



SOURCES OF INFORMATION FOR EXPORTERS

U. S. DEPARTMENT OF COMMERCE

213 Court Street, Suite 903

Middletown, CT 06457-3382

Phone: (860) 638-6950

Fax: (860) 638-6970

www.export.gov/connecticut

ctexporters.com

Working for Connecticut Exporters



Study Connecticut

CTHarvestMarket

Helping Connecticut's Agriculture Industry

Table of Contents

CONNECTICUT RESOURCES AND INFORMATION

[Connecticut Foreign Trade Zones..... 3](#)
[International Trade Organizations in Connecticut..... 3](#)
[Connecticut Chambers and Associations Engaging in International Trade Activities..... 4](#)

COUNSELING RESOURCES

[Export Counseling..... 5](#)
[Other Counseling Resources..... 5](#)
[Service Corps of Retired Executives \(SCORE\).....6](#)
[Seminars..... 6](#)

INTERNATIONAL SERVICE PROVIDERS

[Freight Forwarders..... 7](#)
[International Trade Finance..... 9](#)
[International Credit Checking Services..... 10](#)
[Law Firms with Full International Capabilities in Connecticut..... 11](#)
[Export Compliance Resources.....12](#)
[International Translators and Interpreters..... 12](#)
[Web Designers with an International Focus..... 13](#)
[Insurance Brokers.....14](#)

GENERAL EXPORTING INFORMATION AND GUIDES

[Export References..... 15](#)
[International Market Research Sources..... 16](#)
[Periodicals and Publications..... 17](#)
[Useful Phone Numbers..... 18](#)
[Bi-National Chambers of Commerce in the Region..... 19](#)

CONNECTICUT RESOURCES AND INFORMATION

CONNECTICUT FOREIGN TRADE ZONES

FOREIGN TRADE ZONE 71

Windsor Locks, CT
Grantee: Economic and Industrial Development
Commission of Windsor Locks
Town Office Building 50 Church Street
Windsor Locks, CT 06096
Contact: Dan Carstens
P.O. Box L
(860) 306-3214
(860) 627-7619 - Fax

FOREIGN TRADE ZONE 76

Bridgeport, CT
Grantee: Bridgeport Port Authority
City Hall Annex
999 Broad Street, 2nd Fl.
Bridgeport, CT 06604
Contact: Martha Klimas
(203) 576-7090
(203) 576-7817 - Fax
Martha.klimas@bridgeportct.gov

FOREIGN TRADE ZONE 162

North Haven, CT
Grantee: Greater New Haven
Chamber of Commerce
900 Chapel St. 10th Fl.
New Haven, CT 06510
Contact: Arlene Ajami
(203) 782- 4344
(203) 782-4329 - Fax

FOREIGN TRADE ZONE 208

New London, CT
Grantee: City of New London
111 Union Street
New London, CT 06320
Contact: Ned Hammond
(860) 447-5203

INTERNATIONAL TRADE ORGANIZATIONS IN CONNECTICUT

CONNECTICUT INTL TRADE ASSOCIATION

C.I.T.A
P.O. Box 974
East Granby, CT 06026
Phone: 860-653-8091
Fax: 860- 653-2218
cita@citaonline.org

CONNECTICUT WORLD TRADE ASSOC.

52 George E. Pipkin's Way
Bridgeport, CT 06608
(203) 336-5353

WESTCONN INTERNATIONAL TRADE ASSOC.

24 East Avenue, #174
New Canaan, CT 06840
webmaster@westonn.org
www.westconn.org

Additional information can be found [here](#) ...

CT CHAMBERS AND ASSOCIATIONS ASSISTING INTERNATIONAL TRADE

CONNECTICUT BUSINESS AND INDUSTRY
ASSOCIATION (CBIA)
International Trade Council
350 Church Street
Hartford, CT 06103-2022
(860) 244-1900
(860) 278-8562 - Fax
Contact: Jim Bell
jim.bell@cbia.com
www.cbia.com

GREATER HARTFORD CHAMBER OF
COMMERCE
31 Pratt Street, 5th floor
Hartford, CT 06103
(860) 525-4451 x280
(860) 293-2592 - Fax
Contact: Rebecca Nolan
rnolan@metrohartford.com
www.metrohartford.com

NEW HAVEN CHAMBER OF COMMERCE
900 Chapel Street—10th Floor
New Haven, CT 06510
Phone (203) 787-6735
Fax (203) 782-4329
info@gnhcc.com
www.gnhcc.com/

WORLD AFFAIRS COUNCIL
1049 Asylum Ave.
Hartford, CT 06105
(860) 241-6118
(860) 241-6121 - Fax
Contact: Lauren Karanovich
lkaranovich@ctwac.org
www.ctwac.org

GREATER VALLEY CHAMBER OF COMMERCE
10 Progress Dr.
Shelton, CT 06484
(203) 925-4981
(203) 925-4984 - Fax
info@greatervalleychamber.com
www.greatervalleychamber.com

MIDDLESEX COUNTY CHAMBER OF COMMERCE
393 Main Street
Middletown, CT 06457
(860) 347-6924
(860) 346-1043 - Fax
info@middlesexchamber.com
www.middlesexchamber.com/

STAMFORD CHAMBER OF COMMERCE
733 Summer St.
Stamford, CT 06901
(203) 359-4761
(203) 363-5069 - Fax
Stamfordchamber@stamfordchamber.com
www.stamfordchamber.com/

COUNSELING RESOURCES

EXPORT COUNSELING

U.S. DEPARTMENT OF COMMERCE
EXPORT ASSISTANCE CENTER
213 Court Street, Suite 903
Middletown, CT 06457-3382
(860) 638-6950
(860) 638-6970 - Fax
www.export.gov/connecticut

CT DEPARTMENT OF ECONOMIC AND COMMUNITY
DEVELOPMENT
505 Hudson Street
Hartford, CT 06106
(860) 270-8000
www.ct.gov/ecd
Laura.Jaworski@ct.gov
Contact: Ms. Laura Jaworski

Counseling is available to firms by International Trade Specialists on Federal and State exports programs and services, and international marketing.

OTHER COUNSELING RESOURCES

CT SMALL BUSINESS DEVELOPMENT CENTER
UConn, Office of Economic Development
2100 Hillside Road Unit 1044
Storrs, CT 06269-1044
(855)428-7232
(860) 956-5296 - Fax
Executive Director: Emily Carter
Emily.2.Carter@uconn.edu
International Trade Specialist: Jacqui Torcellini
Jacqueline.Torcellini@uconn.edu
sbdc@uconn.edu
www.ctsbdc.com

CT SMALL BUSINESS INNOVATION RESEARCH
Glendowlyn Thames
Director, Small Business Innovation Group
865 Brook Street
Rocky Hill, CT 06067
(860)-257-2893
Glendowlyn.Thames@ctinnovations.com

SMALL BUSINESS ADMINISTRATION (SBA)
HARTFORD DISTRICT OFFICE
280 Trumbell St. 2nd Fl.
Hartford, CT 06103
(860) 240-4700
(860) 240-4659 - Fax
www.sba.gov/ct

CT Procurement Technical Assistance Program
190 Governor Winthrop Blvd, 4th Fl.
New London, CT 06320
(860) 437-4659 x207; TF (888) 673-2837 x207
Statewide Director: Lisa Wood
lwood@secter.org
ptap@ctptap.org
www.ctptap.org/

SERVICE CORPS OF RETIRED EXECUTIVES (SCORE)

SCORE volunteers are retired business executives who share their experiences and counsel on a range of business disciplines, to include international trade.

Fairfield County SCORE
111 East Ave.
Norwalk, CT 06851
(203) 831-0065
score.fairfieldcounty@gmail.com
www.scorenorwalk.org

Greater Hartford SCORE
280 Trumbull St
Hartford, CT 06103
(860) 519-5851
greater.hartford@scorevolunteer.org
www.hartfordscore.org/

Southeast Connecticut SCORE
One Main Street
Old Saybrook, CT 06457
(860) 388-9508
scorechapter@gmail.com
www.southeasternscore.org/

Northwest Connecticut SCORE
Northwest Connecticut Chamber of Commerce
333 Kennedy Drive
Torrington, CT 06790
(860) 482-6586
www.nwctscore.org/
score@northwestconnecticut.score.org

New Haven SCORE
20 Church Street
New Haven, CT 06510
(203) 865-7645
rluglio@newhavenscore.com
www.newhavenscore.com

Western Connecticut SCORE
155 Deer Hill Avenue
Danbury, CT 06810
(203) 794-1404
westernctscore@westernctscore.com
www.westernctscore.com

Greater Bridgeport SCORE
230 Park Avenue
Bridgeport, CT 06604
(203) 450-9484
www.greaterbridgeport.score.org.

SEMINARS/WEBINARS

The Commerce Department's Middletown Export Assistance Center co-sponsors with other public and private organizations seminars and webinars on international trade and related topics specifically for businesses. You can find a listing of seminars/webinars at <http://www.export.gov/connecticut/> and <http://www.ctexporters.com/> . Contact the Middletown Export Assistance Center at (860)0638-6950.

INTERNATIONAL SERVICE PROVIDERS

FREIGHT FORWARDERS

A.N. DERRINGER, INC.
15 International Dr. #B
Bradley International Airport
East Granby, CT 06026
(860) 653-3450
(860) 653-3711 - Fax
Contact: Steve Sarro
ifkexports@anderringer.com

FedEx WORLD SERVICE CENTER
100 Old Country Circle
Windsor Locks, CT 06096
(800) 463-3339
Contact: Jeff Glowaczewski - International Field
Sales Manager for CT
(845) 988-7847
Contact: James Kelly - Corporate International
Sales Manager
(718) 995-2343.

ALL CITY BROKERS & FORWARDERS
56 Lewis Street
New London, CT 06320
(860) 437-1669
(201) 346-9797 -Fax
Contact: Kathleen Dillon
contact@allcitybrokers.com

ATLANTIC CUSTOMS BROKERS
154 State Street Ste 203
North Haven, CT 06474
(203) 234-6510 x205
(203) 867-4345 -Fax
Contact: Peter Schlesinger
peter@atlanticchb.com

ODYSSEY INTERNATIONAL
39 Old Ridgebury Road
Danbury, CT 06810
(203) 448-3900
(203) 448-3910—Fax
<http://www.odysseylogistics.com/>

DHL EXPRESS
340 Wilson Ave
Norwalk, CT 06854
(203) 722-1651
(480) 333-5815 –E Fax
Contact: Paul Neville – Sr Manager International
Sales
Paul.neville@dhl.com
Contact: Jeff Ardis – Manager of International Sales
Jeff.ardis@dhl.com

UPS WORLDWIDE EXPRESS
425 Day Hill Road, PO Box 400
Windsor, CT 06095
(860) 687-2659
(860)687-2637 - Fax
Contact: Emilio A Giliberto
egiliberto@ups.com

PILOT FREIGHT SERVICES
40 International Drive
Windsor, CT 06095
(860) 844-6000
(860) 844-6014 - Fax
Contact: Earl McClain
BDL@pilotdelivers.com

KUEHNE & NAGEL INC.
22 Spencer St.
Naugatuck, CT 06770
(203) 714-8900
(203) 723-8579 – Fax
Email
<http://us.kuehne-nagel.com/locations/>

DB SCHENKER LOGISTICS INC.
370 U.S. Airports Way
East Granby, CT 06026
(860) 623-4401 (800) 862-2793
(860) 386-7150- Fax
Contact: Dave Krahn
www.dbschenkerusa.com

YELLOW FREIGHT SYSTEM
437 Middle Street
Middletown, CT 06457
(860) 632-8899
(860) 632-5205 - Fax
Contact: Rich Wasserback

INTERNATIONAL TARIFF MANAGEMENT
127 Scott Road
Waterbury, CT 06705
(203) 757-8777
(203) 757-6003 –Fax
Contact: Jay Charkow
itm@tariffmanagement.com

COMMERCE PACKAGING CORPORATION
46 Country Ridge Rd.
305 Wilson Ave.
Norwalk, CT
(203) 838-0304
Contact: Jeffrey Alexander
www.commercepackaging.com

EDU SUPPORT SERVICES LLC.
46Country Ridge Rd
Shelton, CT 06484
(203) 929.3905
(203) 929-3906 – Fax
info@eduworlwidelogistics.com
<http://www.edufreightforwarding.com/>

COMMERCIAL PACKAGING

EMO TRANS
920 B River Street
Windsor, CT 06095
(860) 653-9040
(860) 653-9640 - Fax
Contact: Donna Amendola
hartford@emotrans.com

SEKO WORLDWIDE, INC.
530-E Hayden Station Road
Windsor, CT 06095
(860) 688-0669
(860) 688-6268 – Fax
Contact: Bob Conn
bob.conn@sekologistics.com

NAVIS PACK & SHIP OF BRIDGEPORT
540 Grand St.
Bridgeport, CT 06610
(203) 335-7447
(203) 368-4220 – Fax
Ct1011@gonavis.com
<http://www.gonavis.com/location/home/bridgeport/ct1011>

CRATERS & FREIGHTERS OF CONNECTICUT
1226 Mendon Road
Cumberland, RI 02864
(401) 334-3011
(888) 587-0148 - Toll Free
(401) 334-3012 - Fax
<http://www.cratersandfreightersconnecticut.com/>

OCEAN AIR TRANSPORTATION
310 North Street
Windsor Locks, CT 06096
Contact: Bill Joyce
(860) 623-5103
info@oatinc.com

INTERNATIONAL TRADE FINANCE

US EXPORT ASSISTANCE CENTER - BOSTON
55 New Sudbury Street, Suite 1826A
Boston, MA 02203
(617) 565-4305
Contact John P. Joyce
John.joyce@sba.gov

INTERNATIONAL TRADE FINANCE

FULL SERVICE INTERNATIONAL BANKS IN THE CONNECTICUT REGION:

The U.S. Department of Commerce strongly recommends that you use a full service international bank.

BANK OF AMERICA
City Place
185 Asylum St.
Hartford, CT 06103
(860) 251-6925
Contact: Margey O'Brien
www.bankofamerica.com

HSBC
452 Fifth Avenue
NY, NY 10018
1 (877).472.2249
[HSBC Global Connections](#)
Contact form: [Contact us](#)
www.us.hsbc.com

JP MORGAN BANK
Two Corporate Drive, Suite 730
Shelton, CT 06484
Contact the Global Trade Client Service team:
1-800-634-1969
www.jpmmc.com
<https://www.chase.com/business-banking/trade-finance>

LIBERTY BANK
315 Main Street
Middletown, CT 06457
(860) 638-2922
Contact:
www.liberty-bank.com

WEBSTER BANK
975 South Main St.
Cheshire, CT 06410
(203) 250-5914
Cell: 203-823-7664
Contact: Robert Polito
rpolito@websterbank.com
www.websterbank.com

SANTANDER BANK
115 Asylum Street
Hartford, CT 06103
Tel: (860)-244-9958
Contact 877.768.1145 to ask for International Trade Manager
<https://www.santanderbank.com/us/>

WELLS FARGO
300 Main Street
Stamford, CT 06904
(203) 348-4047
(203) 964-8239 - Fax
Contact: Lydia P. Gregor
<https://www.wellsfargo.com/>

U.S. EXPORT BANK:

EXPORT-IMPORT BANK OF THE UNITED STATES (EXIMBANK)
Eastern Region Director – Gregory Smith
Export-Import Bank of the United States
290 Broadway, 13th Floor
New York, NY. 10007
Tel 212-809-2652
Cell 917-690-2851
Fax 212-809-2687
Contact: Gregory Smith
Gregory.Smith@exim.gov
www.exim.gov

U.S. ASSISTANCE TO AMERICAN INVESTORS:

OVERSEAS PRIVATE INVESTMENT CORPORATION (OPIC)
1100 New York Ave, N.W.
Washington, D.C. 20527
(202) 336-8799 - InfoLine
(202) 336-7949 - Fax
(202) 336-8400 – Operator
General Inquiries: info@opic.gov
www.opic.gov/
Resources: <https://www.opic.gov/doing-business-us/small-business-center/small-business-guide>

U.S. ASSISTANCE FOR DOMESTIC EXPORTS TO PRIORITY DEVELOPMENT PROJECTS:

US TRADE AND DEVELOPMENT AGENCY
1000 Wilson Blvd, Suite 1600
Arlington, VA 22209
(703) 875-4357
(703) 875-4009 – Fax
[Contact Form](#)

INTERNATIONAL CREDIT CHECKING SERVICES**INTERNATIONAL COMPANY PROFILES (ICP)**

The U.S. Department of Commerce prepares company profile reports on foreign firms. The reports include an evaluation of the foreign firm, reputation, affiliations, and a range of other activities. For more information, contact our office at (860) 638-6950.

INSTITUTIONS THAT PROVIDE SIMILAR BACKGROUND SERVICES:

COFACE NORTH AMERICA
212-560-0410
Contact: Robert Hawthorne
robert-hawthorne@coface-usa.com
www.coface-usa.com

DUN & BRADSTREET
Customer Service - US
Austin, Texas 78752
Sales: (800) 234.3867
www.dnb.com/us/

THE KRELLER BUSINESS INFORMATION GROUP
817 Main Street, Suite 700
Cincinnati, Ohio 45202
1-(800) 444-6361
www.kreller.com/

GRAYDON UK
Harrow, United Kingdom
Customer Services: +44 (0) 20 8515 1420
mail@graydon.co.uk
<https://www.graydon.co.uk/>

OWENS ONLINE, INC.
6501 North Himes Ave, Suite 104
Tampa, FL 33614
+1 813.877.2008; Toll Free (US): 1
800.745.4656
email@owens.com
www.owens.com/

LAW FIRMS WITH FULL INTERNATIONAL CAPABILITIES IN CT REGION:

MCCARTER & ENGLISH
185 Asylum Street
Hartford, CT 06103
(860) 275-6725

Contact: Mr. Don Borod

dborod@mccarter.com
<http://www.mccarter.com/>

MICHAUD-KINNEY GROUP LLP
306 Industrial Park Road, Suite 206
Middletown, CT 06457
(860) 632-7200

(860) 632-8269 - Fax

Contact John Mutchler

mutchler@mkgip.com www.mkgip.com/

NOTE: Practice in Intellectual Property Law
ONLY.

SHIPMAN & GOODMAN
One American Row
Hartford, CT 06103-2819
(860) 251-5901

Contact: Ross Garber

rgarber@goodwin.com
www.shipmangoodwin.com/

LOCKE LORD EDWARDS LLP
201 Broad St.
Stamford, CT 06901
(203) 353-6806

Contact: Mr. John Fusco

john.fusco@lockelord.com
www.lockelord.com

FOX ROTHSCHILD LLP
Stamford, CT
(203) 425-1521

(203) 425-9595 - Fax

Contact Paul B. Edelberg

pedelberg@foxrothschild.com
<http://www.foxrothschild.com/>

ROBINSON & COLE
280 Trumbull Street
Hartford, CT 06103
(860) 275-8292

Contact: Mr. William Sellay

wsellay@rc.com
www.rc.com

UPDIKE, KELLY AND SPELLACY, PC
One State Street
Hartford, CT 06123
(860) 548-2629

Contact: Dana R. Bucin

dbucin@uks.com
www.uks.com

WILMARTH & ASSOCIATES
914 Hopmeadow St.
Simsbury, CT 06070
(860)658-6670

Contact: Sarah Guasta

sarah@wilmarth-associates.com
www.wilmarth-associates.com

EXPORT COMPLIANCE RESOURCES:

SHIPMAN & GOODMAN
One American Row
Hartford, CT 06103-2819
(860) 251-5901
Contact: Ross Garber
rgarber@goodwin.com
www.shipmangoodwin.com/

LOCKE LORD EDWARDS LLP
201 Broad St.
Stamford, CT 06901
(203) 353-6806
Contact: Mr. John Fusco
john.fusco@lockelord.com
www.lockelord.com

WILMARTH & ASSOCIATES
914 Hopmeadow St.
Simsbury, CT 06070
(806)658-6670
Contact: Sarah Guasta
sarah@wilmarth-associates.com
www.wilmarth-associates.com

WIGGAN & DANA
265 Church St.
New Haven CT 06508
(203) 498-4339
Contact: Tahlia Townsend
ttownsend@wiggin.com
www.wiggin.com

INTERNATIONAL TRANSLATORS AND INTERPRETERS

INTERPRETERS AND TRANSLATORS INC.
A woman and minority owned small business
263 Main Street
Manchester, CT 06042
Office Number: 860.647.0686 x109
Direct Line: 860.730.6149
Contact: Annie Pagano
AnniePagano@ititranslates.com
www.ititranslates.com

INLINGUA
2701 Summer Street
Stamford, CT 06905
(203) 964-0500
Contact: Maurice Sasson
mrsasson@inlinguaprinceton.com
<http://inlinguastamford.com/>

CHINA COMMUNICATIONS CONSULTANTS
P.O. Box 163
Bloomfield, CT 06002
(860) 614-1428
Contact: Feng Zhou
fzhou@chinacommunicationsconsultants.com
www.chinacommunicationsconsultants.com

LANGUAGE LINK CONSORTIUM
P.O. Box 270686
West Hartford, CT 06127
(860)805-2010
hsantana@languagelinkconsortium.com
<http://languagelinkconsortium.com/>

LANGUAGELINE SOLUTIONS

1 Lower Ragsdale Drive,
Building 2
Monterey CA, 93940
(800) 752-6096
CustomerCare@languageline.com
www.languageline.com/

RDP AGENCY

PO Box 340188
Hartford, CT 06134-0188
(860) 881-8181
(860) 331-8535 – Fax
info@rdptranslation.com
<http://www.rdptranslation.com/>

BERLITZ

970 Farmington Ave, Suite 202
West Hartford, CT 06105
(203) 359-5766
<http://www.berlitz.us/westhartford/>

MTM LINGUASOFT

4705 Pine St
Philadelphia, PA 19104
(215) 729-6765
(215) 729-1035
<http://www.mtmlinguasoft.com/>

ATTORNEY TRANSLATION SERVICES

8 Richmond Drive
Old Greenwich, CT 06870
(203) 637-4628
www.attorneytranslation.com

MORNINGSIDE TRANSLATIONS

450 7TH Ave, 6TH Floor
New York, NY 10123
(212) 643-8800
(212) 643-0005 – Fax
Contact: Akiva Pearlman
apearlman@morningtrans.com
www.morningtrans.com

WEB DESIGNERS WITH AN INTERNATIONAL FOCUS

(a)SQUARED STUDIO

23 Brookview Lane
Middletown, CT 06457
(860) 685-0741
alex@asquaredstudio.com
www.asquarestudio.com

SITE SEEKER

8369 Seneca Turnpike
New Hartford, NY 13413
(860) 263-0361
Contact Form: <http://www.site-seeker.com/contact/>
www.site-seeker.com/

PALM TREE BRANDING & WEB DESIGN
210 South Main St.
Middletown, CT 06547
(888) 830-4769
Contact Form:
<http://palmtreecreative.com/contact>
www.palmtreecreative.com

IMAGE WORKS, LLC
7 Keynote Drive, Suite A
Vernon, CT 06066
(860) 454-0582
(860) 454-0605 – Fax
<http://imageworksllc.com/>

ANTELOPE WEB
2 Broad St. Suite 6
Milford, Connecticut 06460
(203) 283.7466
Contact Form:
<http://antelopeweb.com/index.php/contact-antelope-web-for-web-design-services>

TAYLOR DESIGN
247 Main St. 2nd Fl.
Stamford, CT 06901
(203) 969-7200
info@taylordesign.com
www.taylordesign.com

WEB SOLUTIONS, INC.
250 Pomeroy Avenue, Ste. 201
Meriden, CT 06450
(866) 415-7777 – Toll Free
(203) 235-7777
(203) 639-9327 – Fax
<https://www.websolutions.com/Contact/>

PRONTOLOGIC, LLC.
116 Washington Ave
North Haven, CT 06473
(203) 361-3975
(203) 889-4817 (Fax)
Contact: Brian A. Angelico
bangelico@prontologic.com
www.prontologic.com

INSURANCE BROKERS

ALTUS MULTINATIONAL GROUP, LLC.
500 Ferry Blvd
Stratford, CT 06615
(203) 380-2400
Contact: Thomas Malloy
tmalloy@altusmg.com

RISK PROTECTION INTERNATIONAL
500 Ferry Blvd
Stratford, CT 06615
(203) 380-2400
Contact: Brendan McCormack
bmccormack@riskprotection.com
<http://www.riskprotection.com/>

EXPORT RISK MANAGEMENT, INC.
225 Taconic Rd
Salisbury, CT 06068
(860) 435-0430
Contact: Carey D. Fiertz
cfiertz@exportrisk.com
www.exportrisk.com

MERIDIAN FINANCE GROUP
2842 Main Street
Glastonbury, CT 06033
Tel: 860-645-3820
jnorris@meridianfinance.com
www.meridianfinance.com
Meridian is a strategic partner with the US Commercial Service and 'E' Award recipient.

SVENSK & COMPANY
35 Old Post Road
Southport, CT 06890-1433
(203) 255-4500 or (203) 434-9589
Contact: Robert Svensk
bob@svenskcompanyinc.com
<http://svenskcompanyinc.com/>

UPS CAPITAL INSURANCE AGENCY, INC.
425 Day Hill Rd
Windsor, CT 06095
(860) 687-2659
Contact: Steven Eisenberg
seisenberg@ups.com
<https://upscapital.com/>

Broker list can be found [here...](#)

GLOBAL COMMERCIAL CREDIT, LLC.
10 Otis Place, Suite 4A
Boston, MA. 02108
(617) 982-7915
Contact: Pranab Das
pdas@gccrisk.com
<http://www.gccrisk.com/>

GENERAL EXPORTING INFORMATION AND GUIDES

EXPORT REFERENCES

A BASIC GUIDE TO EXPORTING

For American companies, exporting makes more sense now than ever before. Exporting has become a lot easier for companies of every size, including small and medium-sized businesses that may previously have found it challenging.

But exporting is undeniably more complicated than selling domestically. It introduces a lot of new and unfamiliar issues to understand and deal with. A Basic Guide to Exporting deals with these issues head-on. This book provides the information any such company needs to feel confident about selling overseas. Most of the chapters end with real-life examples in the form of Success Stories that prove it can be done.

A Basic Guide to Exporting addresses virtually every issue a company looking to export might face. Numerous sections, charts, lists and definitions throughout the book's 19 chapters provide in-depth information and solid advice about the key activities and issues relevant to any prospective exporter, including:

- Getting things rolling
- Delivering your product
- Financial issues
- Overseas activities
- Legal issues

You can view and download all 19 chapters here [A Basic Guide to Exporting](#) .

EXPORT BASICS

Are you ready to make international sales? *Export Basics* helps you assess your export readiness, understand what you need to know and consider before pursuing an international sales strategy, and, when you are ready, develop and implement your export strategy.

Discover this information at <http://export.gov/exportbasics/index.asp> .

GLOBAL E-COMMERCE TOOLBOX

Toolbox includes information and resources the U.S. Department of Commerce and other U.S. government agencies offer to U.S. businesses interested in using the Internet to increase exports. Go to

<http://www.export.gov/sellingonline/index.asp> .

INTERNATIONAL MARKET RESEARCH SOURCES

The U.S. Commercial Service uses Export.gov, the U.S. Government's export portal, as its main online resource for exporting U.S. clients. For market research, trade events, trade leads, and information on how to export, please visit Export.gov.

Export.gov helps U.S. businesses participate in the global marketplace with information on trade events, tariffs and export counseling assistance.

This website includes:

- Overview of market conditions/opportunities in 100 foreign countries;
- A calendar of trade shows and other important trade events domestically and overseas;
- All U.S. Dept. of Commerce export assistance programs and services;
- Links to other export assistance resources of the Federal Government.

Some U.S. Department of Commerce export programs/services:

COUNTRY COMMERCIAL GUIDE (CCG)

The Commercial Service offers a Country Commercial Guide, which provides detailed information on market conditions, sales channels, best prospects, and much more. These guides are available free of charge to U.S. companies and students/researchers. You have to register on Export.gov to gain access to these reports. Registration link is at the top of the Export.gov website.

INTERNATIONAL PARTNER SEARCH (IPS)

Find qualified overseas sales representatives, agents, distributors, joint venture partners, licensees, franchise or strategic partners for your product. Offered in over 80 countries. Commercial Service officers abroad identify prospects that have examined your product literature and company information and have expressed an interest in representing your products.

EXPORT USA

Export USA helps American companies find buyers and distributors for their products and services. The magazine reaches more than a quarter million readers in 178 countries, in print and online. To view the online edition, go to <http://thinkglobal.us/magazine/>

INTERNATIONAL COMPANY PROFILES

Provides background information on the reliability of prospective trading partners. Information provided includes type or organization, year established, size, general reputation, territory covered, sales, product lines, principal

owners, financial information and trade references, with recommendation from on-site commercial officers as to suitability as a trading partner.

INDUSTRY RESOURCE GUIDES

[Aerospace & Defense Resource Guide](#)

[2014 “Automotive Resource Guide: A Reference for U.S. Exporters to Worldwide Markets”](#) (3rd edition)

2014-2015 eMobility in Europe Resource Guide - To request a copy, click [here](#)

[Environmental Technologies Resource Guide 2013-2014](#)

[Education and Training Resource Guide 2015](#)

[2015 Healthcare Resource Guide](#)

Medical Devices/Pharmaceutical Documentary Requirements

[2015 Plastics Materials and Machinery Exports Guide](#)

[Renewable Energy Top Markets for U.S. Exports 2014-2015](#)

[2013-2014 Safety & Security Resource Guide](#)

Textiles, Apparel & Sporting Goods [Going Global Guide](#)

[2014 Pleasure Boat Resource Guide](#)

Travel & Tourism [Resource Guide](#)

Printing Equipment and Graphic Arts Industry [Resources](#) Guide

Office of Consumer Goods <http://www.ita.doc.gov/td/ocg/>

[FAS & USDA Market Research Resources](#)

Industry pages on Export.Gov - <http://export.gov/industry/index.asp>

GOLD KEY SERVICE

Gold Key Matching Services is offered by the International Trade Administration’s U.S. Commercial Service and is a low-cost service for American businesses to expand their global reach by making contacts with foreign firms and potential business partners. This service is custom-tailored for U.S. firms planning to visit a country. The service combines orientation briefings, market research, introductions to potential partners, interpreter service for meetings and assistance in developing a sound market strategy and effective follow-up. Please contact the CT Export Assistance Center in Middletown, CT at 860-638-6950.

PERIODICALS AND PUBLICATIONS

GLOBAL TRADE MAGAZINE

The mission of Global Trade to educate and entertain our readers on ways to utilize the global marketplace to increase market share and corporate profits, through creative efficiencies in cargo transportation, banking, joint ventures, outsourcing and expansion opportunities.

www.globaltrademag.com/

BASIC GUIDE TO EXPORTING 11TH EDITION 2015

The Official Government Resource for Small and Medium-Sized Businesses [International Trade Administration (U.S.)

It is designed to help US firms learn the costs and risks associated with exporting and develop a strategy for success. The Guide discusses what decisions need to be made and where to get the knowledge to make them. It also directs the reader to sources of assistance throughout the US federal and state governments, as well as the private sector.

Use this link to download the Book:

<http://www.export.gov/basicguide/index.asp>

INTERNATIONAL TRADE UPDATE

International Trade Update is published monthly by the Office of Public Affairs of the U.S. Department of Commerce's International Trade Administration (ITA). To receive notification by e-mail when new issues are published, [please subscribe](#).

THE JOURNAL OF COMMERCE

A valuable, interactive business tool for industry experts who require a resource that will give them the information they need to meet their business goals. Visitors will find breaking news, analysis, sailing schedules, logistics tools, market data, links, and more.
www.joc.com/

Useful Contact Information

Better Business Bureau of CT	info@ct.bbb.org	(860) 740-4500
Census Bureau Foreign Trade Division	http://www.census.gov/foreign-trade/	(800) 549-0595
Press #1 AES questions and getting started	askaes@census.gov	
	http://www.census.gov/foreign-trade/aes/	
Press #2 Schedule B Number Classification	eid.scheduleb@census.gov	
	http://www.census.gov/foreign-trade/schedules/b/	
Press #3 Regulatory questions	itmd.askregs@census.gov	
	http://www.census.gov/foreign-trade/regulations/	
Canadian Customs	contact@cbsa.gc.ca	1-204-983-3500
	http://www.cbsa-asfc.gc.ca/contact/menu-eng.html	1-506-636-5064
CT Department of Agriculture	CTDeptAg@ct.gov	(860) 713-2500
	http://www.ct.gov/doag/site/default.asp	
Copyright Office, Library of Congress, Washington D.C.		(202) 707-3000
	http://www.copyright.gov/	1 (877) 476-0778 (toll free)
Connecticut Economic Resource Center, Inc.		(860) 571-7136
	http://www.cerc.com/	
Intl Trade Administration, Dept. of Commerce	Office.Middletown@trade.gov	(800) USA-TRADE
	http://www.trade.gov/cs/	
Export Licensing & Control, Bureau of Industry Standards	ECDOEXS@bis.doc.gov	(202) 482-4811
	https://www.bis.doc.gov/index.php/licensing	
Federal Info Hotline		(800) FED-INFO
	http://www.usa.gov/Contact/Directories.shtml	
Federal Trade Commission		(877) 382-4357
	https://www.ftc.gov/	
NAICS Code Assistance, Census Bureau	naics@census.gov	(800)549-0595
	http://www.census.gov/eos/www/naics/	
National Passport Information Center	NPIC@state.gov	(877) 487-2778
	http://travel.state.gov/content/passports/english/contact-us.html	
Patent and Trademark Office		(800) 786-9199
	<ul style="list-style-type: none">• Patents(link sends e-mail)• Trademarks(link sends e-mail)• Products and Services(link sends e-mail)	
	http://www.uspto.gov/	
U.S. Customs, Hartford, CT		(860) 292-1314
	http://www.cbp.gov/contact/ports/hartford	
U.S. Customs, New Haven, CT		(203) 773-2040
	http://www.cbp.gov/contact/ports/new-haven	

CT Airport Authority
<http://www.bradleyairport.com/Services/cargo.aspx>
U.S. Customs Office
<http://www.cbp.gov/>

(860) 292-2000

1-877-CBP-5511

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