group Foundation		Paramaribo
Country : Swaziland		
Federation of Swaziland Employers and Chambers of Commerce		Mbabane
Ministry of Foreign Affairs and Trade		Mbabane
Women's Resource Centre		Manzini
Country : Sweden		
Association of Swedish Chambers of Commerce		Stockholm
Baltic Sea Chambers of Commerce Association	BCCA	Malmö
Chamber Trade Business to Business AB		Norrköping
EXPORTRADET		Stockholm
Ostsvenska Handelskammaren		Norrköping
Stockholms Handelskammare		Stockholm
Svensk Handel		Stockholm
Sydsvenska Industri- och Handelskammaren		Malmo
World Packaging Organisation	WPO	Kista

Country : Switzerland		
Association Swiss Export		Zurich
Fédération Mondiale des Zones Franches	FEMOZA	Geneva
OSEC Business Network Switzerland		Zurich
Swiss Import Promotion Programme	SIPPO	Zurich
Trade Point Geneva		Geneva
United Nations Conference on Trade and Development	UNCTAD	Geneva
United Nations Economic Commission for Europe	UN/ECE	Geneva
World Trade Organization	WTO	Geneva
Country : Syrian Arab Republic		
Aleppo Chamber of Commerce		Aleppo
Aleppo Chamber of Industry		Aleppo
Damascus Chamber of Commerce		Damascus
Damascus Chamber of Industry		Damascus
Federation of Syrian Chambers of Commerce		Damascus
Homs Chamber of Commerce and Industry		Homs
Syrian Enterprise and Business Centre	SEBC	Damascus
Syrian Export Development and Promotion Agency	EDPA	Damascus
Country : Taipei Chinese		
Bureau of Foreign Trade	BOFT	Taipei
Chinese International Economic Cooperation Association	CIECA	Taipei
Chinese National Association of Industry and Commerce	CNAIC	Taipei

Confederation of Asia-Pacific Chambers of Commerce and Industry	CACCI	Taipei
General Chamber of Commerce of the Republic of China		Taipei
Importers and Exporters Association of Taipei	IEATPE	Taipei
Kaohsiung Importers & Exporters Association	KIEA	Kaohsiung
Ministry of Economic Affairs		Taipei
Tainan Importers & Exporters Chamber of Commerce	NIE	Tainan
Taiwan External Trade Development Council	TAITRA	Taipei
Country : Tajikistan		
Chamber of Commerce and Industry of Tajikistan		Dushanbe
Ministry of Economy and Trade		Dushanbe
Country : Thailand		
Board of Trade of Thailand	BOT	Bangkok
Chiangmai Trade Point		Chiangmai
Department of Export Promotion	DEP	Bangkok
Economic and Social Commission for Asia and the Pacific	UNESCAP	Bangkok
Export Promotion Center		Chanthaburi
Export Promotion Center		Khon Kaen
Export Promotion Center		Songkhla
Export Promotion Center		Suratthani
Export Promotion Center - Ministry of Commerce		Chiangmai

Federation of Thai Industries	FTI	Bangkok
Thai Chamber of Commerce		Bangkok
Country : The former Yugoslav Republic of Macedonia		
Agency for Foreign Investments		Skopje
Economic Chamber of Macedonia		Skopje
Trade and Investment Prom. Sector - Ministry of Economy		Skopje
Country : Togo		
Banque ouest africaine de développement	BOAD	Lome
Chambre de commerce et d'industrie du Togo		Lome
Ministère du commerce, de l'industrie, des transports et du développement de la zone franche		Lome
Country : Tonga		
Ministry of Labour, Commerce and Industries		Nuku'alofa
Tonga Chamber of Commerce and Industry		Nuku'alofa
Country : Trinidad and Tobago		
Business Development Company Ltd	BDC	Port-of-Spain
Caribbean Association of Industry and Commerce	CAIC	Maraval
Ministry of Enterprise Development and Foreign Affairs		Port of Spain
South Trinidad Chamber of Industry and Commerce Inc.		San Fernando
Trinidad and Tobago Chamber of Industry and Commerce		Port of Spain
Trinidad and Tobago Manufacturers'	TTMA	Port of Spain

Association		
Trinidad and Tobago Ministry of Trade and Industry	MTI	Port of Spain
Country : Tunisia		
Agence de promotion de l'industrie	API	Tunis
Centre de promotion des exportations	CEPEX	Tunis
Chambre de commerce et d'industrie de Sfax		Sfax
Chambre de commerce et d'industrie de Tunis		Tunis
Ministère du commerce		Tunis
Tunis Trade Point		Tunis
Union tunisienne de l'industrie, du commerce et de l'artisanat	UTICA	Tunis
Country : Turkey		
Aegean Region Chamber of Industry	EBSO	Izmir
Ankara Ticaret Odasi	ATO	Ankara
Antalya Ticaret Ve Sanayi Odasi	ATSO	Antalya
Balkan Regional Center for Trade Promotion	BCTP	Kizilay, Ankara
Export Promotion Center of Turkey - Aegean Region Directorate		Izmir
Export Promotion Center of Turkey - IGEME Marmara Region Directorate		Istanbul
Foreign Economic Relations Board	DEIK	Istanbul
Istanbul Sanayi Odasi		Istanbul
Istanbul Ticaret Odasi		Istanbul
Izmir Ticaret Odasi		Pasaport-Izmir
Manisa Chamber of Commerce and	MTSO	Manisa

Industry		
Ministry of Economy		Ankara
Trade Point Ankara		Kizilay, Ankara
Turkish Industrialists' and Businessmen's Association	TUSIAD	Tepebasi, Istanbul
Union of Chambers of Commerce, Industry, Maritime Trade and Commodity Exchanges of Turkey		Ankara
Country : Turkmenistan		
Chamber of Commerce and Industry of Turkmenistan		Ashgabat
Ministry of Trade and Foreign Economic Relations		Ashgabat
Country : Tuvalu		
Ministry of Tourism, Trade and Commerce		Fongafale
Tuvalu Chamber of Commerce		Fongafale
Tuvalu National Council of Women		Funafuti
Country : Uganda		
Enterprises Uganda		Kampala
Federation of Uganda Women Business Organizations, Industry and Agriculture		Kampala
Horticultural Exporters Association of Uganda	HORTEXA	Kampala
Ministry of Tourism, Trade and Industry		Kampala
Trade Point Kampala		Kampala
Uganda Export Promotion Board	UEPB	Kampala
Uganda Importers, Exporters and Traders Association	UGIETA	Kampala
Uganda Manufacturers Association	UMA	Kampala

Uganda National Chamber of Commerce and Industry	UNCCI	Kampala
Uganda Women Entrepreneurs Association		Kampala
Country : Ukraine		
Chamber of Commerce and Industry of Crimea		Simferopol
Cherkasy Chamber of Commerce and Industry		Cherkasy
Dnipropetrovsk Chamber of Commerce and Industry		Dnipropetrovsk
Donetsk Chamber of Commerce and Industry		Donetsk
Kherson Chamber of Commerce and Industry	KCCI	Kherson
Kyiv Chamber of Commerce and Industry		Kyiv
Lviv Chamber of Commerce and Industry		Lviv
Odessa Regional Chamber of Commerce and Industry		Odessa
Transcarpathian Chamber of Commerce and Industry		Uzhgorod
Ukrainian Chamber of Commerce and Industry		Kyiv
Ukrainian Foreign Trade		Kyiv
Zaporizhia Chamber of Commerce and Industry		Zaporizhia
Country : United Arab Emirates		
Abu Dhabi Chamber of Commerce and Industry	ADCCI	Abu Dhabi
Ajman Chamber of Commerce and		Ajman

Industry		
Arab Trade Financing Program	ATFP	Abu Dhabi
Dubai Chamber of Commerce and Industry		Dubai
Dubai Export Development Corporation	EDC	Dubai
Federation of UAE Chambers of Commerce and Industry		Abu Dhabi
Federation of UAE Chambers of Commerce and Industry		Dubai
Fujairah Chamber of Commerce, Industry and Agriculture		Fujairah
Ministry of Economy and Commerce		Abu Dhabi
Ras Al-Khaimah Chamber of Commerce, Industry and Agriculture		Ras Al Khaimah
Sharjah Chamber of Commerce and Industry		Sharjah
Sharjah Commerce and Tourism Development Authority		Sharjah
Umm Al-Quwain Chamber of Commerce and Industry		Umm Al Quwain
Country : United Kingdom of Great Britain and Northern Ireland (the)		
British Chambers of Commerce		Coventry
Edinburgh Chamber of Commerce		Edinburgh
International Business Wales		Cardiff
International Cocoa Organization	ICCO	London
International Coffee Organization	ICO	London
International Federation of Business and Professional Women	BPW	Horsham, West Sussex
International Sugar Organization		London
London Chamber of Commerce and		London

Industry		
Natural Resources Institute	NRI	Chatham Maritime, Kent
Northern Ireland Chamber of Commerce and Industry		Belfast
UK Trade & Investment		London
Country : United Republic of Tanzania (the)		
Confederation of Tanzania Industries	CTI	Dar Es Salaam
Ministry of Industry and Trade		Dar Es Salaam
Ministry of Trade, Industry and Marketing	MTIM	Zanzibar
Tanzania Chamber of Commerce, Industry and Agriculture	TCCIA	Dar Es Salaam
Tanzania Exporters Association	TANEXA	Dar Es Salaam
Tanzania Trade Development Authority (TanTrade)	BET	Dar Es Salaam
Zanzibar Chamber of Commerce, Industry and Agriculture		Zanzibar
Zanzibar Trade Centre		Zanzibar
Country : United States of America		
American Association of Exporters and Importers	AAEI	Washington, DC
Chicagoland Chamber of Commerce		Chicago, Il
Federation of International Trade Associations	FITA	New York
Greater New York Chamber of Commerce		New York, NY
Greater Philadelphia Chamber of Commerce		Philadelphia, PA
Los Angeles Area Chamber of Commerce		Los Angeles, CA

Organization of American States Foreign Trade Information System	OAS/SICE	Washington, DC
San Francisco Chamber of Commerce		San Francisco, CA
Trade Point Detroit/Windsor		Detroit, MI
Trade Point Los Angeles		Lynwood, Ca
U.S. Chamber of Commerce		Washington, DC
U.S. Department of Agriculture Foreign Agricultural Service		Washington, DC
U.S. Department of Commerce		Washington, DC
World Bank		Washington, DC
World Economic Processing Zones Association	WEPZA	Danbury, CT
World Trade Centers Association	WTCA	New York, NY
Country : Uruguay		
Asociación Latinoamericana de Integración	ALADI	Montevideo
Cámara de Industrias del Uruguay		Montevideo
Cámara Nacional de Comercio y Servicios del Uruguay	CNCS	Montevideo
Dirección de Inteligencia y Promoción Comercial e Inversiones - Ministerio de Relaciones Exteriores	DPC	Montevideo
Gerencia de Comercio Exterior y PromoExport	LATU	Montevideo
INFOPECA -America Latina y el Caribe		Montevideo
Secretaría Administrativa del MERCOSUR		Montevideo
Unión de Exportadores del Uruguay	UEU	Montevideo

URUGUAY XXI - Instituto de Promoción de Inversiones y Exportaciones		Montevideo
Country : Uzbekistan		
Business Communication Centre	BCC	Tashkent
Chamber of Commerce and Industry of Uzbekistan		Tashkent
Trade Point Tashkent		Tashkent
Uzbek Foreign Economic Information and Commercial Center		Tashkent
Uzbekinvest Eximinform Marketing Agency		Tashkent
Country : Vanuatu		
Ministry of Commerce, Industry and Tourism		Port Vila
Vanuatu Chamber of Commerce and Industry		Port Vila
Vanuatu Commodities Marketing Board		Port Vila
Vanuatu Indigenous Melanesian Entrepreneurs Business Association		Port Vila
Vanuatu Investment Promotion Authority		PORT VILA
Vanuatu National Council of Women		Port Vila
Country : Venezuela (Bolivarian Republic of)		
Asociación Venezolana de Exportadores	AVEX	Caracas
Banco de Comercio Exterior	BANCOEX	Caracas
Cámara de Comercio de Caracas	CCC	Caracas
Confederación Venezolana de Industriales		Caracas
Corporación Andina de Fomento	CAF	Caracas

Federación Venezolana de Cámaras y Asociaciones de Comercio y Producción	FEDECAMARA	Caracas
Ministerio del Poder Popular para las Industrias Ligeras y el Comercio	MILCO	Caracas, Distrito Capital
Oficina de Relaciones Exteriores y Comercio del Estado Sucre	OREC	Cumana, Estado Sucre
Trade Point Maracaibo		Maracaibo
Country : Viet Nam		
An Giang Trade Promotion Center	ATPC	Long Xuyen City
Can Tho Trade Promotion Center		Can Tho
Investment and Trade Promotion Center	ITPC	Ho Chi Minh City
Vietnam Chamber of Commerce and Industry	VCCI-HCM	Ho Chi Minh City
Vietnam Chamber of Commerce and Industry	VCCI-HN	Hanoi
Vietnam Trade Information Center		Hanoi
Vietnam Trade Promotion Agency	VIETRADE	Hanoi
Country : Yemen		
Chamber of Commerce and Industry		Aden
Federation of Yemen Chambers of Commerce and Industry		Sana'a
Hadramout Chamber of Commerce and Industry		Mukalla
Hodeidah Chamber of Commerce and Industry	HODCCI	Hodeidah
Ministry of Industry and Trade		Sana'a
Sana'a Chamber of Commerce and Industry		Sana'a
Taiz Chamber of Commerce and Industry		Taiz

Yemen Export Supreme Council		Sana'a
Country : Zambia		
Common Market for Eastern and Southern Africa	COMESA	Lusaka
Federation of National Association of Women in Business in COMESA		Lusaka
Institute for Southern Africa Development	ISAD	Lusaka
Lusaka Chamber of Commerce and Industry		Lusaka
Ministry of Commerce, Trade and Industry		Lusaka
Trade Point Lusaka		Lusaka
Zambia Association of Chambers of Commerce and Industry	ZACCI	Lusaka
Zambia Chamber of Small and Medium Business Association	ZCSMBA	Lusaka
Zambia Development Agency	ZDA	Lusaka
Zambia Export Growers Association	ZEGA	Lusaka
Country : Zimbabwe		
Confederation of Zimbabwe Industries	CZI	Harare
Ministry of Industry and International Trade		Harare
Women in Business	WiB	Harare
Zimbabwe National Chamber of Commerce	ZNCC	Harare
ZimTrade		Harare

(International Trade Centre)

Appendix 7: World Directory of Importers' Associations

<u>Company Name</u>	<u>Acronym</u>	<u>City</u>
<u>Country : Argentina</u>		
<u>Asociación Argentina de Compras y Administración de Materiales y Logística</u>	<u>AACAM</u>	<u>Buenos Aires</u>
<u>Asociación de Importadores y Exportadores de la República Argentina</u>	<u>AIERA</u>	<u>Buenos Aires</u>
<u>Cámara de Importadores de la República Argentina</u>	-	<u>Buenos Aires</u>
<u>Country : Australia</u>		
<u>Australian Automotive Aftermarket Association</u>	-	<u>Victoria</u>
<u>Australian Chamber of Commerce and Industry</u>	<u>ACCI</u>	<u>KINGSTON ACT 2604 (mailin</u>
<u>Chamber of Commerce and Industry of Western Australia</u>	<u>CCIWA</u>	<u>East Perth WA, 6004</u>
<u>Cosmetic, Toiletry and Fragrance Association of Australia Inc.</u>	<u>CTFAA</u>	<u>North Sydney, Nsw</u>
<u>Food and Beverage Importers Association</u>	<u>FBIA</u>	<u>Victoria</u>
<u>International Trade Association South Australia Inc</u>	-	<u>South Australia</u>
<u>The Chartered Institute of Purchasing & Supply Australia</u>	<u>CIPSA</u>	<u>Melbourne, Victoria</u>
<u>Timber and Building Materials Association</u>	<u>TABMA</u>	<u>Leonards NSW</u>
<u>Country : Austria</u>		
<u>BMÖ-Bundesverband Materialwirtschaft, Einkauf und</u>	<u>BMÖ</u>	<u>Vienna</u>

	<u>Logistik in Österreich</u>		
	<u>Fachverband der Lederverarbeitenden Industrie</u>	-	<u>Vienna</u>
	<u>International Federation of Purchasing and Materials Management</u>	<u>IFPMM</u>	<u>Vienna</u>
	<u>Kaffee und Tee-verband</u>	-	<u>Vienna</u>
	<u>Österreichisches Produktivitäts- und Wirtschaftlichkeits-Zentrum</u>	<u>ÖPWZ</u>	<u>Vienna</u>
<u>Country : Bangladesh</u>			
	<u>Bangladesh Bi-Cycle Merchants Assembling & Importers Association</u>	-	<u>Dhaka</u>
	<u>Bangladesh Chemical Importers and Merchants Association</u>	-	<u>Dhaka</u>
	<u>Bangladesh Film Importers' Association</u>	<u>BFIA</u>	<u>Dhaka</u>
	<u>Bangladesh Hides and Skins Merchants Association</u>	-	<u>Dhaka</u>
	<u>Bangladesh Paper Importers' Association</u>	<u>BPIA</u>	<u>Dhaka</u>
	<u>Bangladesh Reconditioned Vehicles Importers and Dealers Association</u>	<u>BARVIDA</u>	<u>Dhaka</u>
	<u>Coal/Coke Importers Association</u>	<u>BCIA</u>	<u>Dhaka</u>
<u>Country : Belgium</u>			
	<u>Agrimadis asbl</u>	-	<u>Bruxelles</u>
	<u>Arbitrage -En Verzoeningskamer Voor Granen En Zaden Van Antwerpen,</u>	-	<u>Antwerpen</u>
	<u>Association Belge des cadres d'achat et de logistique</u>	<u>ABCA</u>	<u>Wavre</u>

	<u>Association belge des fabricants, embouteilleurs et importateurs de jus de fruits et de nectars asbl</u>	<u>AJUNEC</u>	<u>Bruxelles</u>
	<u>Association des Fabricants et Importateurs de Spécialités alimentaires et de Pates alimentaires AFISPA-VIVED</u>	-	<u>Bruxelles</u>
	<u>Association des fabricants, embouteilleurs et importateurs de jus de fruits et de nectar</u>	<u>AJUNEC</u>	<u>Bruxelles</u>
	<u>Association des industries de la chocolaterie, biscuiterie et confiserie de l'UE</u>	<u>CAOBISCO</u>	<u>Bruxelles</u>
	<u>Association des Industries du Poisson de l'U.E. - Comité des Organisations Nationales des Importateurs et Exportateurs de Poisson de l'U.E.</u>	<u>AIPCE-CEP</u>	<u>Bruxelles</u>
	<u>Association Européene des Produits Frais</u>	<u>Freshfel</u>	<u>Bruxelles</u>
	<u>Association européenne de la parfumerie et produits cosmétiques</u>	<u>COLIPA</u>	<u>Bruxelles</u>
	<u>Association européenne des protéines animales</u>	<u>EAPA</u>	<u>Bruxelles</u>
	<u>Association Générale de l'Industrie du Médicament</u>	<u>pharma.be</u>	<u>Bruxelles</u>
	<u>Association of Poultry Processors and Poultry Trade in the EU countries</u>	<u>AVEC ASB</u>	<u>Brussels</u>
	<u>Association professionnelle des fabricants importateurs et distributeurs de dispositifs médicaux a.s.b.l.</u>	<u>UNAMEC</u>	<u>Wemmel</u>
	<u>Belgian Association of International Trading Houses</u>	<u>ABNEI</u>	<u>Antwerp</u>

	<u>Confédération du Commerce et de la Réparation automobiles et des Secteurs connexes</u>	<u>FEDERAUTO</u>	<u>Bruxelles</u>
	<u>DETIC asbl</u>	<u>DETIC</u>	<u>Bruxelles</u>
	<u>essenscia</u>	<u>essenscia</u>	<u>Bruxelles</u>
	<u>European Association of Dairy Trade</u>	<u>EUCOLAIT</u>	<u>Bruxelles</u>
	<u>European Federation of Pharmaceutical Industries and Associations</u>	<u>EFPIA</u>	<u>Bruxelles</u>
	<u>European Natural Sausage Casings Association</u>	<u>ENSCA</u>	<u>Bruxelles</u>
	<u>Fédération Belge du commerce d'importation de bois ASBL</u>	<u>FBCIB</u>	<u>Bruxelles</u>
	<u>Fédération européenne de l'industrie des aliments pour animaux</u>	<u>FEDIAF</u>	<u>Bruxelles</u>
	<u>Fédération européenne des fabricants d'aliments composés</u>	<u>FEFAC</u>	<u>Bruxelles</u>
	<u>Foreign Trade Association</u>	<u>FTA</u>	<u>Bruxelles</u>
	<u>Groupeement des Fabricants et Importateurs de Confitures, Sirop de Fruit, Compote et Conserves de Fruit</u>	-	<u>Bruxelles</u>
	<u>Groupeement des fabricants, importateurs, transformateurs et mélangeurs d'arômes, essences, extraits et produits aromatiques</u>	<u>AROMA</u>	<u>Bruxelles</u>
	<u>Hoge Raad voor Juwelen en Uurwerken vzw - Ars Nobilis</u>	<u>HRJU</u>	<u>Brussels</u>
	<u>International Wool Textile Organisation</u>	<u>IWTO</u>	<u>Bruxelles</u>
	<u>Nationale Beroepsfederatie van meubelhandelaars</u>	<u>NAVEM</u>	<u>Dilbeek</u>

	<u>The European Confederation of Equipment Distributors</u>	<u>ECED</u>	<u>Bruxelles</u>
	<u>The European Federation of International Trade in Agricultural Machinery and Related Activities</u>	<u>FECIMA</u>	<u>Bruxelles</u>
	<u>Unie van Leveranciers voor de laboratoiumsector</u>	<u>UDIAS</u>	<u>ZELLIK</u>
	<u>Vereniging voor Inkoop en Bedrijfslogistiek</u>	<u>VIB</u>	<u>Berchem</u>
<u>Country : Botswana</u>			
	<u>Exporters Association of Botswana</u>	<u>EAOB</u>	<u>Gaborone</u>
<u>Country : Brazil</u>			
	<u>Associação de Comércio Exterior do Brasil</u>	<u>AEB</u>	<u>Rio De Janeiro</u>
<u>Country : Burkina Faso</u>			
	<u>Syndicat des Commerçants Importateurs et Exportateurs du Burkina Faso</u>	<u>SCIMPEX</u>	<u>Ouagadougou</u>
<u>Country : Cabo Verde</u>			
	<u>Associação Comercial, Industrial e Agrícola de Barlavento</u>	<u>ACIAB</u>	<u>Mindelo, S. Vicente</u>
<u>Country : Cameroon</u>			
	<u>Syndicat des commerçants, importateurs et exportateurs du Cameroun</u>	<u>SCIEC</u>	<u>Douala</u>
<u>Country : Canada</u>			
	<u>Canadian Association of Footwear Importers Inc.</u>	<u>CAFI</u>	<u>Toronto, Ontario</u>
	<u>Canadian Association of Importers and Exporters</u>	<u>ieCanada</u>	<u>Toronto, Ontario</u>
	<u>Canadian Gift and Tableware</u>	<u>CGTA</u>	<u>Toronto, Ontario</u>

	<u>Association</u>		
	<u>Canadian Sporting Goods Association</u>	<u>CSGA</u>	<u>Montreal, Quebec</u>
	<u>Canadian Toy Association</u>	-	<u>Ontario</u>
	<u>Children's Apparel Manufacturers' Association</u>	<u>CAMA</u>	<u>Montreal, Quebec</u>
	<u>Coffee Association of Canada</u>	<u>CAC</u>	<u>Toronto, Ontario</u>
	<u>Food Banks Canada</u>	-	<u>Toronto, Ontario</u>
	<u>Purchasing Management Association of Canada</u>	<u>PMAC</u>	<u>Toronto, Ontario</u>
	<u>Tea Association of Canada</u>	<u>TCC</u>	<u>Toronto, Ontario</u>
	<u>The Canadian Meat Importers and Exporters Committee</u>	<u>CMIEC</u>	<u>Toronto, Ontario</u>
<u>Country : Chile</u>			
	<u>Asociación Nacional de Fabricantes e Importadores Productos Fitosanitarios Agrícolas</u>	<u>AFIPA</u>	<u>Santiago</u>
<u>Country : China</u>			
	<u>International Council of Hides, Skins and Leather Traders Associations</u>	<u>ICHSLTA</u>	<u>Beijing</u>
<u>Country : Costa Rica</u>			
	<u>Asociación de Importadores de Partes Automotrices</u>	<u>AIPA</u>	<u>San Jose</u>
	<u>Asociación de Importadores de Vehículos y Maquinarias</u>	<u>AIVEMA</u>	<u>San Jose</u>
	<u>Cámara de Comercio Exterior de Costa Rica y de Representantes de Casas Extranjeras</u>	<u>CRECEX</u>	<u>San Jose</u>
<u>Country : Croatia</u>			
	<u>Croatian Association of Car Importers and Distributors</u>	<u>OICA</u>	<u>Zagreb</u>

<u>Country : Czech Republic</u>			
	<u>Car Importers Association</u>	<u>CIA</u>	<u>Prague</u>
<u>Country : Democratic Republic of the Congo (the)</u>			
	<u>Fédération des Entreprises du Congo</u>	<u>FEC</u>	<u>Kinshasa I</u>
<u>Country : Denmark</u>			
	<u>Danisco A/S</u>	-	<u>Copenhagen</u>
	<u>Dansk Indkøbs- og Logistik Forum</u>	<u>DILF</u>	<u>Copenhagen V</u>
	<u>Dansk Traeforening</u>	-	<u>Nærum</u>
	<u>De Danske Bilimportører</u>	<u>DBI</u>	<u>Copenhagen</u>
	<u>Det Danske Fjerkræraad</u>	-	<u>Copenhagen</u>
	<u>Elevatorfabrikantforeningen</u>	<u>EFA</u>	<u>Hellerup</u>
	<u>Foreningen af Fabrikanter og Importører af Elektriske Husholdningsapparater</u>	<u>FEHA</u>	<u>Copenhagen</u>
<u>Country : Dominican Republic</u>			
	<u>Asociación Nacional de Importadores</u>	-	<u>Santo Domingo, D.n.</u>
<u>Country : Ecuador</u>			
	<u>Asociación de Importadores y Fabricantes de Insumos Agropecuarios</u>	<u>AIFA</u>	<u>Guayaquil</u>
	<u>Asociación Ecuatoriana de Industriales e Importadores de Productos Farmacéuticos</u>	<u>ASOPROFAR</u>	<u>Quito</u>
<u>Country : El Salvador</u>			
	<u>Asociación Salvadoreña de Importación de Repuestos Automotrices</u>	<u>ASIRA</u>	<u>San Salvador</u>

<u>Country : Estonia</u>			
	<u>Eesti Pandipakend LLC</u>	<u>EPP</u>	<u>Jõelähtme vald</u>
<u>Country : Finland</u>			
	<u>Autotuojat ry</u>	<u>Autotuojat</u>	<u>Helsinki</u>
	<u>Eletroniikan Tukkukauppiat ry</u>	-	<u>Helsinki</u>
	<u>FINPRO</u>	<u>FINPRO</u>	<u>Helsinki</u>
	<u>KONPAP ry</u>	-	<u>Helsinki</u>
	<u>Lääketeollisuus Ry</u>	<u>PIF</u>	<u>Helsinki</u>
	<u>Suomen Osto- ja Logistiikkayhdistys</u>	<u>LOGY</u>	<u>Helsinki</u>
	<u>Tekstiili- ja Jalkinetoimittajat ry</u>	<u>TEJA</u>	<u>Helsinki</u>
	<u>Ulkomaankaupan Agenttilitto r.y.</u>	<u>UA</u>	<u>Helsinki</u>
<u>Country : France</u>			
	<u>Chambre syndicale d'importateurs français de fruits et légumes</u>	<u>CSIF</u>	<u>Rungis Cedex</u>
	<u>Comité Français du Café</u>	-	<u>Paris</u>
	<u>Compagnie des dirigeants d'approvisionnement et d'acheteurs de France</u>	<u>CDAF</u>	<u>Chatou</u>
	<u>Fédération des entreprises internationales de la mécanique et de l'électronique</u>	<u>FICIME</u>	<u>Paris</u>
	<u>Fédération des entreprises internationales de la mécanique et de l'électronique</u>	<u>FICIME</u>	<u>Paris</u>
	<u>Fédération des Entreprises Internationales de la Mécanique et de l'électronique</u>	<u>FICIME</u>	<u>Paris</u>
	<u>Fédération du Négoce de Bois et des Matériaux de construction</u>	<u>FNBM</u>	<u>Paris</u>

	<u>Fédération Française des Entreprises de Gros, Importation, Exportation, Chaussures, Jouets, Textiles</u>	<u>FCJT</u>	<u>Paris</u>
	<u>Fédération française des industries lainières et cotonnières</u>	<u>FFILC</u>	<u>Clichy Cedex</u>
	<u>Fédération française des spiritueux</u>	<u>FFS</u>	<u>Paris</u>
	<u>Fédération nationale du commerce extérieur des négociants spécialisés en alimentation</u>	<u>FIPA</u>	<u>Aix En Provence, Cedex 3</u>
	<u>L'Union des Industries Textiles du Nord</u>	<u>UIT Nord</u>	<u>Marcq En Baroeul Cedex</u>
	<u>Le Commerce du Bois</u>	<u>LCB</u>	<u>Paris</u>
	<u>Syndicat des Entreprises de Commerce International de Matériel Audio, Vidéo et Informatique, Grand Public, Produits Blancs</u>	<u>SECIMAVI</u>	<u>Paris</u>
	<u>Syndicat des entreprises internationales de matériels de travaux publics, mines et carrières, bâtiment et levage</u>	<u>SEIMAT</u>	<u>Paris</u>
	<u>Syndicat du thé et des plantes à infusion</u>	<u>STEPI</u>	<u>Paris</u>
	<u>Syndicat national des fournisseurs d'équipements pour industries papetières et graphiques</u>	<u>SIPG</u>	<u>Paris</u>
	<u>Syndicat national des transformateurs de poivres, épices, aromates et vanilles</u>	<u>SNPE</u>	<u>Paris</u>
	<u>Union des Industriels de l'Agro-Equipement</u>	<u>AXEMA</u>	<u>Paris</u>
<u>Country : Germany</u>			
	<u>Bundesverband der Arzneimittelimporteure e.V.</u>	-	<u>Piding</u>

	<u>Bundesverband der Deutschen Fischindustrie E.V.</u>	-	<u>Hamburg</u>
	<u>Bundesverband der Importeure und Exporteure von Edelsteinen und Perlen e.V.</u>	-	<u>Pforzheim</u>
	<u>Bundesverband des Deutschen Gross-und Aussenhandels e.V.</u>	<u>BGA</u>	<u>Berlin</u>
	<u>Bundesverband Geschenkkultur & Wohndesign Interessengemeinschaft Spiel & Freizeit e.V.</u>	-	<u>München</u>
	<u>Bundesverband Materialwirtschaft Einkauf und Logistik e.V.</u>	<u>BME</u>	<u>Frankfurt Am Main</u>
	<u>Centralvereinigung deutscher Wirtsc Haftverbande für Handelsvermittlung</u>	-	<u>Berlin</u>
	<u>Deutsche Extrakt Kaffee GMBH</u>	-	<u>Hamburg</u>
	<u>Deutscher Fruchthandelsverband e.V.</u>	<u>DFHV</u>	<u>Bonn</u>
	<u>Deutscher Kaffeeverband e.V.</u>	-	<u>Hamburg</u>
	<u>Deutscher Teeverband e.V.</u>	-	<u>Hamburg</u>
	<u>European Carpet Importers Association e.V.</u>	<u>EUCA</u>	<u>Hamburg</u>
	<u>Fachhandelsverband Fasern, Federn, Haare und Deren Erzeugnisse E.V.</u>	<u>FFH</u>	<u>Hamburg City Süd</u>
	<u>Fachverband des Deutschen Maschinen - und Werkzeuggrosshandels e.V.</u>	<u>FDM</u>	<u>Bonn</u>
	<u>Gesamtverband Deutscher Holzhandel e.V.</u>	<u>GD Holz</u>	<u>Berlin</u>
	<u>Hamburg-indonesische Import-Gesellschaft Mbh</u>	<u>INDOHAM</u>	<u>Hamburg</u>

	<u>Verband der Fertigwarenimporteure e.V.</u>	<u>VFI</u>	<u>Hamburg</u>
	<u>Verband des Deutschen Blumen-gross- und Importhandels e.V.</u>	<u>BGI</u>	<u>Düsseldorf</u>
	<u>Verein der Getreidehändler der Hamburger Börse e.V.</u>	-	<u>Hamburg</u>
	<u>Vereinigung des Rohtabak-Import und Grosshandels e.V.</u>	-	<u>Bremen</u>
	<u>Waren-verein der Hamburger Börse e.V.</u>	-	<u>Hamburg</u>
	<u>Waren-Verein der Hamburger Börse e.V.</u>	<u>FEEDM</u>	<u>Hamburg</u>
	<u>Wirtschaftsverband Häute/leder e.V.</u>	<u>WHL</u>	<u>Backnang</u>
	<u>Wirtschaftsvereinigung Groß- und Außenhandel Hamburg e.V.</u>	<u>WGA</u>	<u>Hamburg City Süd</u>
<u>Country : Ghana</u>			
	<u>Association of Ghana Industries</u>	<u>AGI</u>	<u>Accra North</u>
<u>Country : Greece</u>			
	<u>Association of Motor Vehicle Importers-Representatives</u>	<u>AMVIR</u>	<u>Athens</u>
	<u>Hellenic Purchasing Institute</u>	<u>HPI</u>	<u>Athens</u>
<u>Country : Hong Kong , SAR China</u>			
	<u>Association of Hong Kong Photographic Equipment Importers Limited</u>	<u>APEI</u>	<u>Hong Kong</u>
	<u>Diamond Importers' Association Ltd</u>	<u>DIA</u>	<u>Hong Kong</u>
	<u>Hong Kong - Thailand Importers & Exporters Association Ltd</u>	<u>APEI</u>	<u>Hong Kong</u>
	<u>Hong Kong & Kowloon Light Industrial Products Importers &</u>	-	<u>West Hong Kong</u>

	<u>Exporters Association Ltd</u>		
	<u>Hong Kong & Kowloon Steel & Metal Importers & Exporters Association Ltd</u>	-	<u>Hong Kong</u>
	<u>Hong Kong & Kowloon Timber Merchants Association</u>	-	<u>Hong Kong</u>
	<u>Hong Kong Fresh Fruit Importers' Association Ltd.</u>	-	<u>Hong Kong</u>
	<u>Hong Kong General Association of Edible Oil Importers and Exporters Ltd.</u>	-	<u>Hong Kong</u>
	<u>Hong Kong Maize and Feed Importers Association Limited</u>	-	<u>Hong Kong</u>
	<u>Hong Kong Rice Importers and Exporters Association</u>	-	<u>Hong Kong</u>
	<u>Po Yick General Chinese & Foreign Goods Import & Export Commercial Society of Hong Kong</u>	-	<u>Hong Kong</u>
	<u>The Wah On Exporters & Importers Association</u>	-	<u>Hong Kong</u>
<u>Country : Hungary</u>			
	<u>Hungarian Association of Logistics, Purchasing and Inventory Management</u>	<u>MLBKT</u>	<u>Budapest</u>
	<u>Magyar Külgazdasági Szövetség</u>	-	<u>Budapest</u>
<u>Country : Iceland</u>			
	<u>Felag Íslenskra Storkaupmanna</u>	<u>FÍS</u>	<u>Reykjavik</u>
<u>Country : India</u>			
	<u>All India Importers and Exporters Association</u>	-	<u>Mumbai</u>
	<u>Indian Institute of Materials</u>	<u>IIMM</u>	<u>Navi Mumbai</u>

	<u>Management</u>		
	<u>M.P. Importers and Exporters Association</u>	<u>MPIEA</u>	<u>Indore</u>
	<u>The Pan-Indian Impex Agency</u>	-	<u>West Bengal</u>
<u>Country : Indonesia</u>			
	<u>Gabungan Importir Nasional Seluruh Indonesia</u>	<u>GINSI</u>	<u>Jakarta</u>
<u>Country : Ireland</u>			
	<u>Irish Institute of Purchasing and Materials Management</u>	<u>IIPMM</u>	<u>Dublin2</u>
<u>Country : Israel</u>			
	<u>Israeli Purchasing and Logistics Management Association</u>	<u>IPLMA</u>	<u>Tel Aviv</u>
<u>Country : Italy</u>			
	<u>Associazione Nazionale - Commercianti in Ferro</u>	<u>ASSOFERMET</u>	<u>Milano</u>
	<u>Associazione Italiana del Commercio con L'estero</u>	<u>AICE</u>	<u>Milano</u>
	<u>Associazione Italiana di Management degli Approvvigionamenti</u>	<u>ADACI</u>	<u>Milano</u>
	<u>Associazione Nazionale Importatori Prodotti della Pesca Conservati</u>	<u>ANIPESCA</u>	<u>Rome</u>
	<u>Associazione Nazionale Importatori Prodotti Ortofrutticoli</u>	<u>ANIPO</u>	<u>Rome</u>
	<u>ASSOERBE</u>	-	<u>Milano</u>
	<u>Federazione Italiana Industriali Produttori, Esportatori ed Importatori di Vini, Acquaviti, Liquori, Sciroppi, Aceti ed Affini</u>	<u>FEDERVINI</u>	<u>Rome</u>
	<u>Federazione Nazionale dei Commercianti del Legno</u>	<u>FEDERLEGNQ</u>	<u>Rome</u>

	<u>Federazione Nazionale Importatori Caffè, Coloniali e Droghe</u>	<u>ANIDECOL</u>	<u>Milano</u>
	<u>FRUITIMPRESE - Associazione nazionale esportatori importatori ortofrutticoli e agrumari</u>	<u>ANEIOA</u>	<u>Rome</u>
	<u>Unione Importatori Esportatori Industriali Commissionari Grossisti Ingrassatori Macellatori Spedizionieri Carni Bestiame Prodotti Derivati</u>	<u>UNICEB</u>	<u>Rome</u>
	<u>Unione Nazionale Commercio Pelli Grezze</u>	<u>UNIONPELLI</u>	<u>Milano</u>
	<u>Unione Nazionale Industria Conciaria</u>	<u>UNIC</u>	<u>Milano</u>
	<u>World Exporters Importers Organization</u>	<u>WEIO</u>	<u>Rome</u>
<u>Country : Japan</u>			
	<u>Cosmetics Importers Association of Japan</u>	<u>CIAJ</u>	<u>Tokyo</u>
	<u>Grain Importers' Association</u>	-	<u>Tokyo</u>
	<u>Importers' Association for Graphic Arts and Materials</u>	-	<u>Tokyo</u>
	<u>Japan Association of International Publications</u>	<u>JAIP</u>	<u>Tokyo</u>
	<u>Japan Automobile Importers' Association</u>	<u>JAIA</u>	<u>Tokyo</u>
	<u>Japan Banana Importers' Association</u>	-	<u>Tokyo</u>
	<u>Japan Chemicals Exporters and Importers Association</u>	<u>JCEIA</u>	<u>Tokyo</u>
	<u>Japan Cut Flowers Importers' Association</u>	<u>JCIA</u>	<u>Tokyo</u>
	<u>Japan Dried Fruit Importers</u>	-	<u>Tokyo</u>

	<u>Association</u>		
	<u>Japan Eel Importers' Association</u>	<u>JEIA</u>	<u>Tokyo</u>
	<u>Japan Electronic Products Importers Association</u>	<u>JEPIA</u>	<u>Tokyo</u>
	<u>Japan Feed Trade Association</u>	<u>JFTA</u>	<u>Tokyo</u>
	<u>Japan Fish Importers Association</u>	<u>JFTA</u>	<u>Tokyo</u>
	<u>Japan Fresh Produce Import and Safety Association</u>	<u>NISSEIKYO</u>	<u>Tokyo</u>
	<u>Japan General Merchandise Importers Association</u>	-	<u>Tokyo</u>
	<u>Japan Iron & Steel Scrap Importers Association</u>	-	<u>Tokyo</u>
	<u>Japan Iron and Steel Federation</u>	-	<u>Tokyo</u>
	<u>Japan Lumber Importers' Association</u>	-	<u>Tokyo</u>
	<u>Japan Machine Tool Importers' Association</u>	<u>JMTIA</u>	<u>Tokyo</u>
	<u>Japan Paper Importers' Association</u>	-	<u>Tokyo</u>
	<u>Japan Sheep Casing Importers Association</u>	-	<u>Tokyo</u>
	<u>Japan Silk Association</u>	-	<u>Tokyo</u>
	<u>Japan Watch Importers' Association</u>	-	<u>Tokyo</u>
	<u>Nihon Youshu Yunyu Kyokai</u>	<u>WSIA</u>	<u>Tokyo</u>
	<u>Osaka Exporters and Importers Association</u>	-	<u>Osaka</u>
	<u>Sporting Goods Importers Association of Japan</u>	<u>JASPO</u>	<u>Tokyo</u>
	<u>The Japan Confectionery Importers' Association</u>	-	<u>Tokyo</u>

	<u>The Japan Cotton Traders' Association</u>	-	<u>Osaka</u>
	<u>The Japan Federation of Importers' Organizations</u>	-	<u>Tokyo</u>
	<u>The Japan Sugar Import and Export Council</u>	-	<u>Tokyo</u>
	<u>The Japan Textile Importers' Association</u>	-	<u>Tokyo</u>
	<u>The Japan Wool Importers' Association</u>	-	<u>Osaka</u>
	<u>The Rubber Trade Association of Japan</u>	<u>RTAJ</u>	<u>Tokyo</u>
	<u>Tokyo Luggage Export and Import Association</u>	-	<u>Tokyo</u>
<u>Country : Jordan</u>			
	<u>Jordan Trade Association</u>	<u>jta</u>	<u>Amman</u>
<u>Country : Lebanon</u>			
	<u>Association of Car Importers in Lebanon</u>	-	<u>JAL EL DIB</u>
<u>Country : Lithuania</u>			
	<u>Lithuanian Cosmetics and Household Chemical Producers Association</u>	<u>LIKOCHEMA</u>	<u>Vilnius</u>
<u>Country : Macao, SAR China</u>			
	<u>Macao Importers' and Exporters' Association</u>	-	<u>Macao</u>
<u>Country : Maldives</u>			
	<u>Maldivian Traders' Association</u>	<u>MTA</u>	<u>Male</u>
<u>Country : Malta</u>			
	<u>Electrical Importers Association</u>	-	<u>Mosta</u>

<u>Country : Mexico</u>			
	<u>Asociación Mexicana de la Industria del Juguete, A.C.</u>	<u>AMIJU</u>	<u>Mexico, D.f.</u>
	<u>Asociación Nacional de Importadores y Exportadores. A.C.</u>	<u>ANIERM</u>	<u>Mexico, D.f.</u>
<u>Country : Morocco</u>			
	<u>Association des importateurs de pneumatiques et d'articles en caoutchouc</u>	-	<u>Casablanca</u>
	<u>Association des Importateurs de Véhicules Automobiles Montés</u>	<u>AIVAM</u>	<u>Casablanca</u>
	<u>Association des Importateurs des Jouets et Produits Assimilés</u>	-	<u>Casablanca</u>
	<u>Association des marchands et importateurs de matériel agricole</u>	<u>AMIMA</u>	<u>Bouskoura</u>
	<u>Association d'importateurs et distributeurs de produits chimiques</u>	-	<u>Casablanca</u>
	<u>Association marocaine des importateurs de produits distributeurs chimiques</u>	<u>AMICHIM</u>	<u>Casablanca</u>
	<u>Association Marocaine des Industries de Peintures, d'Encres, de Colles et Adhésifs</u>	<u>AMIPEC</u>	<u>Casablanca</u>
	<u>Association Marocaine des Négociants Importateurs et Formulateurs des Produits Phytosanitaires</u>	<u>AMIPHY</u>	<u>Casablanca</u>
	<u>Association Professionnelle des Importateurs de Bois</u>	<u>APIBM</u>	<u>Casablanca</u>
<u>Country : Nepal</u>			
	<u>Nepal Foreign Trade Association</u>	<u>NFTA</u>	<u>Kathmandu</u>

<u>Country : Netherlands</u>			
	<u>BouwGrondstoffenBranche</u>	<u>BGB</u>	<u>EK Hoofddorp</u>
	<u>Dieren benodigdheden en voeders</u>	<u>DIBEVO</u>	<u>AB Amersfoort</u>
	<u>European Association for the Trade in Jute and Related Products</u>	<u>EUROJUTE</u>	<u>AA The Hague</u>
	<u>Hoofdbedrijfschap Agrarische Groothandel Bloemenen Planten</u>	-	<u>Gd Aalsmer</u>
	<u>Koninklijke Metaalunie</u>	<u>VIMPOLTU</u>	<u>Ga Nieuwegein</u>
	<u>Koninklijke Nederlandse Vereniging voor de Koffiehandel</u>	<u>KNVK</u>	<u>Bk Amsterdam</u>
	<u>Koninklijke Vereniging Het Comité Van Graanhandelaren</u>	<u>Het Comité</u>	<u>Ae Rotterdam</u>
	<u>Koninklijke Vereniging van Nederlandse Wijnhandelaren</u>	<u>KVNW</u>	<u>En Amsterdam</u>
	<u>Nederlands Telework Forum</u>	-	<u>Ap Woerden</u>
	<u>Nederlandse Federatie van producenten, importeurs en handelaren van medische producten</u>	<u>NEFEMED</u>	<u>LG Tilburg</u>
	<u>Nederlandse Tegelhandelaren Organisatie</u>	<u>NTO</u>	<u>Arnhem</u>
	<u>Nederlandse Vereniging van Houtagenten</u>	<u>NATA</u>	<u>Bj Almere</u>
	<u>Nederlandse Vereniging van Kleding en Textielagenten/importeurs</u>	<u>NVKT</u>	<u>Gj Amsterdam</u>
	<u>Nederlandse Vereniging van Thee Importeurs en Thee Exporteurs</u>	-	<u>Ae Rotterdam</u>
	<u>Nederlandse Vereniging voor den Handel in Gedroogde Zuidvruchten</u>	<u>NZV</u>	<u>Lk The Hague</u>
	<u>Nederlandse Vereniging Voor Inkoop Management</u>	<u>NEVI</u>	<u>Ad Zoetermeer</u>

	<u>Nederlandse Voedingsindustrie Gezelschapsdieren</u>	<u>NVG</u>	<u>Ar Gorinchem</u>
	<u>Netherlands Oils, Fats and Oilseeds Trade Association</u>	<u>NOFOTA</u>	<u>Ae Rotterdam</u>
	<u>The European Confederation of International Trading Houses Associations</u>	<u>CITHA</u>	<u>Den Haag</u>
	<u>The Royal Association of Dutch Wine Merchants</u>	<u>KVNW</u>	<u>Amsterdam</u>
	<u>Verbond van Nederlandse Tussenpersonen</u>	<u>VNT</u>	<u>En Amsterdam</u>
	<u>Vereniging FME-CWM</u>	<u>FME-CWM</u>	<u>Ad Zoetermeer</u>
	<u>Vereniging van Fabrikanten en Groothandelaren in Sportbenodigdheden</u>	<u>FGHS</u>	<u>Leusden</u>
	<u>Vereniging van Fabrikanten en Importeurs van Diergeesmiddelen</u>	<u>FIDIN</u>	<u>Gm The Hague</u>
	<u>Vereniging van Groothandelaren in Bloemkwekerijprodukten</u>	<u>VGB</u>	<u>BC Aalsmeer</u>
	<u>Vereniging van Groothandelaren, Importeurs, Exporteurs en Agenten in Schoeisel</u>	<u>VIMAGRO</u>	<u>LG Tilburg</u>
	<u>Vereniging van Leveranciers van Huishoudelijke Apparaten</u>	<u>VLEHAN</u>	<u>Ad Zoetermeer</u>
	<u>Vereniging van Nederlandse Koffiebranders en Theepakkers</u>	<u>VNKT</u>	<u>SJ Rijswijk</u>
<u>Country : New Zealand</u>			
	<u>Auckland Chamber of Commerce and Industry</u>	-	<u>Auckland</u>
<u>Country : Nigeria</u>			
	<u>Importers Association of Nigeria</u>	<u>IMAN</u>	<u>Abuja</u>
<u>Country : Norway</u>			

	<u>Bilimportørenes Landsforeningning</u>	<u>BIL</u>	<u>Oslo</u>
	<u>Fetevaregrossistenes Landsforening</u>	-	<u>Oslo</u>
	<u>Kosmetikkleverandørenes Forening</u>	<u>KLF</u>	<u>Oslo</u>
	<u>Maskingrossisternes Forening</u>	-	<u>Oslo</u>
	<u>Norges Colonialgrossisters Forbund</u>	<u>NCF</u>	<u>Oslo</u>
	<u>Norsk Forbund for Innkjøp og Logistikk</u>	<u>NIMA</u>	<u>Lørenskog</u>
	<u>Opplysningskontoret for frukt og grønnsaker</u>	-	<u>Oslo</u>
<u>Country : Pakistan</u>			
	<u>All Pakistan Fruit and Vegetable Exporters, Importers and Merchants Association</u>	-	<u>Karachi</u>
	<u>Betel Leaves Importers and Retailers Association of Pakistan</u>	-	<u>Karachi</u>
	<u>Pakistan Automobile Spare Parts Importers and Dealers Association</u>	<u>PASPIDA</u>	<u>Karachi</u>
	<u>Pakistan Pharmaceutical Importers Association</u>	<u>PPIA</u>	<u>Karachi</u>
	<u>Pakistan Tyre Importers and Dealers Association</u>	<u>PTIDA</u>	<u>Karachi</u>
	<u>Pakistan Yarn Merchants' Association</u>	-	<u>Karachi</u>
<u>Country : Paraguay</u>			
	<u>Centro de Importadores del Paraguay</u>	<u>CIP</u>	<u>Asuncion</u>
<u>Country : Philippines</u>			
	<u>Philippine Institute for Supply</u>	<u>PISM</u>	<u>Pasig</u>

	<u>Management</u>		
<u>Country : Poland</u>			
	<u>Stowarzyszenie Importerów Ryb</u>	<u>SIR</u>	<u>Szczecin</u>
<u>Country : Portugal</u>			
	<u>Associação do Norte dos Importadores Armazenistas de Produtos Químicos e Farmacêuticos</u>	<u>NORQUIFAR</u>	<u>Porto</u>
	<u>Associação Nacional de Armazenistas, Comerciantes e Importadores de Cereais e Oleaginosas</u>	<u>ACICO</u>	<u>Lisbon</u>
	<u>Associação Portuguesa de Compras e Aprovisionamento</u>	<u>APCADEC</u>	<u>Lisbon</u>
	<u>Associação Portuguesa dos Comerciantes de Materiais de Construção</u>	<u>APCMC</u>	<u>Porto</u>
<u>Country : Republic of Korea (the)</u>			
	<u>Korea Automobile Importers and Distributors Association</u>	<u>KAIDA</u>	<u>Seoul</u>
	<u>Korea Importers' Associations</u>	<u>KOIMA</u>	<u>Seoul</u>
	<u>Korea International Trade Association</u>	<u>KITA</u>	<u>Seoul</u>
	<u>Korea Wines & Spirits Importers Association</u>	<u>KWSIA</u>	<u>Kangnam-gu</u>
	<u>The Korea Importers Association</u>	<u>KOIMA</u>	<u>Seoul</u>
<u>Country : Russian Federation</u>			
	<u>Asociación de Distribuidores e Importadores de Flores del Ecuador en Rusia</u>	<u>ADIFER</u>	<u>Moscow</u>
	<u>Association of Importers of Automobiles</u>	-	<u>Moscow</u>

<u>Country : Senegal</u>			
	<u>Syndicat des commerçants, importateurs, prestataires de services et exportateurs du Sénégal ()</u>	<u>SCIMPEX</u>	<u>Dakar</u>
	<u>Syndicat Sénégalais des importateurs et exportateurs</u>	<u>SYNIMEX</u>	<u>Dakar</u>
<u>Country : Singapore</u>			
	<u>Sarawak Importers & Exporters Association</u>	-	<u>Singapore</u>
	<u>Singapore Clock and Watch Trade Association</u>	-	<u>Singapore</u>
	<u>Singapore Dried Marine Products Importers Association</u>	-	<u>Singapore</u>
	<u>Singapore Fruits & Vegetable Importers & Exporters Association</u>	-	<u>Singapore</u>
	<u>Singapore General Rice Importers Association</u>	-	<u>Singapore</u>
	<u>Singapore Importers & Exporters Association</u>	-	<u>Singapore</u>
	<u>Singapore Institute of Purchasing and Materials Management</u>	<u>SIPMM</u>	<u>Singapore</u>
	<u>Singapore Sabah Importers & Exporters Association</u>	-	<u>Singapore</u>
	<u>Singapore Tea Importers & Exporters Association</u>	-	<u>Singapore</u>
<u>Country : Slovakia</u>			
	<u>Zväz obchodu a cestovného ruchu</u>	-	<u>Bratislava</u>
<u>Country : Slovenia</u>			
	<u>Sekretar sekcije za osebna motorna vozila Mirko Fifolt</u>	<u>ADS</u>	<u>Ljubljana</u>
<u>Country : South Africa</u>			

	<u>Institute of Purchasing and Supply</u>	<u>IPSA</u>	<u>Auckland</u>
<u>Country : Spain</u>			
	<u>Asociación de Comerciantes e Importadores de Recambios y Accesorios Para Vehículos de Automoción</u>	<u>CIRA</u>	<u>Barcelona</u>
	<u>Asociación Española de Importadores de Maderas</u>	<u>AEIM</u>	<u>Madrid</u>
	<u>Asociación Multisectorial de Empresas Españolas de Electronica y Comunicaciones</u>	<u>ASIMELEC</u>	<u>Madrid</u>
	<u>Asociación Nacional de Maquinaria Agropecuaria, Forestal y de Espacios Verdes</u>	<u>ANSEMAT</u>	<u>Madrid</u>
<u>Country : Sri Lanka</u>			
	<u>Import Section of the Ceylon Chamber of Commerce</u>	-	<u>Colombo 02</u>
	<u>Institute of Supply and Materials Management of Sri Lanka</u>	<u>ISMM</u>	<u>Colombo</u>
<u>Country : Sweden</u>			
	<u>BMG Byggmaterialgrossisterna</u>	-	<u>Stockholm</u>
	<u>Svensk Handel</u>	-	<u>Stockholm</u>
	<u>Sveriges Bildelsgrossisters Förening</u>	<u>SBF</u>	<u>Göteborg</u>
	<u>Sveriges Verktygsmaskinaffärers Förening</u>	<u>SVMF</u>	<u>Stockholm</u>
	<u>Textilimportörerna</u>	-	<u>Stockholm</u>
<u>Country : Switzerland</u>			
	<u>Association Suisse du négoce de l'ameublement</u>	<u>ASNA</u>	<u>Berne</u>
	<u>Centrale Suisse du Commerce de Bois</u>	<u>CSCB</u>	<u>Reinach, Ag</u>

	<u>l'Association Suisse du Commerce Fruits, Légumes et Pommes de terre</u>	<u>SWISSCOFEL</u>	<u>Berne</u>
	<u>Schweizerischer Kosmetik- und Waschmittelverband</u>	<u>SKW</u>	<u>Zurich</u>
	<u>Schweizerischer Verband für Materialwirtschaft und Einkauf</u>	<u>ASAA</u>	<u>Aarau</u>
	<u>Schweizerischer Verband für Materialwirtschaft und Einkauf</u>	<u>SVME</u>	<u>Aarau</u>
	<u>Schweizerischer Weinhdnlerverband</u>	<u>FSS</u>	<u>Bern 7</u>
	<u>Verband der Schweizerischen Fabrikanten, Grossisten und Importeure der Zweiradbranche</u>	<u>VFGI</u>	<u>Bern 7</u>
	<u>Verband des Schweizerischen Baumaterial-handels</u>	<u>VSBH</u>	<u>Zurich</u>
	<u>Verband des Schweizerischen Getreide- Futtermittel und Agrarproduktehandels</u>	<u>VSGF</u>	<u>Basel</u>
	<u>Verband des Schweizerischen Maschinen und Werkzeughandels</u>	<u>VSMWH</u>	<u>Oberengstringen</u>
	<u>Vereinigung der Importeurs Pharmazeutischer Spezialitäten</u>	<u>VIPS</u>	<u>Zug</u>
	<u>Vereinigung des Schweizerischen Blumengrosshandels</u>	<u>Communaute</u>	<u>Berne</u>
	<u>Vereinigung des Schweizerischen Import und Grosshandels</u>	<u>VSIG</u>	<u>Basel</u>
<u>Country : Taipei Chinese</u>			
	<u>Taipei County Importers and Exporters Chamber of Commerce</u>	<u>IEATC</u>	<u>Taipei</u>
	<u>Taiwan Importers and Exporters Chamber of Commerce</u>	<u>TIEC</u>	<u>Taipei City</u>
<u>Country : Thailand</u>			

	<u>Purchasing and Supply Chain Management Association of Thailand</u>	-	<u>Bangkok</u>
	<u>Thai-Chinese Importers' and Exporters' Association</u>	-	<u>Bangkok</u>
	<u>The Feed Stuff Users Promotion Association</u>	-	<u>Bangkok</u>
<u>Country : Togo</u>			
	<u>Syndicat des Commerçants Industriels, Importateurs et Exportateurs du Togo</u>	<u>SCIMPEXTO</u>	<u>Lome</u>
<u>Country : Tunisia</u>			
	<u>Association Tunisienne de Gestion des approvisionnements et des achats</u>	<u>ATUGA</u>	<u>Tunis</u>
	<u>Union Tunisienne de l'industrie, du commerce et de l'artisanat</u>	<u>UTICA</u>	<u>Tunis</u>
<u>Country : Turkey</u>			
	<u>Turkish Food Importers Association</u>	-	<u>Istanbul</u>
<u>Country : Uganda</u>			
	<u>Procurement and Logistics Management Association</u>	<u>PALMA</u>	<u>Kampala</u>
	<u>Uganda Importers, Exporters and Traders Association</u>	<u>UGIETA</u>	<u>Kampala</u>
<u>Country : United Kingdom of Great Britain and Northern Ireland (the)</u>			
	<u>Association of Arts and Antiques Dealers</u>	-	<u>London</u>
	<u>Brewing, Food and Beverage Industry Suppliers Association</u>	<u>BFBi</u>	<u>Wolverhampton, West Midla</u>
	<u>British Association of European Pharmaceutical Distributors</u>	<u>BAEPD</u>	<u>London</u>

	<u>British Essential Oils Association</u>	-	<u>London</u>
	<u>British Fruit Juice Association</u>	<u>BFJA</u>	<u>Surrey</u>
	<u>British Herb Trade Association</u>	<u>BHTA</u>	<u>Lincolnshire</u>
	<u>British Horological Federation</u>	-	<u>Warkwickshire</u>
	<u>British Importers' Association</u>	-	<u>London</u>
	<u>British Soluble Coffee Packers and Importers Association</u>	-	<u>London</u>
	<u>British Travelgoods and Accessories Association</u>	<u>BTAA</u>	<u>Birmingham</u>
	<u>Catering Equipment Suppliers' Association</u>	<u>CESA</u>	<u>London</u>
	<u>Equitoy</u>	<u>Equitoy</u>	<u>Benenden, Kent</u>
	<u>Federation of Cocoa Commerce Ltd</u>	-	<u>London</u>
	<u>Federation of Manufacturing Opticians</u>	<u>FMO</u>	<u>London</u>
	<u>Federation of Oils, Seeds and Fats Associations Ltd</u>	<u>FOSFA</u>	<u>London</u>
	<u>Giftware Association</u>	<u>GA</u>	<u>Birmingham</u>
	<u>International Meat Trade Association</u>	<u>IMTA</u>	<u>London</u>
	<u>International Plywood Importers Ltd</u>	-	<u>Gloucester</u>
	<u>London Rice Brokers' Association</u>	-	<u>Surrey</u>
	<u>Ornamental Aquatic Trade Association</u>	<u>OATA</u>	<u>Wiltshire</u>
	<u>Silk Association of Great Britain</u>	-	<u>London</u>
	<u>The Association of the British Pharmaceutical Industry</u>	<u>ABPI</u>	<u>London</u>
	<u>The British Jewellery Giftware</u>	-	<u>Birmingham</u>

	<u>and Finishing Federation</u>		
	<u>The Chartered Institute of Purchasing and Supply</u>	<u>CIPS</u>	<u>Lincolnshire</u>
	<u>The Coffee Trade Federation</u>	<u>CTF</u>	<u>London</u>
	<u>The Grain and Feed Trade Association</u>	<u>GAFTA</u>	<u>London</u>
	<u>The Honey Association</u>	-	<u>London</u>
	<u>The National Dried Fruit Trade Association</u>	<u>NDFTA</u>	<u>Essex</u>
	<u>The Photo Imaging Council</u>	<u>PIC</u>	<u>Surrey</u>
	<u>Timber Trade Federation</u>	<u>TTF</u>	<u>London</u>
	<u>Wine and Spirit Trade Association</u>	<u>WSTA</u>	<u>London</u>
<u>Country : United States of America</u>			
	<u>American Apparel & Footwear Association</u>	-	<u>Arlington, VA</u>
	<u>American Association of Exporters and Importers</u>	-	<u>Washington, DC</u>
	<u>American Import Shipper Association</u>	-	<u>New Rochelle, NY</u>
	<u>American Importers Association</u>	<u>AIA</u>	<u>Safety Harbor, FL</u>
	<u>American Machine Tool Distributors' Association</u>	<u>AMTDA</u>	<u>Rockville, MD</u>
	<u>American Spice Trade Association</u>	<u>ASTA</u>	<u>Washington, DC</u>
	<u>American Watch Association</u>	<u>AWA</u>	<u>Washington, DC</u>
	<u>American Wholesale Marketers Association</u>	<u>AWMA</u>	<u>Fairfax, VA</u>
	<u>Association of Food Industries, Inc.</u>	<u>AFIUS</u>	<u>Neptune, NJ</u>
	<u>Association of International Automobile Manufacturers</u>	<u>AIAM</u>	<u>Arlington, VA</u>

	<u>Cheese Importers Association of America</u>	-	<u>Washington, DC</u>
	<u>Craft & Hobby Association</u>	<u>CHA</u>	<u>Elmwood Park, NJ</u>
	<u>Diamond Manufacturers and Importers Association of America</u>	<u>DMIA</u>	<u>New York, NY</u>
	<u>Federation of International Trade Associations</u>	<u>FITA</u>	<u>Brooklyn, New York</u>
	<u>Food Processing Suppliers Association</u>	<u>FPSA</u>	<u>McLean, VA</u>
	<u>Food Shippers Association of North America</u>	<u>FSANA</u>	<u>Bellevue, WA</u>
	<u>Footwear Distributors and Retailers of America</u>	<u>FDRA</u>	<u>Washington, DC</u>
	<u>Institute for Supply Management Japan, Inc</u>	<u>ISM-USA</u>	<u>Arizona</u>
	<u>International Furniture Suppliers Products Information</u>	-	<u>High Point, NC</u>
	<u>International Wood Products Association</u>	<u>IWPA</u>	<u>Alexandria, VA</u>
	<u>Long Island Import Export Association, Inc.</u>	<u>LIIEA</u>	<u>Bellmore, NY</u>
	<u>Meat Importers Council of America Inc.</u>	-	<u>Arlington, VA</u>
	<u>National Association of Beverage Importers Inc.</u>	<u>NABI</u>	<u>Washington, DC</u>
	<u>National Coffee Association of U.S.A., Inc.</u>	<u>NCA</u>	<u>New York, NY</u>
	<u>National Fisheries Institute</u>	-	<u>McLean, VA</u>
	<u>National Institute of Oilseed Products</u>	<u>NIOP</u>	<u>Washington, DC</u>
	<u>National Shoe Retailers Association</u>	<u>NSRA</u>	<u>Colombia, MD</u>

	<u>North American Importers Association</u>	<u>NAIA</u>	<u>New Jersey</u>
	<u>Organic Trade Association</u>	-	<u>Greenfield, MA</u>
	<u>Oriental Rug Importers' Association Inc.</u>	<u>ORIA</u>	<u>Secausus, NJ</u>
	<u>Personal Care Products Council</u>	<u>CTFA</u>	<u>Washington, DC</u>
	<u>Professional Picture Framers' Association</u>	<u>PPFA</u>	<u>Jackson, MI</u>
	<u>Specialty Coffee Association of America</u>	-	<u>Long Beach, CA</u>
	<u>Specialty Equipment Market Association</u>	<u>SEMA</u>	<u>Diamond Bar, CA</u>
	<u>Tea Association of the United States of America</u>	-	<u>New York, NY</u>
	<u>The Cocoa Merchants' Association of America, Inc.</u>	-	<u>New York, NY</u>
	<u>The Food Institute (American Institute of Food Distributors, Inc.)</u>	-	<u>Elmwood Park, NJ</u>
	<u>United Fresh Produce Association</u>	-	<u>Washington, DC</u>
	<u>United States Association of Importers of Textiles and Apparel</u>	<u>USA-ITA</u>	<u>New York, NY</u>
	<u>Woodworking Machinery Industry Association</u>	<u>WMIA</u>	<u>Phoenix, MD</u>
<u>Country : Uruguay</u>			
	<u>Asociación de Importadores y Mayoristas de Almacén</u>	-	<u>Montevideo</u>
<u>Country : Venezuela (Bolivarian Republic of)</u>			
	<u>Cámara Nacional de Comercio de Autopartes</u>	<u>CANIDRA</u>	<u>Chacao</u>
<u>Country : Viet Nam</u>			

	<u>VietNam Association of Seafood Exporters & Producers</u>	-	<u>Hanoi</u>
--	---	---	--------------

(International Trade Centre)