

ALABAMA

International Trade Resource Guide



2005



ALABAMA INTERNATIONAL TRADE RESOURCE GUIDE

State of Alabama

Alabama Development Office
International Trade Division

401 Adams Avenue, Suite 630; Montgomery, Alabama 36130-4106
Telephone: 1.800.248.0033 (USA); 334.242.0442; Fax 334.353.1330

**Cover design by *Sherry Lynn Lang*, The University of Alabama,
Center for Business and Economic Research, Tuscaloosa, Alabama**

While every effort has been made to provide accurate information, errors and omissions inadvertently occur. Please contact the International Trade Division with any changes and/or corrections.

STATEWIDE NETWORK

Alabama has a strong alliance of local, state and federal organizations that work together to develop and coordinate programs to facilitate the export of Alabama's goods and services overseas. In addition to jointly promoting sanctioned overseas events such as trade missions and trade shows, these trade organizations counsel and assist companies in all aspects of global commerce, from how to assess a firm's export-readiness, to developing a marketing plan, to export financing, credit insurance and documentation, to delivery and payment. Workshops and seminars as well as individual counseling sessions are coordinated by the Statewide Network to help educate and prepare Alabama companies to compete in the global marketplace.

The *Alabama International Trade Resource Guide* provides information on these organizations. Some services are free of charge while others require a nominal fee.

In addition to the Statewide Network, there are organizations that provide a specific service in the export process. These organizations are found in the Specialized Services category of the *Alabama International Trade Resource Guide*.

The third category of listings contains other resources whose primary focus is industrial recruitment. These groups support international trade and can refer their clients to the appropriate international trade service provider.

We believe that you will find this guide a valuable resource and encourage you to become acquainted with Alabama's trade organizations and the services they offer. If you have not already done so, we invite you to become involved in the State's exporting community.

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STATE OF ALABAMA
ALABAMA DEPARTMENT OF AGRICULTURE AND INDUSTRIES

The three-fold purpose of the Department of Agriculture and Industries is to (1) get more agribusinesses involved in exporting, (2) increase agribusiness exports from Alabama, and (3) to expand the presence of agricultural and related value-added products in foreign markets.

- ◆ State focal point for agribusiness;
- ◆ Industry participation in:
 - Trade shows,
 - Trade missions,
 - Inbound trade missions;
- ◆ Education and training;
- ◆ Trade leads.

Contact

JOHN C. GAMBLE, PH.D
Agricultural Economic Administrator
Tel: 334.240.7245
john.gamble@agi.alabama.gov

P. O. Box 3336
Montgomery, Alabama 36109
Fax 334.240.7270

Web Address: <http://www.agi.state.al.us>

STATE OF ALABAMA
ALABAMA DEVELOPMENT OFFICE
INTERNATIONAL TRADE DIVISION

- ◆ Brings buyers from abroad together with Alabama suppliers through the organization, promotion and recruitment of Alabama companies to participate in:
 - Trade missions,
 - Trade shows and exhibitions,
 - Incoming trade missions;
- ◆ The Division serves as a clearinghouse within Alabama for various federal, state and local agencies, academia, and the business community to bring together the international buyer and the Alabama supplier;
- ◆ Provides individual counseling and sponsors international trade workshops, seminars and conferences on relevant international business topics;
- ◆ Maintains a statewide international trade database and publishes the Alabama Exporters Directory; Alabama International Trade Resource Guide; and The Year In Trade which provides a statistical overview of Alabama's exports and imports.
- ◆ Through a cooperative relationship between the State of Alabama and the Japan External Trade Organization (JETRO), an experienced Japanese executive works in Alabama to help Alabama companies enter the Japanese market.

Contacts

HILDA LOCKHART
Manager
Tel: 334.242.0442
[*lockhart@ado.state.al.us*](mailto:lockhart@ado.state.al.us)

401 Adams Avenue
Montgomery, Alabama 36130-4106
Fax 334.353.1330
Tel: 800.248.0033 (USA)

JAMES ("BEAU") LORE
Trade Specialist
Tel: 334.353.0299
[*lorej@ado.state.al.us*](mailto:lorej@ado.state.al.us)

Web Address: www.alabamausa.org

ALABAMA EXPORT COUNCIL
U.S. DEPARTMENT OF COMMERCE
INTERNATIONAL TRADE ADMINISTRATION

Council members are appointed by the United States Secretary of Commerce with White House approval to foster and stimulate international trade.

- ◆ Export seminars and workshops;
- ◆ Members serve as counseling service for prospective exporters;
- ◆ Administers the Gayle C. Shelton Jr. MBA Endowed Scholarship;
- ◆ Where appropriate, provides position papers to the Alabama Congressional Delegation

Contact

GEORGE T. NORTON, JR.
Executive Secretary
Tel: 205.731.1331
george.norton@mail.doc.gov

U.S. Department of Commerce
International Trade Administration
The Commercial Service
950 22nd Street North, Suite 707
Birmingham, Alabama 35203
Fax 205.731.0076

Web Address: <http://www.export.gov>

ALABAMA FARMERS FEDERATION
INTERNATIONAL TRADE DIVISION

A non-profit organization, the division of International Trade focuses on making Alabama agricultural products accessible to world markets.

- ◆ Works as close to the source of production as possible;
- ◆ Refers product information requests and trade inquiries to qualified suppliers;
- ◆ Offers export assistance;
- ◆ Presents products in overseas trade shows and missions;
- ◆ Coordinates sources of products to aid buyers to purchase from a single source;
- ◆ Assists in customized on-site tours of Alabama producers' and processors' facilities by inbound trade missions and buying teams.

Contact

JAMES B. CARLISLE
Director
International Trade, Poultry,
Catfish Divisions
Tel: 334.613.4214
jcarlisle@alfafarmers.org

P. O. Box 11000
Montgomery, Alabama 36191-0001
Fax 334.284.3957

Web Address: <http://www.alfafarmers.org>

ALABAMA FORESTRY COMMISSION
MANAGEMENT DIVISION
MARKETING & ECONOMIC DEVELOPMENT

- ◆ Publishes a Directory of Forest Industries in Alabama, in cooperation with the U.S. Forest Service;
- ◆ Sources wood products to potential customers;
- ◆ In cooperation with the Alabama International Trade Center, publishes the Export Directory for Wood Products, a listing of Alabama wood products exporters; includes characteristics of Alabama wood species;
- ◆ Provides information on the species, volumes, size class, and growth versus drain, for a given radium within Alabama for potential manufacturers;
- ◆ Works with the Alabama International Trade Center to provide export assistance to forest product companies on a case-by-case basis;
- ◆ Targets furniture, cabinetry, plywood, veneer, dimension lumber, and other building materials industries for assistance.

Contact

BRUCE SPRINGER

Director

Tel: 334.240.9333

springerb@forestry.state.al.us

Forest Management Division

513 Madison Avenue

Montgomery, Alabama 36104

Fax 334.240.9393

Web Address: <http://www.forestry.state.al.us>

ALABAMAGERMANY PARTNERSHIP

The Alabama Germany Partnership was founded in 1998 to foster ties and serve as a resource for members and others interested in a strong business and cultural relationship between Alabama and Germany.

- ◆ To encourage understanding and relationships between Alabamians and Germans.
- ◆ To support business development by encouraging such areas as direct investment, trade and tourism.
- ◆ To stimulate and pursue educational opportunities through language, cultural and exchange programs.
- ◆ To serve as an information network for existing and new organizations and relationships in Alabama and Germany.
- ◆ To regularly communicate to the public and our membership (Alabamians and Germans) through meetings and appropriate media.

Contact

PATRICIA COGHLAN
Executive Director
Tel: 205.943.4772
[*alabamagermany@earthlink.net*](mailto:alabamagermany@earthlink.net)

500 Beacon Parkway West
Birmingham, AL 35209
Fax 205.943.4780

Web Address: <http://www.alabamagermany.org>

ALABAMA INTERNATIONAL TRADE CENTER

The Alabama International Trade Center (AITC) operates as a federal-state partnership program between the University of Alabama and the U.S. Small Business Administration, promoting the official SBA trade programs and export financing programs in Alabama. The AITC is an institutional member of the Alabama Small Business Development Consortium, a statewide network of ten management and technical assistance centers.

- ◆ Works on a one-on-one, confidential basis to help small businesses enter and sell in export markets;
- ◆ Services include:
 - Customized international research,
 - In-house training,
 - Export financing;
- ◆ Focuses on:
 - New-to-export firms,
 - State industries with export potential,
 - Tracks export results.

Contacts

BRIAN DAVIS
Director

Martha Whitson
Administrative Specialist

Breck Myers
International Trade Specialist

Deborah van der Toorn
Export Sales Specialist

Pablo Diaz
Export Sales Specialist

Michael Brooks
International Trade Specialist

Carol DeCastr
Export Finance Specialist

Robert Stackpole
International Trade Specialist

Ann Mullenix
Administrative Secretary

University of Alabama
Box 870396
Tuscaloosa, Alabama 35487-0396
Tel: 205.348.7621
Fax 205.348.6974
[*aitc@ua.edu*](mailto:aitc@ua.edu)

Web Address: <http://www.aitc.ua.edu>

**ALABAMA STATE PORT AUTHORITY
PORT ADVANTAGES****Transportation Advantage**

- 45-ft Ship Channel at McDuffie and Choctaw Point; 40ft. Ship Channel at Main Port Complex
- 33 Nautical Miles to Sea Buoy and the U.S. Intracoastal Canal
- Unencumbered Access – No Overhead Obstructions
- Adjacent to I-10 and I-165/I-65
- 5 Class 1 Railroads: CSXT, Canadian National, Burlington Northern/Santa Fe, Norfolk Southern & Kansas City Southern (On Port)
- One Class I Intermodal Rail Terminals (CSX) (On Port)
- Class 3 Short Line Railroad and Switching Yard for all Class 1 Carriers (On Port)
- Class 3 Railroad Operating a Ferry Services to Coatzacoalcos, Mexico Sailing Every 4 Days.
- Access to 15,000 Miles of Barge Lanes, via the Tennessee Tombigbee Waterway, to the Great Lakes, Upper Mississippi, Ohio and Missouri River Systems.

Container/Intermodal, General Cargo & Bulk Terminals

- Container Terminal with Dedicated Truck Control Gate
- Fixed Day, Weekly Container Carrier Service to North and South Asian ports, the Mediterranean, South and Central America, as well as the Caribbean (ZIM) and Bi-weekly Service to Europe (Atlanticargo-Star Shipping)
- 27 General Cargo Berths Dredged to 40 Foot Water Depth
- Over 2.4 Million Square Feet of Warehouses
- Over 4 Million Square Feet of Covered and Open Storage
- 3 Ro/Ro Terminals (Bow, Stern and Quarter Ramp Service)
- Freezer/Cold Storage Terminal
- Rail Ferry Ramp
- Un-congested General Cargo Truck Control Terminal
- Heavy Lift/Oversized Cargo Terminal with On-Terminal Heavy Lift Cranes
- Full Port Terminal Services Available
- Competitive Pricing
- Favorable Labor Environment

- McDuffie Bulk Terminal – 2.5 Million Tons of Open Storage
(\$27M Expansion Underway • 2nd Import Berth • Operational Mid-2006)
Three Berths dredged to 45 foot water depth
 - 2 ship loaders - 2 ship unloaders - 3 stacker/reclaimers
 - 2 barge unloaders - 2 barge loaders - 2 double-wing stackers
 - 2 automatic samplers - 2 rail car dumpers (one is a tandem unit)

Choctaw Point Terminal (State Port Expansion Plan – Operational 2007)

- 400 Acre Container & Multi-User Intermodal Terminal
- Two (2) Two Thousand Foot Berths on 45 ft. Channel
- Grade Separated, Dedicated Rail and Truck Roadways
- Adjacent to I-10 and 3 Mi. from I-65
- Adjacent to Air Cargo Terminal – Brookley Airfield, Mobile Airport Authority
- Capacity 600,000 TEUs (Expansion Capability)
- Dedicated Value Added Warehousing and Distribution Areas

Economic Development Facilities/Lands (Near I-10 and I-65)

- Marine Liquid Bulk Terminal with Adjacent Lands Open for Development
- Industrial Area Properties with Deep or Barge Draft Frontage
- State Highway Frontage Tracts in Industrial Areas

Contact

JAMES K. LYONS
Director, CEO
Tel: 251.441.7200

MARK SHEPPARD
Vice President, Trade & Development
Tel: 251.441.7201
msheppard@asdd.com

Judith Adams
Manager
Media Relations & Economic Development
Tel: 251.441.7003
[*jadams@asdd.com*](mailto:jadams@asdd.com)

P.O. Box 1588
Mobile, Alabama 36633
Fax 251.441.7216

Web Address: <http://www.asdd.com>

PORT OF HUNTSVILLE

The Port of Huntsville is an inland port facility that is comprised of three operating entities – the Huntsville International Airport, International Intermodal Center and Jetplex Industrial Park. The port is governed by an Airport Authority with a five member Board of Directors. The Airport Authority also owns, but has management companies for Signature Flight Support, Sheraton Four Points Hotel, and Sunset Landing Golf Course.

Huntsville International Airport

- Over 85 flights per day.
- Passenger carriers: American Airlines, American Eagle, ASA, Comair, Continental Express, Delta Air Lines, Northwest Airlin, and US Airways Express
- Non-Stop Service Destinations: Atlanta, Charlotte, Chicago, Cincinnati, Dallas, Detroit, Houston, Memphis, New York, Orlando, Tampa and Washington DC (DCA and Dulles)
- Services: Curbside Check in, six level parking deck, Business Center and Lounge
- Parallel runways with 5,000 foot separation for simultaneous take offs/landings
-

International Intermodal Center (Air & Rail Cargo)

- Public Use Foreign Trade Zone No. 83
- 200,000 square feet of airside cargo tenant warehouse facilities
- US Customs Port Director and Inspectors on site
- USDA Inspectors on site
- Freight forwarders and customs brokers on site
- 2-hour turnaround for wide-body freighters
- Quick access to interstate highway system
- Norfolk Southern rail service
- Dedicated stack train service
- Two 45-ton overhead gantry cranes
- Container, rail trailer and chassis pools,
- Air, rail, and motor carrier terminals
- Drayage services by local and regional carriers
- On site mechanical repair service station
- Lighted, secured yard with 24 hour fire and police protection

JetPlex Industrial Park

- 5,800 acres available in tracts of 4 acres to 700 acres
- Over 3 million occupied square feet
- Tenants include: The Boeing Company, Seimens VDO, Futaba, International Diesel of Alabama, LG Electronics, Raytheon and more
- Direct interstate access
- Some sites have direct runway access available
- Utilities in place
- Highly skilled and diverse labor pool
- State and local incentive programs to qualified companies

*BARBIE PEEK
Director of Marketing*

*1000 Glenn Hearn Blvd., Box 20008
Huntsville, AL 35824*

*Tel: 256. 772. 9395
Fax 256. 772. 0305*

barbie@hsvairport.org

www.hsvairport.org

ALABAMA WORLD TRADE ASSOCIATION

- ◆ Actively serves as an advocate of free trade to governmental leaders;
- ◆ Produces the Alabama International Dateline, a quarterly newsletter;
- ◆ Plans and organizes:
 - District Congressional Meetings on trade-related topics,
 - Annual meetings;
- ◆ Produces a membership directory;
- ◆ Provides access to member information on the web site.

Contact

ALISON STRICKLER

Executive Director

Tel: 334.264.0598

astrickler@mindspring.com

P. O. Box 6505

Montgomery, Alabama 36106-0505

Fax 334.262.0889

Web Address: <http://www.alworldtrade.com>

BIRMINGHAM REGIONAL CHAMBER OF COMMERCE

- ◆ Assists potential exporters and international service industry to locate or conduct business in Birmingham region;
- ◆ Provides trade leads to member organizations;
- ◆ Publishes Birmingham Regional International Business Directory;
- ◆ Sponsors and co-sponsors trade missions;
- ◆ Presents trade seminars in cooperation with other international trade promotion organizations;
- ◆ Processes Certificates of Origin for local manufacturers;
- ◆ Hosts and coordinates activities for international business visitors;
- ◆ Maintains an international trade reference library;
- ◆ Maintains library of trade directories, country profiles and other international resource material.

Contact

JAMIKA KIRK
Manager
International Business
Tel: 205.241.8125
jkirk@birminghamchamber.com

505 North 20th, Suite 200, Financial Center
Birmingham, Alabama 35203
Fax 205.241.8165

Web Address: <http://www.birminghamchamber.com>

THE JAPAN-AMERICA SOCIETY OF ALABAMA

The Japan-America Society of Alabama (JASA) was incorporated in September 1989 as a private, not-for-profit association to encourage and develop ties of friendship and understanding between individuals and organizations in Japan and Alabama.

- ◆ Provides an avenue for the people of Alabama and resident Japanese citizens to promote friendly personal and professional relationships;
- ◆ Offers a comprehensive program responsive to social, economic and political needs through which to examine and learn from experiences and achievements of both Japan and Alabama.
- ◆ Publishes *The Alabama Guide*, a publication in Japanese, to provide Japanese nationals residing in the state with pertinent information on living in Alabama.

Contact

KAZUO MORIYA
Executive Director
Tel: 205.943.4730
jasa@mindspring.com

500 Beacon Parkway West
Birmingham, Alabama 35209
Fax 205.943.4760

Web Address: www.jasaweb.net

JETRO-ALABAMA
JAPAN EXTERNAL TRADE ORGANIZATION

JETRO-Alabama is a cooperative agreement between the State of Alabama and the Japan External Trade Organization, an arm of the Government of Japan.

- ◆ Promotes foreign imports and foreign investment entering Japan;
- ◆ Offers direct exposure for Alabama products into the Japan marketplace through a Senior Trade Advisor, a business expert from Japan's private sector;
- ◆ Works jointly with the Alabama Development Office and other local trade organizations to identify Alabama products for export to Japan.

Contact

SATOSHI "SAM" KAKUDA
Senior Trade Advisor
Tel: 334.242.0450
kakuda@ado.state.al.us

Alabama Development Office
401 Adams Avenue, Suite 630
Montgomery, Alabama 36130
Fax 334.353.1330

Web Address: <http://www.jetro.org>

MADISON COUNTY COMMISSION
INTERNATIONAL TRADE DEVELOPMENT CENTER

- ◆ Export consultation;
- ◆ Online international resources through the North Alabama International Trade Association (NAITA) – www.naita.org;
- ◆ Information clearinghouse for referrals and specialized export requirements;
- ◆ Seminars and group training – mechanics of exporting and country and industry-specific topics;
- ◆ Market outreach via overseas trade shows and missions; inbound missions;
- ◆ Assistance with U.S. export licensing regulations.

Contacts

ANNE W. BURKETT
Director

AMANDA P. BERKEY
International Trade Specialist

Planning and Economic Development
Madison County Commission
100 Northside Square
Huntsville, Alabama 35801-4820
Tel: 256.532.3505
Fax 256.532.3704
trade@co.madison.al.us

Web Addresses: <http://www.co.madison.al.us>, <http://www.naita.org>

MOBILE AREA CHAMBER OF COMMERCE

- ◆ Sponsors and coordinates trade missions and trade shows;
- ◆ Issues Certificates of Origin for export shipments;
- ◆ Provides assistance to international businesses wishing to invest in Mobile;
- ◆ Publishes a comprehensive Manufacturer's Directory which includes products manufactured in the Mobile metropolitan statistical area;
- ◆ Assists local companies in developing and expanding export markets;
- ◆ Through Federal and State resources, provides foreign market research; joint venture searches; identifies potential agents or distributors; and provides trade leads;
- ◆ Coordinates visits of foreign buyer delegations to regional business clusters;
- ◆ Sponsors international reverse investment business development missions worldwide;
- ◆ Hosts educational events and seminars;
- ◆ Coordinates regional participation in selected business shows and trade missions;
- ◆ Identifies opportunities for the transfer of technologies to local companies;
- ◆ Continuously works to improve the trade-related infrastructure serving Alabama companies.

Contacts:

TONY L. VAN AKEN
Director Trade and Technology
Tel: 251.431.8651
tony@mobilechamber.com

BRIDGETTE L. CLARK
International Trade Program Manager
Tel: 251.694.0702
bridgette@mobilechamber.com

P. O. Box 2187
Mobile, Alabama 36652-2187
Fax 251.431.8608

Web Address: <http://www.mobilechamber.com>

NORTH ALABAMA INTERNATIONAL TRADE ASSOCIATION (NAITA)

NAITA's mission is to facilitate trade development and growth opportunities in North Alabama and the surrounding region. NAITA provides international business services that encourage and assist regional companies to expand foreign trade. In addition to increasing profits and creating jobs locally, international trade promotes world peace through economic and cultural communication and interdependence.

Membership benefits include:

- ◆ Programs and meetings covering current international trade topics.
- ◆ Seminars and conferences designed to address specific needs of members.
- ◆ *NAITA eNews*, a periodic email newsletter, informs members of association activities, introduces new international resources, and provides information on current international issues and trade policy.
- ◆ www.naita.org provides comprehensive information on NAITA events, international trade resource links, and members, including an online membership directory.
- ◆ Networking with U.S. businesses involved in international trade, foreign trading partners, U.S. government officials, and foreign officials.

Contacts

DON PALMER
President

ANNE W. BURKETT
Secretary

P.O. Box 2457
Huntsville, Alabama 35804
Tel: 256.532.3505
Fax 256.532.3704
[*naita@naita.org*](mailto:naita@naita.org)

Web Address: <http://www.naita.org>

THE COMMERCIAL SERVICE
UNITED STATES DEPARTMENT OF COMMERCE
BIRMINGHAM EXPORT ASSISTANCE CENTER

The Commercial Service maintains a worldwide service delivery network with offices in more than 100 cities in the United States and in 80 countries overseas, designed to support U.S. exporters. Services include:

- ◆ International Partner Search:
 - Identifies the most suitable overseas licensees, distributors, agents, and strategic partners for U.S. exporters;
- ◆ Comprehensive and customized market research;
- ◆ Trade events:
 - BuyUSA.com, an on-line marketing service,
 - International catalog exhibitions,
 - Exhibit opportunities in attractive, high-traffic U.S. pavilions at major international trade shows worldwide and through virtual trade shows,
 - Assistance before, during and following major trade shows;
- ◆ Exposure to nearly a half million buyers in 140 countries through the Commercial News USA, an international magazine and virtual trade show;
- ◆ International Company Profiles provide credit checks and detailed background information on prospective partners;
- ◆ Gold Key Service provides tailor-made business appointments;
- ◆ Platinum Key Service offers comprehensive, market-entry procedures with sustained support (typically 6 months to one year) for individual companies;
- ◆ Advocacy through accredited diplomats and other U.S. officials regarding unanticipated problems with foreign clients.

Contacts

GEORGE T. NORTON, JR.

Director

Tel: 205.731.1331

george.norton@mail.doc.gov

NELDA SEGARS

International Trade Specialist

Tel: 205.731.1331

nelda.segars@mail.doc.gov

*Medical Forum Building
950 22nd Street North, Suite 707
Birmingham, Alabama 35203
Fax 205.731.0076*

Web Address: <http://www.trade.gov>

UNITED STATES SMALL BUSINESS ADMINISTRATION
ALABAMA DISTRICT OFFICE

- ◆ Counseling, advice and information on starting and/or expanding a business through:
 - Small Business Development Centers (SBDC),
 - Service Corps of Retired Executives Association (SCORE),
 - Women's Business Centers (WBC);
- ◆ Financial assistance through the 7(a) and 504 loan programs;
- ◆ Minority enterprise development;
- ◆ Special emphasis areas;
 - Women,
 - Minorities,
 - Veterans,
 - Businesses involved in international trade.

Contacts

MICHAEL RICKS
District Director
Tel: 205.290.7101, Ext. 263
michael.ricks@sba.gov

L. D. RALPH
International Trade Loan Officer
Tel: 205.290.7101, Ext. 237
lafero.ralph@sba.gov

RAYMOND W. HEMBREE
Deputy District Director
Veterans Affairs Officer
Tel: 205.290.7101, Ext. 224
raymond.hembree@sba.gov

801 Tom Martin Drive, Suite 201
Birmingham, Alabama 35211
Fax 205.290.7404

Web Address: <http://www.sba.gov/al/>

ALABAMA BANKS WITH INTERNATIONAL DEPARTMENTS

International banking departments offer services to assist the exporter in financing an international sale, helping to structure competitive payment terms and advise on market risks and other export-related considerations and conditions.

Corporate export banking services include:

- ◆ Foreign exchange trading and hedging,
- ◆ Letters of credit,
- ◆ Bankers' acceptances,
- ◆ Documentary collections and funds transfers,
- ◆ Eurodollar market access,
- ◆ Currency exchange,
- ◆ Pre-export and post-export financing,
- ◆ Foreign drafts.

AMSOUTH BANK

International Division
Tim Schipke
Vice President International Services
1900 5th Avenue N., AST-14th Fl.
Birmingham, Alabama 35203
Tel: 205.326.5509
Fax 205.581.7578
Tim.schipke@amsouth.com
<http://www.amsouth.com>

Mobile
31 N. Royal Street
31st Floor AmSouth Building
Mobile, AL 36602
Fax: 251-438-8597

Trade Services Manager
Susan Wilkinson
Tel: 251.438.8375
susan.wilkinson@amsouth.com

International Business Development
Glenn Sigler
Tel: 251.438.8207
gsigler@amsouth.com

Trade and Financial Services
Lisa Butts
International Operations Manager
Tel: 615.736.6221 (Nashville – All Locations)
lisa.butts@amsouth.com

COMPASS BANK

*International Trade Services
24 Greenway Plaza Suite 1601
Houston, TX 77046
Tel: 713.499.8645*

*Assistant Vice President
Teresa Dever
Tel: 713.499.8643*

*Senior Vice President & Manager
Geraldine Gurley
Tel: 713.499.8640*

FIRST COMMERCIAL BANK

*International Department
800 Shades Creek Parkway
Birmingham, AL 35209
Fax 205.868.6175
<http://www.firstcommercialbank.com>*

*Foreign Exchange
Adrian Smythies
Tel: 205.868.6176
adriansmythies@firstcommercialbank.com*

*Manager
Ed Deitz
Tel: 205.868.6171
edwarddeitz@firstcommercialbank.com*

*Letters of Credit and Payments
Joanne Hoover
Tel: 205.868.6173
joannehoover@firstcommercialbank.com*

REGIONS/UNION PLANTERS BANK

*International Division
2800 Ponce de Leon Blvd.
Coral Gables, FL 33134*

*Fax: 251.690.1496
carson.strickland@regions.com*

*International Group President
David Konfino
Tel: 305.774.5273
Fax 305.774.4597
david.konfino@upbna*

*Scott H. Ainsworth, Trade Finance Specialist
(North AL, North MS)
Tel: 205.326.7562
Fax 205.326.7779
Scott.ainsworth@regions.com*

*Trade Finance Manager
(AL, MS, MO, IL, IN, IA, Western TN & FL, KY)
J. Albert McDonald, Senior Vice President
Tel: 251.690.1173
Fax: 251.690.1496
al.mcdonald@regions.com*

*Emy Ruiz, Senior Vice President
Trade Finance Manager
(South FL, GA, SC, NC, TX, AR, LA)
Tel: 305.774.5254
Fax 305.648.7053
Emy.ruiz@upbna.com*

*Carson P. Strickland
Trade Finance Specialist
(South AL, South MS, FL Panhandle)
Tel: 251.690.1396*

*Customer Service
Toll Free/Sin Cargo 1.877.419.0365*

International Operations
Joe Thompson, Executive Vice President
Director
Tel: 786.845.4401
Fax 786.845.4951
joe.thompson@upbna.com

David Schwartz, Senior Vice President
Manager
Tel: 305.774.5061
Fax 305.774.5077
david.schwartz@upbna.com

Correspondent Banking
Oscar C. Gomez
Executive Vice President
Manager
Tel: 305.774.5084
Fax 305.774.4598
Oscar.gomez@upbna.com

Structured Finance
Anthony Chisena, Senior Vice President
Manager
Tel: 305.774.5254
Fax 305.648.7051

SOUTHTRUST BANK

International Department
Birmingham
P. O. Box 2554
Birmingham, AL 35290
Fax 205.254.5656
<http://www.southtrust.com>

International Business Development
George Clarke, Vice Pres.
Tel: 205.254.4782
george.clarke.@southtrust.com

Mobile
P. O. Drawer 1508
Mobile, AL 36633
Tel: 251.370.1480
Fax 251.431.9373

International Operations
Brenda Jones, A.V.P.
Tel: 251.431.9278
brenda.jones@southtrust.com

WHITNEY NATIONAL BANK

International Department
P. O. Box 9789
Mobile, AL 36691
Fax 504.586.7412
<http://www.whitneybank.com>

International Services
Robert Chamberlin
Senior Vice Pres. & Manager
International Services
Tel: 504.586.7305
Fax 504.856.7412
rchamberlin@whitneybank.com

Trade Finance Officer
Barrett J. Wilson, Jr.
Vice Pres. & Manager

Tel: 800.538.7751
Fax 504.586.7412
bwilson@whitneybank.com

Foreign Exchange
Roger Griffiths
Vice Pres. & Manager
Tel: 504.552.4754
Fax 504.619.4158
rgriffiths@whitneybank.com

International Operations
Thomas Pawlyshyn
VP & Manager
Tel: 504.586.7394
Fax 504.619.4158
tpawlyshyn@whitneybank.com

ALABAMA STATE BAR INTERNATIONAL LAW SECTION

- ◆ The membership of the International Law Section of the Alabama State Bar provides expertise in the following areas of the law:
 - Customs and export licensing
 - Private international law
 - The Foreign Corrupt Practices Act
 - International financial transactions
 - International protection of intellectual property;
 - Immigration
 - International trade boycotts,
 - International taxation
 - Civil law notarial services
- ◆ Conducts seminars;
- ◆ Publishes a newsletter;
- ◆ Retains a speakers' bureau to address various business and civic organizations.

Executive Committee, 2005

BOYD F. CAMPBELL

Chair

Boyd F. Campbell, L.L.C

Montgomery

Tel: 334.832.9090

[*usvisa@visaus.com*](mailto:usvisa@visaus.com)

Joseph W. "Bill" Mathews, Jr

Vice Chair for Programs

Samford University

Birmingham

Tel: 205.726.2811

[*jwmathew@samford.edu*](mailto:jwmathew@samford.edu)

Dr. Paul Kuruk

Secretary

Cumberland School of Law

Samford University

Birmingham

Tel: 205.726.2153

[*pkuruk@aol.com*](mailto:pkuruk@aol.com)

Robert E. L. Gilpin

Immediate Past Chair

Kaufman & Rothfeder, P.C.

Montgomery

Tel: 334.244.1111

[*rgilpin@krlegal.com*](mailto:rgilpin@krlegal.com)

J. Foster Clark

Past Chair

Balch & Bingham

Birmingham

Tel: 205.226.3482

[*fclark@balch.com*](mailto:fclark@balch.com)

Joseph M. Allen, Jr.

Executive Committee

Johnstone, Adams, Bailey,

Gordon & Harris, L.L.C.

Mobile

Tel: 251.432.7682

[*jma@johnstoneadams.com*](mailto:jma@johnstoneadams.com)

A. H. Gaede, Jr.

Executive Committee

Bradley Arant Rose

& White, L.L.C.

Birmingham

Tel: 205.521.3238

[*ahg@barw.com*](mailto:ahg@barw.com)

Charles E. Grainger, Jr.

Executive Committee

Office of the Secretary of State

Montgomery

Tel: 334.242.7202

[*cgrainger@mindspring.com*](mailto:cgrainger@mindspring.com)

Web Address: <http://www.visaus.com/iils.html>

CG RAILWAY, INC.
UNITED STATES-MEXICO INTERLINE RAIL-FERRY SERVICE

The U.S.-Mexico rail-ferry service from the ports of Mobile, Alabama and Coatzacoalcos, Mexico, connect the Midwest and Eastern U.S. with Central and Southern Mexico, markets that historically have not been targeted for commerce due to logistical and geographical constraints.

The primary service area in the U.S. is east of the Mississippi River and the principal service area in Mexico is the Mexico City region and all points south.

The U.S. terminal is located at the existing Alabama State Docks berth at Choctaw Point, modified to accommodate CG Railway vessels. The terminal is located approximately 30 nautical miles from the Gulf of Mexico at the mouth of the Mobile River.

Advantages of the service include:

- ◆ Multi-vessel sailings;
- ◆ Fast transit time (3 days on the water);
- ◆ Frequency of every 4 days in port;
- ◆ Seamless interchange with United States and Mexican railroads;
- ◆ No transloading of cargo;
- ◆ Competitive rates with flexibility to quote door to door, port to port or other customer preferences;
- ◆ New entry and exit border points;
- ◆ Single bill of lading and invoicing.

Contacts in Mobile, Alabama

MICHAEL B. LEE
President
michael@pageandjones.com

ROBERT W. SATTER
Vice President Marketing
bob@pageandjones.com

Page & Jones, Inc.
52 N. Jackson Street
Mobile, Alabama 36602
Tel: 251.432.1646
Fax 251.433.1402

Web Address: <http://www.cgrailway.com>

CUSTOMS BROKERS

Customs brokers assist customers in clearing their cargo for import into the United States.

- ◆ Locates arriving goods,
- ◆ Prepares formal entry documents for clearance through Customs,
- ◆ Arranges for Customs inspector,
- ◆ Offers ATA carnets,
- ◆ Offers Insurance.

*CUSTOMS BROKERS WITH LOCATIONS IN ALABAMA****Carole Leland Customs Brokers***

244 West Valley Avenue, Ste. 205

Homewood, AL 35209

Tel: 205.328.2343

Fax 205.324.4253

kajjensen@mindspring

3) 2212 Avenue "O"

Brookley Complex

Mobile, AL 36615

Tel: 251.433.0885

Fax 251.433.0864

taylorgreg@emeryworld.com

Richard Murray & Company, Inc.

109 N. Conception Street

Mobile, AL 36602

Tel: 251.432.5549

Fax 251.432.2810

Geo. Wm. Rueff, Inc.

400 Poyoras St.

Ste. 1410

New Orleans, LA 70130

Tel: 251.433.8851

Fax 251.433.4438

Menlo Worldwide Forwarding

(3 Locations)

<http://www.emeryworld.com/>

1) 2852-A North Air Cargo Drive

Huntsville, AL 35824

Tel: 256.772.0128

Fax 256.772.8629

Livingston.patrick@menloworldwide.com

Falkenberry.Guy@menloworldwide.com

Godwin Shipping Co., Inc.

317 St. Joseph Street

Mobile, AL 36602

Tel: 251.433.5578

Fax 251.433.5591

John M. Brining Co., Inc.

202 Congress Street

Mobile, AL 36603

Tel: 251.432.9741

Fax 251.432.2029

brining@mobis.com

2) 4759 Alton Court, Suite 2101

Birmingham, AL 35210

Tel: 205.956.5784

Fax 205.956.2862

Kuehne+Nagel, Inc.

*Seth Brown
822 James Record Road, Suite A
Huntsville, AL 35824
Tel: 256.464.0888
Fax 256.464.0891
seth.brown@kuehne-nagel.com
<http://www.kuehne-nagel.com>*

M. G. Maher & Co., Inc.

*80 St. Michael Street, Suite 315
Mobile, AL 36602
Tel: 251.433.8474
Fax 251.438.3103*

Martin H. Cunningham

*205 St. Louis Street
Mobile, AL 36602
Tel: 251.432.4633
Fax 251.432.8675*

Marvin J. Madden & Co.

*P. O. Box 1562
Mobile, AL 36602
Tel: 251.471.3578*

N. D. Cunningham & Co., Inc.

*205 St. Louis Street
Mobile, AL 36602
Tel: 251.432.4633
Fax 251.432.8675*

Page & Jones, Inc.

*(3 Locations)
Web Address: <http://www.pageandjones.com>
1) 2850 Wall Triana Highway, Suite 205
Huntsville, AL 35824
Tel: 256.772.0231
Fax 256.772.7282*

*2) 107 39th Street North
Birmingham, AL 35222
Tel: 205.595.8429
Fax 205.595.8457*

*3) 52 N. Jackson Street
Mobile, AL 36602
Tel: 251.432.1646
Fax 251.433.1402*

Panalpina, Inc.

*2852 Wall Triana Highway, Bay D
Huntsville, AL 35824
Tel: 256.772.9149
Fax 256.772.9154*

W. R. Zanes & Company of Louisiana, Inc.

*118 N. Royal Street, Suite 507
Mobile, AL 36602
Tel: 251.438.1597
Fax 251.432.3812*

INTERNATIONAL FREIGHT FORWARDERS

Forwarders act as shipping agents for the exporter and handle the execution of cargo to its international destination. Forwarders quote shipping rates and schedules based on the terms of the export transaction between seller and buyer and handle all phases of the shipping process. Many freight forwarders are located near airports or ocean port facilities. Many also serve as customs brokers, handling import and export of cargo.

Services include:

- ◆ The handling of all shipping documents;
- ◆ Obtaining quotes on shipping costs;
- ◆ Arranging and booking of space on transport vessels;
- ◆ Presentation of documents to bank;
- ◆ Handling of the loading of cargo onto the carrier;
- ◆ Monitoring shipment;
- ◆ Following through delivery of product at export destination based on specifications in export/shipping documents.

FREIGHT FORWARDERS WITH LOCATIONS IN ALABAMA

AAA Warehousing & Moving Co.
Agents for North American Van Lines
P. O. Box 6128
Mobile, AL 36660
Tel: 251.479.9417
Fax 251.479.9421

Aces Ltd.
80 St. Michael Street, Suite 303
Mobile, AL 36602
Tel: 251.438.6700

Air/Sea Forwarding Specialists, Inc.
4354 Old Shell Road, #320
Mobile, AL 36608
Tel: 251.460.0551
Fax 251.460.4432

Bennett Motor Express
7481 Branchwood Drive

Mobile, AL 36695
Tel: 251.635.0048
Fax 251.635.1668

Daniel F. Young
1215 Seminole Drive, NW
Hartselle, AL 35640
Tel: 256.773.6202
Fax 256.773.3032
Hal.moore@dfyoung.com

Menlo Worldwide Forwarding
(3 Locations)
<http://www.emeryworld.com/>
1) 2852-A North Air Cargo Drive
Huntsville, AL 35824
Tel: 256.772.0128
Fax 256.772.8629
Livingston.patrick@menloworldwide.com
Falkenberry.Guy@menloworldwide.com

Menlo Worldwide cont'd

2) 4759 Alton Court, Suite 101
Birmingham, AL 35210
Tel: 205.956.5784
Fax 205.956.2862

3) 2212 Avenue "O"
Brookley Complex
Mobile, AL 36615
Tel: 251.433.0885
Fax 251.433.0864

EmoTrans Global Logistics

1015 Montlimar Dr.
Mobile, AL 36609
Tel: 251.342.3313
Fax 251.342.4413

Geo. Wm. Rueff, Inc.

P. O. Box 2962
Mobile, AL 36652
Tel: 251.433.8851
Fax 251.433.4438

Godwin Shipping Co., Inc.

317 St. Joseph Street
Mobile, AL 36602
Tel: 251.433.5578
Fax 251.433.5591

J F Lumpkin

3003 Highway 86-E
Hartselle, AL 35640
Tel: 256.778.8044

Jensen Shipping Co. Inc.

244 West Valley Av., Ste. 205
Homewood, AL 35209
Tel: 205.328.2343
Fax 205.324.4253
kajensen@mindspring.com

John M. Brining Co., Inc.

202 Congress Street
Mobile, AL 36603
Tel: 251.432.9741
Fax 251.432.2029
brining@mobis.com

Kuehne+Nagel, Inc.

822 James Record Road, Suite A
Huntsville, AL 35824
Tel: 256.464.0888
Fax 256.464.0891
seth.brown@kuehne-nagel.com
<http://www.kuehne-nagel.com>

M. G. Maher & Co., Inc.

80 St. Michael Street, Suite 318
Mobile, AL 36602
Tel: 251.433.8474
Fax 251.438.3103

N. D. Cunningham & Co., Inc

205 St. Louis Street
Mobile, AL 36602
Tel: 251.432.4633
Fax:251.432.8675

Page & Jones, Inc.

(3 locations)
<http://www.pageandjones.com>
1) 52 N. Jackson Street
Mobile, AL 36602
Tel: 251.432.1646
Fax 251.433.1402

2) 107 39th Street North
Birmingham, AL 35222
Tel: 205.595.8429
Fax 205.595.8457

3) 2850 Wall Triana Highway
Ste 205
Huntsville, AL 35824
Tel: 256.772.0231
Fax 256.772.7282
[dblان@hiwaay.net](mailto:dblan@hiwaay.net)

Panalpina, Inc.

2846 Wall Triana Highway
Huntsville, AL 35824
Tel: 256.772.9149
Fax 256.772.9154

Paul A. Boulo, Inc.

255 N. Joachim Street
Mobile, AL 36603
Tel: 251.433.5445
Fax 251.433.5454

Richard Murray & Co.

109 N. Conception Street
Mobile, AL 36602
Tel: 251.432.5549
Fax 251.432.2810

St. Andrews Bay Co.

107 St. Francis Street, Suite 1804
Mobile, AL 36602
Tel: 251.433.8906
Fax 251.433.1249

Stiegler Shipping Co., Inc.

1151 Hillcrest Road, Suite F
Mobile, AL 36695
Tel: 251.639.7300
Fax 251.639.7306
stiegler@stiegler.net
<http://www.stiegler.net>

T. A. Provence & Co., Inc.

154 State Street
Mobile, AL 36603
Tel: 251.433.5424
Fax 251.432.6305

W. R. Zanes & Company of Louisiana, Inc.

118 N. Royal Street, Suite 507
Mobile, AL 36602
Tel: 251.438.1597
Fax 251.432.3812

LICENSED STEVEDORING COMPANIES

CSA

Tel: 251.431.6100; 251.438.4771
Fax 251.431.6602

GLOBAL STEVEDORING

P.O. Box 2683
Mobile, AL 36652
Tel: 251.433.4198
Fax 251.433.6325
Cell 251.583.8339
tsirmon@icslogistics.com

GOLDEN STEVEDORING CO., INC.

Tel: 251.433.3726
Fax 251.433.3338
goldenstevedoring@hotmail.com

ODYSSEA STEVEDORING, INC.

Tel: 251.432.4003
mobileoffice@odysseasteev.com

PREMIER STEVEDORING

Tel: 251.438.3956
Fax 251.438.3839
premstev@hotmail.com

RICHWAY TRANSPORTATION SERVICES, INC.

111 East Loop North
Suite 280
Houston, TX 77029
Tel: 713.671.2038

SISCO

Tel: 251.433.6750
Fax 251.433.4351
mmallon@siscollc.com
aelliott@siscollc.com

TRI-STATE MARITIME SVCS

Tel: 251.432.1054
Fax 251.432.1056
tsmsal@tsmsal.com

LICENSED STEAMSHIP AGENCIES AND LINES

AZTEC MARITIME SERVICE, INC.

P.O. Box 1505
Mobile, AL 36633
Tel: 251.432.7273
Fax 251.432.7274
ops@aztecmaritime.com

BARWIL AGENCIES (NA) INC.

107 St. Francis St., Ste. 1804
Mobile, AL 36602
Tel: 251.433.3459
Fax 251.433.5293
barwil.mobile@barwil.com

BIEHL & COMPANY

Suite 2112, AmSouth Bank Bldg.
Mobile, AL 36602
Tel: 251.432.1605
biehlmob@biehlco.com

BULK SHIPPING, INC.

107 St. Francis St., Ste. 2112
Mobile, AL 36602
Tel: 251.433.1585
mursteve@zebra.net

CELTIC INTERNATIONAL SHIPPING AGENCY, LLC

ASD Blvd., Ste. 107
P.O. Box 1083
Mobile, AL 36633
Tel: 251.694.7001
ops@celtic-international.com

FILLETTE, GREEN SHIPPING SVC. (USA) CORP.

107 St. Francis St., Ste. 1804
Mobile, AL 36602
Tel: 251.438.5372
Fax 251.433.1249
mob@fillettegreen.com

GENERAL STEAMSHIP CORP.

107 St. Francis St., Ste. 1203
Mobile, AL 36605
Tel: 251.438.5071
Fax 251.438.5072
office@mob.gensteam.com

GLOVIS ALABAMA LLC

261 St. Michael St., Ste. 300
Mobile, AL 36602
Tel: 251.434.9470

GODWIN SHIPPING, INC.

317 St. Joseph St.
Mobile, AL 36602
Tel: 251.433.5578
godwinmb@bellsouth.net

GULF HARBOR SHIPPING

2000 Old Spanish Trail, Ste. 100
Slidell, LA 70458
Tel: 985.661.8005
Fax 414.921.5013
neworleans@gulpharbor.com

INCHCAPE SHIPPING SERVICES

1087 Downtowner Blvd.
Mobile, AL 36609
Tel: 251.461.2747
Fax 251.461.2748

ISS RIOMAR

P.O. Box 1865
Mobile, AL 36652
Tel: 251.405.6363
marketing@ISS-Riomar.com

KERR NORTON STRACHNAN AGENCY

One St. Louis Ctr., Ste. 3002
Mobile, AL 36602
Tel: 251.431.6335
Fax 251.431.6795
rallen@knsagency.com

KIRKPATRICK SHIPPING

603 Commerce Bldg.
Mobile, AL 36602
Tel: 251.438.9741
Fax 251.666.3517
jfkptrk@cs.com

LOTT SHIP AGENCY, INC.

259 N. Conception
P.O. Box 1802
Mobile, AL 36601
Tel: 251.433.1621
operations@lottship.com

MAYSHIP AGENCY

150 Viaduct Road
Chickasaw, AL 36611
Tel: 251.457.9551
maybank@maybankshipping.com

MENTZ MARITIME AGENCY, INC.

401 Veterans Blvd., Ste. 206
Metairie, LA 70005
Tel: 504.834.2001
mentzmar@bellsouth.net

NORD-SUD SHIPPING, INC.

1940 Jefferson Hwy.
Lutcher, LA 70071
Tel: 225.869.7450
norsudnola@norsudshipping.com

NSA AGENCIES, INC.

261 N. Joachim St.
Mobile, AL 36603
Tel: 251.433.1536
Fax 251.433.7622
naviosmb@bellsouth.net

ODYSSEA SHIPPING LINE, LLC/K.S.A. SHIPPING

452-E Government St.
Mobile, AL 36602
Tel: 251.432.4003
ksa@odysseashipping.com

PAGE & JONES, INC.

52 N. Jackson St.
Mobile, AL 36602
Tel: 251.432.1646
Fax 251.433.1402
mlee@pagejones.com
mleejr@pagejones.com

ROSS MARITIME, INC.

P.O. Box 1022
Mobile, AL 36633
Tel: 251.432.1611
Fax 251.432.1613
agency@rossmaritimeusa.com

SEACLIFF AGENCY, LLC

162 S. Lawrence St.
P.O. Box 1947 (36633)
Mobile, AL 36602
Tel: 251.433.1196
Fax 251.433.1195
macpherson@seacliffagency.com

SEAGATE STEAMSHIP LINES, INC.

244 West Valley Avenue
Birmingham, AL 35209
Tel: 205.328.2343
kaj@seagatesteam.com

SOUTHPORT AGENCIES, INC.

2700 Lake Villa Dr., Ste. 180
Metairie, LA 70002
Tel: 504.455.9718
Fax 504.455.9710
agency@southport-nola.com

STAR SHIPPING, INC.

1100-B Dauphin St.
Mobile, AL 36604
Tel: 251.433.3800
ray.zielke@starshipping.com

TRANSMARINE ALABAMA, INC.

105 N. Conception St.
Mobile, AL 36602
Tel: 251.432.8486
Fax 251.432.8487
luis@tmcnewyork.com

FOREIGN-TRADE ZONES

Foreign-trade zones are designated sites licensed by the U.S. Foreign-Trade Zones (FTZ) Board. While within Zones, all goods, both foreign and domestic, are treated as if outside U.S. Customs territory. Zones are supervised by U.S. Customs through occasional audits and site visits.

The purpose of the U.S. Foreign-Trade Zones program is to stimulate economic growth and development in the United States. In many instances, the duty on foreign parts incorporated into a product manufactured in a Foreign-Trade Zone and subsequently entered into the U.S. commerce is assessed at the rate that applies to the finished product rather than on its foreign parts or components. No duty is assessed on value of U.S. parts, labor, overhead, or profit. Thus the U. S. Foreign-trade Zones program serves as a remedy for U.S.-based manufacturers who find themselves at a disadvantage when they are assessed duties on parts that are imported as part of their manufacturing process that serves the U.S. market.

Foreign-trade zones are sponsored by qualified public or private corporations, which may operate the facilities themselves or contract for the operation with public or private firms. Many zone projects include an industrial park site with lots on which zone users can construct their own facilities. U.S. Foreign-Trade Zones offer a number of benefits to Zone users. These include:

- ◆ Deferral of Customs duties on imports not yet shipped into the domestic market;
- ◆ Availability of leasable storage/distribution space to users in general warehouse-type buildings with access to various modes of transportation;
- ◆ Operational flexibility, including storage, exhibition, assembly, manufacture and processing of merchandise;
- ◆ Exemption from state/local inventory taxes on foreign goods and domestic goods held for export;
- ◆ Elimination of duties on goods re-exported from Zones;
- ◆ (As described above), relief from irrational duty rate relationships.

CONTACTS*ZONE NO. 82, MOBILE, ALABAMA*

*Grantee: City of Mobile
Zone Project Administrator: Mobile Foreign-Trade Zone Corporation
2062 Old Shell Road
Mobile, AL 36607
Contact: Greg Jones
Tel: 251.471.1903
Fax 251.471.6727
gregjones@ftzcorp.com
<http://www.ftzcorp.com>*

ZONE NO. 83, HUNTSVILLE, ALABAMA

*Grantee: Huntsville-Madison County Airport Authority
Zone Project Administrator: Huntsville Foreign-Trade Zone Corporation
2850 Wall-Triana Highway, Ste. 301
Huntsville, AL 35824-0241
Contact: Louise Stickley
Tel: 256.772.3105
Fax 256.772.3106
louisestickley@ftzcorp.com
<http://www.ftz83.com>*

ZONE NO. 98, BIRMINGHAM, ALABAMA

*Grantee: City of Birmingham
Office of Economic Development, Third Floor
710 20th Street North
Birmingham, AL 35203
Contact: Susan Daywood
Tel: 205.254.2799
Fax 205.254.7741
skdaywood@ci.birmingham.al.us
<http://www.informationbirmingham.com>*

ZONE NO. 222, MONTGOMERY, ALABAMA

*Grantee: Montgomery Area Chamber of Commerce
P.O. Box 79
Montgomery, AL 36101
Contact: Ellen McNair
Tel: 334.240.9433
Fax 334.265.4745
emcnair@montgomerychamber.com
<http://www.montgomerychamber.com>*

ZONE NO. 233, DOTHAN, ALABAMA

*Grantee: Dothan-Houston County Foreign Trade Zone, Inc.
Zone Project Manager: Foreign-Trade Zone Corp.
2062 Old Shell Road
Mobile, AL 36607
Contact: Greg Jones
Tel: 251.471.1903
Fax 251.471.6727
gregjones@ftzcorp.com
<http://www.ftz.corp.com>*

DEPARTMENT OF HOMELAND SECURITY
CUSTOMS AND BORDER PROTECTION
PORTS OF ENTRY

Ports of entry are under the jurisdiction of the Office of Field Operations.

- ◆ Processes conveyances, passengers, and all goods entering and exiting the United States;
- ◆ Enforces Customs and Border Protection laws;
- ◆ Enforces over 400 laws for 40 other agencies involved in international commerce;
- ◆ Provides information on related importing and exporting issues
 - Duty rates,
 - Harmonized Tariff Schedule,
 - Rulings and regulations,
 - Small importer ,
 - Publications and forms.

Contacts

HUNTSVILLE

*David D. Berry
Port Director
Customs & Border Protection
P. O. Box 6085
Huntsville, AL 35824
Tel: 256.772.3404
Fax 256.772.8192*

BIRMINGHAM

*David Pond
Port Director
Customs & Border Protection
P. O. Box 320127
Birmingham, AL 35232
Tel: 205.731.1465
Fax 205.731.0776*

MOBILE

*Billy Hagler
Area Port Director
Customs & Border Protection
150 N. Royal St. Ste. 3004
Mobile, AL 36602
Tel: 251.441.5106
Fax 251.441.6061*

Web Address: <http://www.customs.gov>

Alabama International Trade Resource Guide *Specialized Services*

CONSULATE AND TRADE OFFICES

Foreign governments maintain consular offices throughout the world to represent their governments. They are there to assist its citizens traveling or residing in their consular district. These offices also promote their country to foreign countries and assist with trade and maintain positive relations at both the political and personal levels. Duties of the consulate traditionally include issuing and renewing passports and other official documents, helping travelers in distress, signing death certificates, legalizing or delivering official documents, and assisting travelers who have trouble with local law enforcement or immigration authorities.

Selected offices having jurisdiction over the state of Alabama are shown below. For countries not listed, please contact the Alabama Development Office's International Trade Division (page 2).

Argentina

Consulate General of Argentina
245 Peachtree Ctr Ave., Ste. 2101
Atlanta, GA 30303
Tel: 404-880-0805 Fax: 404-880-0806
Email: atlarg@winstarmail.com
www.consuladoargentinoatlanta.org

Australia

Consulate General of Australia
3353 Peachtree Rd. NE
Ste. 1140
Atlanta, GA 30326
Tel: 404-760-3402 Fax: 404-760-3401
Email: bronwen.whitley@ustrade.gov.au
www.dfat.gov.au/missions/countries/usat.html

Austria

Austrian Trade Commission
500 N. Michigan Avenue
Ste. 1950
Chicago, IL 60611
Tel: 312-644-5556 Fax: 312-644-6526
Email: chicago@austriantrade.org

Belgium

Consulate General of Belgium
230 Peachtree St. NW; Ste. 2710

Atlanta, GA 30303
Tel: 404-659-2150 Fax: 404-659-8474
Email: Atlanta@diplobel.org
www.diplobel.us

Belgium

Flanders' Export Promotion Agency
235 Peachtree St. NE
Atlanta, GA 30303
Tel: 404-659-9611 Fax: 404-659-9461
Email: vlev.atlanta@attglobal.net

Walloon Foreign Trade Board
235 Peachtree St. NE
Atlanta, GA 30303
Tel: 404-584-2002 Fax: 404-584-2004
Email: awexatlanta@compuserve.com
<http://awex.wallonie.be>
www.austriantradeus.com

Bolivia

Honorary Consul of the Republic of Bolivia
Thomas Purvis
3413 Canacee Drive
Mobile, AL 36693
Tel: 334-666-6969 Fax: 334-661-2873
Email: tpurvis@zebra.net

Brazil

Honorary Consul of the Federal Republic of Brazil
Michael Johnson
1901 6th Ave. N
Ste. 2900
Birmingham, AL 35203
Tel: 205-214-7321 Fax: 205-328-6883
Email: mhj@wba-jbpp.com

Canada

Canadian Consulate General
1175 Peachtree Street NE
100 Colony Square; Ste. 1700
Atlanta, GA 30361
Tel: 404-532-2011 Fax: 404-532-2050
Email: sylvie.racine@international.gc.ca
www.atlanta.gc.ca

China

Consulate General of
The Peoples Republic of China
3417 Montrose Blvd.
Houston, TX 77006
Tel: 713-520-1462 Fax: 713-521-9581
Email: moftec@wt.net
www.chinahouston.org

Colombia

Consulate General of Colombia
5901 – C Peachtree Dunwoody Rd.
Ste. 375
Atlanta, GA 30328
Tel: 770-668-0451 Fax: 770-668-0763
Email: atlanta@minrelext.gov.co
cneworleans@minrelext.gov.co

Costa Rica

Consulate General of Costa Rica
2 Canal Street
Ste. 2334
New Orleans, LA 70130
Tel: 504-581-6800 Fax: 504-581-6850
Email: consulcrno@bellsouth.net

Croatia

Consulate General of Croatia
2343 Massachusetts Ave. NW
Washington, DC 20008
Tel: 202-588-5899 Fax: 202-588-8936
Email: consular@croatiaemb.org
www.croatiaemb.org

Denmark

Trade Commission of Denmark
229 Peachtree St. NE
Ste. 1010
Atlanta, GA 30303
Tel: 404-588-1588 Fax: 404-588-1589
Email: dtcatlanta@dtcseusa.org
www.dtcseusa.org

Royal Danish Consulate General
One Dag Hammerskjold Plaza
885 Second Avenue, 18th Floor
New York, NY 10017-2201
Tel: 212-223-4545 Fax: 212-754-1904
Email: information@denmark.org
www.denmark.org

Honorary Consul of the Kingdom of
Denmark
Martin H. Cunningham
205 St. Louis St.
Mobile, AL 36602
Tel: 251-432-4633 Fax: 251-432-8675
Email: martinc@zebra.net

El Salvador

Consulate General of El Salvador
2600 Douglas Road
Ste. 104
Coral Gables, FL 33134
Tel: 305-774-0840 Fax: 305-774-0850
Email: conelsal@bellsouth.net

Finland

Honorary Consul of the Republic of Finland
Mike Goodrich
2000 International Park Drive
Birmingham, AL 35243
Tel: 205-972-6000 Fax: 866-434-2125
Email: goodrichm@bek.com

France

Consulate General of France
3475 Piedmont Rd.
Ste. 1840
Atlanta, GA 30305
Tel: 404-495-1660 Fax: 404-495-1661
Email: info@consulfrance-atlanta.org
www.consulfrance-atlanta.org

Honorary Consul of the French Republic
104 Inverness Center Place
Ste. 100
Birmingham, AL 35242
Tel: 205-991-1050 Fax: 205-991-5373

French Trade Commission
3475 Piedmont Rd.
Ste. 1840
Atlanta, GA 30305
Tel: 404-495-1660 Fax: 404-495-1661
Email: atlanta@dree.org
www.dree.org/etatsunis

Georgia

Honorary Consul of Georgia
Matthew Metcalfe
P.O. Box 2903
Mobile, AL 36652-2903
Tel: 251-432-2600 Fax: 251-433-4478
Email: airlandcorp@aol.com

Germany

Consulate General of Germany
285 Peachtree Center Ave. NE
Ste. 901
Atlanta, GA 30303
Tel: 404-659-4760 Fax: 404-659-1280
Email: atlanta@germany-info.org
www.germanconsulate.org/atlanta

Honorary Consul of the Federal Republic of
Germany
Bruce Jones
500 Beacon Parkway West
Birmingham, AL 35209
Tel: 205-943-4772 Fax: 205-943-4790
Email: alabamagermany@earthlink.net

Greece

Consulate General of Greece
2 Canal Street
Ste. 2318
New Orleans, LA 70130
Tel: 504-523-1167 Fax: 504-524-5610
Email: neworleans@greekembassy.org
www.greekembassy.org/neworleans

Hong Kong

Hong Kong Information Center - Atlanta
3340 Peachtree Rd. NE
Ste. 1800
Atlanta, GA 30326
Tel: 404-238-0875
Email: hkica@mindspring.com
www.hongkongatlanta.com

Hong Kong Economic
& Trade Office New York
115 East 54th St.
New York, NY 10022
Tel: 212-752-3320 Fax: 212-752-3395
Email: sarah_wu@hketony.gov.hk
www.hongkong.org

Hungary

Consulate General of Hungary
222 East 52nd St.
New York, NY 10022
Tel: 212-752-0669 Fax: 212-755-5986
Email: titkarsag.nyf@humisny.org
<http://www.kum.hu/newyork>

Indonesia

Consulate General of Indonesia
10900 Richmond Avenue
Houston, TX 77042
Tel: 713-785-1691 Fax: 713-780-9644
Email: kjrihouston@prodigy.net
<http://www.indonesiahouston.org/index.html>

Israel

Consulate General of Israel
1100 Spring St. NW
Ste. 440
Atlanta, GA 30309
Tel: 404-487-6501 Fax: 404-487-6555
Email: Atlanta@israel.org
www.israelemb.org/atlanta/atlanta.htm

Israel Economic Mission
1100 Spring St. NW
Ste. 330
Atlanta, GA 30309
Tel: 404-724-0830 Fax: 404-724-9030
Email: limor@mindspring.com

Italy

Consulate General of Italy
4000 Ponce de Leon Blvd.
Ste. 590
Coral Gables, FL 33146
Tel: 305-374-3595 Fax: 305-374-4311
Email: miami.italcons@itwash.org
www.italconsmiami.com

Italian Trade Commission
223 Peachtree St. NE
Harris Tower, Ste. 2301
Atlanta, GA 30303
Tel: 404-525-0660 Fax: 404-525-5112
Email: atlanta@atlanta.ice.it
www.italtrade.com

Japan

Shoji Ogawa
Consulate General of Japan
3500 Lenox Road; Ste. 1600
Atlanta, GA 30326
Tel: 404-240-4300 Fax: 404-240-4311
Email: ogawa@cgjapanatlanta.org
www.japanatlanta.org

Honorary Consul of Japan
1901 6th Ave. N
Elmer B. Harris
Ste. 2020
Birmingham, AL 35203
Tel: 205-488-5895 Fax: 205-488-5896
Email: dlingram18@hotmail.com

Japan External Trade Organization (JETRO)
245 Peachtree Center Ave.
Ste. 2208
Atlanta, GA 30303
Tel: 404-681-0600 Fax: 404-681-0713
Email: Hirokazu_Yamaoka@jetro.go.jp
www.jetro.go.jp

Korea

Consulate General of Republic of Korea
229 Peachtree St. NE
Ste. 500
Atlanta, GA 30303
Tel: 404-522-1611 Fax: 404-521-3169
Email: atlanta@mofat.go.kr
www.mofat.go.kr/atlanta

Korea Trade Center
5 Concourse Pkwy NE
Ste. 2181
Atlanta, GA 30328
Tel: 770-508-0808 Fax: 770-508-0801
Email: kotra@mindspring.com
www.kotra.or.kr

Lithuania

Consulate General of Lithuania
211 E. Ontario
Ste. 1500
Chicago, IL 60611
Tel: 312-397-0382 Fax: 312-397-0385
Email: kons.cikaga@urm.lt
www.ltembassyus.org

Mexico

Consulate General of Mexico
2600 Apple Valley Road
Atlanta, GA 30319
Tel: 404-266-2233 Fax: 404-266-2302
Email: information@consulmexatlanta.org
<http://www.consulmexatlanta.org>

Trade Commission of Mexico
229 Peachtree St. NE
International Tower, Ste. 1100
Atlanta, GA 30303
Tel: 404-522-5373 Fax: 404-681-3361
Email: cc-atlanta@bancomext.gob.mx
www.bancomext.com

Netherlands

Consulate of The Netherlands
2200 Post Oak Blvd.
Ste. 610
Houston, TX 77056
Tel: 713-622-8000 Fax: 713-622-3581
Email: gvisser@nlconsulatehouston.org
www.nlconsulatehouston.org

Nigeria

Consulate General of Nigeria
8060 Roswell Road
Atlanta, GA 30350
Tel: 770-394-6261 Fax: 770-394-4671
Email: info@nigeria-consulate-atl.org
www.nigeria-consulate-atl.org

Norway

Royal Norwegian Consulate General
2777 Allen Parkway
Ste. 1185
Houston, TX 77019-2136
Tel: 713-521-2900 Fax: 713-521-9648
Email: cg.houston@mfa.no
www.norway.org/embassy/

Norwegian Trade Council
P.O. Box 114194
Miami, FL 33134
Tel: 786-924-3903 Fax: 305-443-4377
Email: kjell.gronn@ntc.no
www.ntc.no

Honorary Consul of the Country of Norway
6204 Brandy Run Rd. N.
Leslie H. Stuart
Mobile, AL 36608
Tel: 251-342-2151 Fax: 251-342-2151
Email: lstuart@asdd.com

Panama

Consulate General of Panama
2801 Ponce De Leon Blvd.
Coral Gables, FL 33134
Tel: 305-447-3700 Fax: 305-371-2907
Email: pma-atlconsulate@hotmail.com

Peru

Consulate General of Peru
444 Brickell Ave.
Ste. M-135
Miami, FL 33131
Tel: 305-374-1305 Fax: 305-381-6027
Email: informacion@consulado-peru.com
www.consulado-peru.com

Trade Commissioner:
Mr. Fernando Albareda
444 Brickell Avenue
Ste. M-135
Miami, FL 33131
Tel: 305-374-7819
Email: ofcomper@consulado-peru.com

Philippines

Consulate General of the Philippines
950 E. Paces Ferry Rd. NE
Ste. 3380
Atlanta, GA 30326
Tel: 404-239-5740 Fax: 404-233-2038
Email: DONATO_R@NIAC.com

Honorary Consulate General of the Philippines
3340 Peachtree Rd. N.E.
Ste. 2310
Atlanta, GA 30326
Tel: 404-239-4747 Fax: 404-233-4041
ray@ahdintl.com

Romania

Consulate General of Romania
1607 23rd St. NW
Washington, DC 20008
Tel: 202-332-2079 Fax: 202-232-4740
Email: Consular@roembus.org
www.roembus.org

Russia

Consulate General of the Russian Federation in Houston
1333 West Loop South
Ste. 1300
Houston, TX 77027
Tel: 713-337-3300 Fax: 713-337-3305

Sierra Leone

Consulate General of Sierra Leone
P.O. Box 831981
Stone Mtn, GA 30083
Tel: 404-292-2009 Fax: 404-292-4444
Email: fbm@mindspring.com

Singapore

Embassy of Singapore
3501 International Place NW
Washington, DC 20008
Tel: 202-537-3100 Fax: 202-537-0876
Email: singemb.dc@verizon.net
www.mfa.gov.sg/consular/

South Africa

Honorary Consulate General
Republic of South Africa
500 Spanish Ft. Blvd.
Apt. 52
Spanish Fort, AL 36527-5004
Tel: 251-626-4452 Fax: 251-621-8915
Email: jhvanaken@aol.com

Spain

Consulate General of Spain
2102 World Trade Center
2 Canal St.
New Orleans, LA 70130
Tel: 504-525-4951 Fax: 504-525-4955
Email: Conspneworleans@mail.mae.es

Switzerland

Consulate General of Switzerland
1275 Peachtree St. NE
Ste. 425
Atlanta, GA 30309
Tel: 404-870-2010 Fax: 404-870-2011
Email: Kimberly@swissbusinesshub.org
www.swissbusinesshub.org

Taiwan

Taipei Economic & Cultural Office - Atlanta
1180 W. Peachtree St. NE
Ste. 800
Atlanta, GA 30309
Tel: 404-870-9375 Fax: 404-870-9376
Email: taiwantrade@mindspring.com
www.twnttrade.com

Thailand

Royal Thai Consulate
1024 Wisconsin Ave. NW
Washington, DC 20007
Tel: 202-944-3608 Fax: 202-944-3641
Email: consular@thaiembdc.org
www.thaiembdc.org/index.htm

Honorary Consul of the Kingdom of Thailand
Robert F. Henry, Jr.
P.O. Box 2230
Montgomery, AL 36102
Tel: 334-269-2518 Fax: 334-269-4678
Email: bobh@henrytile.com

United Kingdom

British Consulate General
133 Peachtree St. NE
Ste. 3400
Atlanta, GA 30303
Tel: 404-954-7716 Fax: 404-954-7702
Email: michael.bates@fco.gov.uk
www.BritainUSA.com

Uzbekistan

Consulate General of the Republic of
Uzbekistan
801 Second Avenue, 20th Floor
New York, NY 10017
Tel: 212-754-7403 Fax: 212-838-9812
Email: info@uzbekconsulny.org
www.uzbekconsulny.org

ALABAMA AEROSPACE INDUSTRY ASSOCIATION

The Alabama Aerospace Industry Association (AAIA) provides a unified voice in the state on issues of mutual interest, especially education, workforce development, and economic development.

Objectives of the association include:

- ◆ Focus of efforts to leverage already substantial industry, government and academic resources in the state to support economic growth and high-tech job creation.
- ◆ Improve networking, communication, coordination and collaboration among aerospace/aviation and defense industries in Alabama;
- ◆ Conduct activities and programs for members to share information and become better informed on manufacturing, management and government issues that significantly impact the industry;
- ◆ Sponsor seminars, workshops and plant tours and disseminate information on technology and continuous improvement.

Contact:

JEFF THOMPSON
Tel: 256-824-2605
Jeff.Thompson@uah.edu

500 Beacon Parkway West
Birmingham, AL 35209
Fax: 256-824-6970

Web Address: <http://www.aaia.to>

ALABAMA AUTOMOTIVE MANUFACTURERS ASSOCIATION (AAMA)

The Alabama Automotive Manufacturers Association provides a forum for interaction among automotive companies in Alabama, to share information among its members and to provide an awareness of manufacturing trends, techniques and concerns.

Contact:

DR. BERNARD SCHROER
Executive Director
Tel: 256.824.6855
schroerb@email.uah.edu

500 Beacon Parkway West
Birmingham, AL 35209
Fax 256.824.6783

Web Address: <http://www.aama.to>

ALABAMA POWER COMPANY
ECONOMIC AND COMMUNITY DEVELOPMENT

- ◆ Has maintained an active economic development department for decades to encourage and support economic growth in Alabama;
- ◆ Provides assistance and works with export-related organizations;
- ◆ Sponsors missions to trade shows and generates trade leads;
- ◆ Supports miscellaneous trade efforts.

Contact

CHRIS BELL
Vice President of Economic & Community Development
Tel: 205.257.2397
ctbell@southernco.com

P. O. Box 2641 17N-0015
Birmingham, AL 35291
Fax 205.257 2163

Web Address: <http://www.alabamaeconomicdevelopment.com>

BIOTECHNOLOGY ASSOCIATION OF ALABAMA

The Biotechnology Association of Alabama (BAA) is a statewide organization representing Alabama's bio related industries, research scientists, clinicians and business professionals who are working together to foster, develop and support the life sciences in Alabama. The programs and member benefits are designed to enhance the progress of the industry and members.

Contact

MICHAEL ALDER
Executive Director
Tel: 205.942.7284
malder@redmontvp.com

500 Beacon Parkway West
Birmingham, AL 35209
Fax 205.942.7319

Web Address: <http://bioalabama.com>

CITY OF BIRMINGHAM
OFFICE OF ECONOMIC DEVELOPMENT

The Mayor's Office of Economic Development is responsible for promoting the economic growth and development of the City of Birmingham. The City makes a special effort to promote international trade and development through the following services:

- ◆ Raises general awareness about the importance of international trade;
- ◆ Provides educational instruction about specific trade subjects;
- ◆ Offers customized technical assistance;
- ◆ Provides general information and specific data on Birmingham's international companies;
- ◆ Publishes the *Birmingham Regional International Business Directory*, in cooperation with the Birmingham Area Chamber of Commerce;
- ◆ Operates Birmingham's General Purpose Trade Zone No. 98;
- ◆ Works with the Birmingham Sister City Commission to cultivate and nurture economic development and trade relationships with five Sister Cities;
- ◆ Coordinates trade promotional activities with trade organizations in Birmingham and the state of Alabama.

Contact

SUSAN DAYWOOD
skdaywo@ci.birmingham.al.us

Office of Economic Development
Tel: 205.254.2799

Division of the Mayor's Office
Third Floor, City Hall
710 North 20th Street
Birmingham, AL 35203
Fax 205.254.7741

Web Address: <http://www.informationbirmingham.com>

HUNTSVILLE/MADISON COUNTY CHAMBER OF COMMERCE

- ◆ Provides assistance to international service businesses wishing to locate or do business in Huntsville or Madison County;
- ◆ Publishes a comprehensive industrial directory which includes companies that indicate export activity;
- ◆ Coordinates and sponsors international reverse investment-marketing activities;
- ◆ Provides assistance to companies considering direct investment in Huntsville/Madison County;
- ◆ Hosts and coordinates visits of foreign diplomats and international delegations;
- ◆ Supports the growth and expansion of Huntsville/Madison County's 30 foreign-based companies;
- ◆ Maintains and provides a repository of information on overseas countries and business data.

Contacts

W. BRIAN HILSON
President & CEO
bhilson@hsvchamber.org

Bill Holbrook
Director
Existing Industry
holbrook@hsvchamber.org

Kenneth Smith
Economic Development
Center Coordinator
ksmith@hsvchamber.org

225 Church Street, P. O. Box 408
Huntsville, AL 35804
Tel: 256.535.2000
Fax 256.535.2085

Web Address: <http://www.hsvchamber.org>

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