

UNITED STATES DEPARTMENT OF COMMERCE

FOREIGN COMMERCIAL SERVICE

EGYPT

CAIRO - AMERICAN EMBASSY

ALEXANDRIA

AMERICAN CONSULATE GENERAL



GUIDE TO SERVICES

- * FOREIGN BUYER PROGRAM (FBP)
- * AGENT DISTRIBUTOR SERVICE (ADS)
- * WORLD TRADERS DATA REPORT (WTDR)
- * PRIVATE TRADE OPPORTUNITIES (TOP)
- * CAIRO INTERNATIONAL FAIR
- * TRADE MISSIONS
- * COMMERCIAL LIBRARY
- * US COMPANIES IN EGYPT LIST
- * TRADE AND INVESTMENT COUNSELING
- * FOREIGN COMMERCIAL SERVICE - FCS
- * USDOC - WASHINGTON

CAIRO: NICHOLAS A. VELIOTES
AMERICAN AMBASSADOR
U.S. Commercial Center
U.S. Embassy
5, Sharia Latin America
Garden City
Telephone: 28219 x255 or x340
Telex: 93773 AMEMB UN

THEODORE A. ROSEN
Commercial Counselor

ERIC R. WEAVER
Commercial Attache

AMAL SHAKER
Senior Commercial Specialist

HATEM EL DALI
Senior Commercial Specialist

HAMMAM NASR
Commercial Assistant

WAGDI FRANCIS
Commercial Assistant

*ALEXANDRIA: FRANCES COOK
CONSUL-GENERAL
U.S. Commercial Center
U.S. Consulate General
110 El Horreya Avenue
Telephone: 22861. 28458
(No Telex)

GENE R. HARRIS
Commercial Officer

VICTOR MASSAD
Senior Commercial Specialist

JOHN ABDEL NOUR
Commercial Assistant

*All services listed in this pamphlet are
available at the Alexandria Commercial
Center.

WASHINGTON - USDOC:
MALCOLM BALDRIGE, Secretary of Commerce
JOSEPH DENNIN, Deputy Assistant Secretary
for the Near East
KENN GEORGE, Director General, FCS
Address: U.S. Department of Commerce
Washington, D. C. 20230

USCS DISTRICT OFFICES

Albuquerque, New Mexico (505) 766-2386
Anchorage, Alaska (907) 271-5041
Atlanta, Georgia (404) 881-7000
Baltimore, Maryland (301) 962-3560
Birmingham, Alabama (205) 254-1331
Boston, Massachusetts (617) 223-2312
Buffalo, New York (716) 846-4191
Charleston, West Virginia (304) 343-6181
Cheyenne, Wyoming (307) 778-2220
Chicago, Illinois (312) 353-4450
Cincinnati, Ohio (513) 684-2944
Cleveland, Ohio (216) 522-4750
Columbia, South Carolina (803) 765-5345
Dallas, Texas (214) 767-0542
Denver, Colorado (303) 837-3246
Des Moines, Iowa (515) 284-4222
Detroit, Michigan (313) 226-3650
Greensboro, North Carolina (919) 378-5345
Hartford, Connecticut (203) 244-3530
Honolulu, Hawaii (808) 546-8694
Houston, Texas (713) 226-4231
Indianapolis, Indiana (317) 269-6214
Jackson, Mississippi (601) 960-4388
Kansas City, Kansas (816) 374-3142
Little Rock, Arkansas (501) 378-5794
Los Angeles, California (213) 824-7591
Louisville, Kentucky (502) 582-5066
Memphis, Tennessee (901) 521-3213
Miami, Florida (305) 350-5267
Milwaukee, Wisconsin (414) 291-3473
Minneapolis, Minnesota (612) 725-2133
New Orleans, Louisiana (504) 589-6546
New York, New York (212) 264-0634
Newark, New Jersey (201) 645-6214
Oklahoma City, Oklahoma (405) 231-5302
Omaha, Nebraska (402) 221-3664
Philadelphia, Pennsylvania (215) 597-2866
Phoenix, Arizona (602) 261-3285
Pittsburgh, Pennsylvania (412) 644-2850
Portland, Oregon (503) 221-3001
Reno, Nevada (702) 784-5203
Richmond, Virginia (804) 771-2246
St. Louis, Missouri (314) 425-3302
Salt Lake City, Utah (801) 524-5116
San Francisco, California (415) 556-5860
San Juan, Puerto Rico (809) 753-4555
Savannah, Georgia (912) 944-4204
Seattle, Washington (206) 442-5616

FOREIGN BUYER PROGRAM (FBP)

FBP helps Egyptian businessmen traveling to the United States at their own expense to meet U.S. businessmen. The Embassy Commercial Center will provide, free of charge, a list of US firms which meet the traveler's business interest and itinerary. In exchange for this service, FBP participants undertake to provide the Commercial Center with a brief evaluation of their FBP supported trip. Call Mr. Nasr for details.

AGENT DISTRIBUTOR SERVICE (ADS)

ADS helps US firms find agents and distributors for their products in Egypt. While visiting Egypt, US company representatives can receive immediate assistance at the Commercial Center to locate potential agents or distributors. In the U.S., American firms must complete the ADS questionnaire (Form DIB 424P) and submit it along with a \$90 fee to the nearest USDOC district office. The Embassy Commercial Center will identify several Egyptian firms which are interested in serving as an agent or distributor for the ADS client's products. In Cairo, contact Mr. Nasr for further information.

WORLD TRADERS DATA REPORT (WTDR)

WTDRs are prepared at the request of a U.S. firm. WTDRs provide commercial and financial data on specific firms operating in Egypt. A U.S. firm can request WTDR by completing a WTDR request form (ITA-431) and sending it and a fee of \$40 to USDOC, WTDR, Room 1033, Washington, D.C. 20230. A representative of the Embassy Commercial Center personally visits the Egyptian firms and gathers additional background information from local chambers of commerce and banks. The completed WTDR is forwarded via USDOC to the requesting US firm. The WTDR is kept on file by USDOC for use by other US firms. In Cairo, contact Mr. Francis for further information.

TRADE OPPORTUNITIES PROGRAM (TOP)

TOP is a computerized system for matching Egyptian businessmen who need American products or services with U.S. suppliers. We cable details of your interest to Washington, D.C. where a message is sent immediately to computer-selected U.S. firms requesting that they reply directly to you. To use TOP please arrange to meet with Mr. Nasr or Mr. Francis.

CAIRO INTERNATIONAL FAIR March 10-23, 1984

The Department of Commerce hosts a major exhibition of US products at the US pavilion at the annual Cairo International Fair. In 1983, more than 50 United States firms exhibited their wares under two 2,000 sq. meter geodesic domes and in more than 2,000 sq. meter of outside space. Immediate and anticipated sales exceeded \$100 million. The US Ambassador opens the US exhibition on behalf of the Secretary of Commerce. Contact Mr. Shaker for details.

TRADE MISSIONS

The U.S. Department of Commerce sponsors several thematic trade missions to Egypt every year.

Trade Missions for 1983/84:	
January 27-31, 1984	Electric Power Equip. Trade Mission
April 1984	Telecommunications Trade Mission
May 10-17	Hotel and Restaurant Equip. Trade Mission
September 1984	Petroleum Equip. Trade Mission

The Embassy Commercial Center staff personally introduces trade mission participants to prospective agents, distributors and end-users. Participation in each trade mission is limited to no more than a dozen firms. Interested U.S. companies should contact USDOC, Export Development Office, Mr. John Vlavianos, Director, Room 2806, Washington, D.C. 20230. In Cairo, contact the Commercial Officer.

COMMERCIAL LIBRARY

The library contains references, such as the Thomas Register and the Dun and Bradstreet Directory, as well as many current product catalogs, books and journals. In Cairo, the library is located on the ground floor of the Commercial Center. Mrs. Fawzi (ext.255) is prepared to assist visitors in using the library.

US COMPANIES IN EGYPT LIST

The Commercial Center compiles a biannual list of US companies with offices in Egypt. The list is available from the librarian.

TRADE AND INVESTMENT COUNSELING

Officers of the Commercial Center frequently meet with US and Egyptian businessmen to discuss trade and investment. The Embassy Commercial Center actively supports U.S. investment projects which meet the criteria set by the Government of Egypt. Contact Ms. Raphael for an appointment with a commercial officer.

FOREIGN COMMERCIAL SERVICE - FCS

Egypt is one of sixty-five countries in which the Department of Commerce provides Foreign Commercial Service officers. The FCS was established in 1980 at the urging of the US business community which increasingly requires more specialized information for providing competitive goods and services abroad.

USDOC-WASHINGTON

The US Department of Commerce, Office of the Near East, Egypt Desk, Washington, D.C. 20230, provides useful information to the US businessmen planning to visit Egypt. Contact Ms. Cheryl McQueen (202) 377-4652.

USCS-USA

The United States Commercial Service is the domestic equivalent of the FCS. USCS operates forty-three district offices throughout the U.S. (See listing on overleaf of this pamphlet.) The USCS can be the first, convenient step for US firms considering Egyptian or other export markets.