

# Annual Report

Virginia Economic Development Partnership  
Division of International Trade  
July 1, 2001 - June 30, 2002





# table of Contents

---

The Executive Director's Letter	2
Fiscal Year 2002 Results	3
Programs & Services	4
VALET Program	5
GMR Program	6
Passport Program	7
At-a-Glance	8
Trade Shows	10
Trade Missions	11
Trade Workshops	12
In The News	13
Virginia Offices	14
International Offices	15

# the executive director's **Letter**

---



*"Through international trade, the Commonwealth and its companies continue to see increased sales and continued business growth."*

Fiscal Year 2002 witnessed great achievements by Virginia businesses in the field of international trade. Orders were signed. New markets were entered. Sales were made. And the VEDP's Division of International Trade is proud to have played a leading role in making these happen.

Despite the curtailment of international travel imposed by the tragic events of September 11, 2001, participation remained strong in the Trade Division's programs. As is often the case, when the U.S. economy suffers a downturn, interest and activity in international markets rise. Notable accomplishments in Fiscal Year 2002 (July 1, 2001 - June 30, 2002) include:

- Over 260 Virginia companies participated in the Trade Division's events and programs
- The VALET Program was launched in January and quickly formed a waiting list of Virginia companies submitting applications
- The GMR Program added in-country market research via universities in Mexico and Brazil with great success
- The Passport Program enjoyed record local support and attendance in the New River Valley and Charlottesville regions
- Media coverage extended across the state at unprecedented levels, in both newspaper and radio

In the following pages, you will see evidence of a state-sponsored business program delivering real results for Virginia companies. Read the comments of the Virginia companies. See the breadth of services offered. And decide if you too, should be benefiting from a 21<sup>st</sup> century world full of global opportunities. If so, give us a call, send us an email, check out our website. We'd love to help your company achieve success on a global scale.

Sincerely,

A handwritten signature in black ink that reads "Mark". The signature is written in a cursive, flowing style.

Mark R. Kilduff  
Executive Director  
Virginia Economic Development Partnership

# fiscal year 2002 **Results**

---

## **Virginia Economic Development Partnership Division of International Trade**

Recognized as one of the most innovative state programs in the nation, VEDP's Division of International Trade provides international business expertise to promote Virginia's products and services in world markets.

Headquartered in Richmond, the Virginia Economic Development Partnership is a state authority created to promote economic expansion within the Commonwealth of Virginia. A private sector fifteen-member Board of Directors, appointed by the Governor, oversees all functions of the Partnership.

### **Counseling & Event Participation**

Virginia companies recording international marketing results, attributed to counseling from the Trade Division	<b>89</b>
Virginia companies participating in Trade Missions	<b>25</b>
Virginia companies participating in Trade Shows	<b>31</b>
Virginia companies participating in Inward Trade Missions	<b>84</b>
Virginia companies visiting VEDP overseas trade offices	<b>31</b>

### **Program Participation**

#### **VALET Program**

Virginia companies enrolled	<b>8</b>
VALET program partners	<b>23</b>

*(The program began in Fall 2001 with the first class accepted in January 2002)*

#### **Global Market Research Program**

GMR projects completed	<b>23</b>
Universities participating	<b>12</b>

#### **Passport Program**

Regions Participating	<b>3</b>
-----------------------	----------

#### **International Trade Research**

Requests for information	<b>565</b>
Company-specific reports	<b>11</b>

"VEDP's export assistance is a leading reason why Virginia companies are so successful throughout the world."

Jason Nelsen,  
Innovative Solutions  
International

"VEDP has been extremely timely in providing us with resources that we would otherwise not have access to. We could not be more satisfied."

Mark Ballard,  
Prime Auto Sales

"Thanks to the VEDP, our firm's annual sales grew 10% this year."

John Parker,  
Parker Systems, Inc.

"During our mission to Saudi Arabia, VEDP's assistance helped us introduce our products, directly resulting in an order."

Chris DeVuyst,  
American Hofmann  
Corporation

"VEDP is an asset to start-up businesses like ours."

David Lennarz,  
Contact Direct

# Programs & services

---

"Because of VEDP's support and assistance, we have gone from no foreign direct sales to distributor representatives in Taiwan and Korea."

Jeffrey Walker,  
Gyro Systems Company

"We were particularly pleased with the information, guidance and leads-sourcing provided to us by VEDP and are now pursuing the Latin American and African markets."

Ronald Sendak,  
Sendak International  
Corporation

"VEDP gave us the mortar to cement a deal that will enable us to expand our sales in Argentina."

Ted Williams,  
Amadas Industries, Inc.

"VEDP was instrumental in helping us with the maze of export documents required for China and Israel."

Ed Goyette,  
American BioSystems, Inc.

## Programs

### VALET

The VALET (Virginia Leaders in Export Trade) Program is an innovative program that was launched in January 2002 to assist companies throughout Virginia as they expand their business with international trade. The program offers a powerful combination of capital resources from the state as well as professional services from private-sector partners to enhance the international efforts of up to 15 selected companies per year. This program is the first of its kind in the United States.

### Global Market Research

Unique to Virginia, the GMR Program provides Virginia businesses with the research necessary to expand international sales. The program teams Virginia companies with MBA students from universities throughout the Commonwealth and abroad. Each team develops a comprehensive export marketing plan that provides firms with strategies to compete successfully in the global marketplace.

### Passport

The Passport Program is conducted to raise awareness of the benefits of exporting. Through a customized promotional campaign, the Division of International Trade works with small-to-medium sized communities to educate local businesses about the benefits of international trade.

## Services

### One-on-One Export Marketing and Counseling

VEDP's eight International Trade Managers, located in five offices across Virginia, with extensive private sector experience, provide international marketing assistance to Virginia businesses.

### Trade Missions

The Division of International Trade conducts trade missions around the world to promote Virginia products and services in foreign markets. The VEDP also hosts foreign trade delegations and arranges meetings between Virginia firms and these foreign buyers.

### Trade Shows

The Division of International Trade coordinates Virginia firms' participation in foreign trade shows. By participating in these marketing opportunities, Virginia companies are introduced to potential commercial representatives and often obtain direct sales.

### Overseas Offices

Our six overseas offices provide Virginia businesses with services such as identification of commercial representation, market research, arrangement of customized business visits, and advice on business practices.

### International Trade Research

VEDP offers superior in-house research for Virginia companies seeking international markets. Publications include *Virginia In A Global Economy*, a statistical analysis of Virginia exports; *Fast Facts*, a collection of 2-page briefs on Virginia's trade with primary trading countries; and *Beyond Virginia*, a quarterly magazine.

# VALET program

## VALET Program

*A Coordinated Head Start that Takes your Export Business to a Whole New Level*



The VALET (Virginia Leaders in Export Trade) Program is an innovative program that was launched in January 2002 to assist companies throughout the Commonwealth of Virginia as they expand their business with international trade. The program offers a powerful combination of capital resources from the state as well as professional services from private-sector partners to enhance the international efforts of up to 15 selected companies per year. This program is the first of its kind in the United States.

## 8 VALET Participants

- Avtec Systems Inc. (Fairfax)
- Burlington Medical Supplies (Newport News)
- Jefferson Mills, Inc. (Pulaski)
- KITCO Fiber Optics (Virginia Beach)
- Nuline Industries (Fredericksburg)
- Specialty Blades, Inc. (Staunton)
- Super Radiator Coils (Richmond)
- Virginia Panel Corporation (Waynesboro)

## 23 VALET Partners

- ActiveMedia (Great Falls)
- Allegheny Brokerage Company (Dublin)
- BB&T (Richmond)
- Bank of America (Richmond)
- Brown, Edwards & Co. (Roanoke)
- CV International (Norfolk)
- Global Law Group (Roanoke)
- Global Trade & Logistics Services, Inc. (Richmond)
- Lasa Monroig & Veve (Washington, DC)
- LeClair Ryan (Blacksburg)
- Netchemia (Herndon)
- NexGen Communications (New York City, NY)
- Panalpina (Norfolk)
- Park & Company (Richmond)
- SunTrust Bank (Richmond)
- Test4safety.com (Reedville)
- The Language Group (Virginia Beach)
- TNB Enterprises (Roanoke)
- TRADOS, Inc. (Alexandria)
- USF Worldwide (Sterling)
- UTi (Sterling)
- Williams Mullen (Richmond)
- Yusen Air & Sea Services, Inc. (Chesapeake)

"Our strategic initiative revolving around exports didn't really come into focus until after our initial meeting with VEDP. Now, as a VALET Program participant, we are fully committed to the success of our initiative."

Alan Sonner,  
KITCO Fiber Optics

"Star Scientific owes VEDP a great deal in helping us execute our export strategy. Our enthusiasm is evident in our pursuing VEDP's VALET Program to begin our export process."

Chris Miller,  
Star Scientific, Inc.

"We've been involved in other government programs and this was the best - it was focused and efficient."

Dennis Swartz,  
Burlington Medical Supplies

"We have already been contacted by a government agency in England that wants to promote our products at no cost to us. We feel that the VEDP has a genuine interest in our business and we are looking forward to exploring the opportunities that they have made available."

William Turner,  
Turner Sculpture

# GMR<sub>program</sub>

---

"FAAP provided us with a world-class GMR project on the Brazilian telecom market."

Joe Svetina,  
ERNI Components

"The market study of consumers was novel and on target. The students understood our objectives and went into great depth with their research."

Mike Worstell,  
PrintPack

"We are very fortunate to have been able to use the academic resources of George Mason University in a cooperative role with our company to significantly expand our marketing effort."

Gale Ruskosky,  
System Innovations

"We found that the project was done with the highest possible professional integrity and was extremely beneficial in helping us focus our next move in the international marketplace. I would highly recommend that any Virginia business looking to engage in international trade draw on the resources of the Virginia Economic Development Partnership."

Larry Bowman,  
QualTrax, Inc.

## Global Market Research Program

*A Virginia Resource for Exploring Market Potential Worldwide*

Unique to Virginia, the Global Market Research (GMR) Program provides Virginia businesses with the research necessary to expand international sales. The program teams Virginia companies with MBA students from colleges and universities throughout the Commonwealth and abroad. These teams develop comprehensive export marketing plans for Virginia firms with targeted marketing information and strategies to compete successfully in the global marketplace.

Since its inception in 1988, **420** Virginia businesses, ranging from small entrepreneurs to Fortune 500 firms have received comprehensive, export marketing plans.

In Fiscal Year 2002, **23** GMR projects were completed for companies across the Commonwealth. For the first time since the program's inception, two overseas universities joined the program:

- FAAP - Fundação Armando Alvares Penteado (Brazil)
- Universidad Anáhuac (Mexico)

The following colleges and universities also participated in the GMR Program:



- George Mason University
- George Washington University
- James Madison University
- Lynchburg College
- Old Dominion University
- Radford University
- Shenandoah University
- University of Richmond
- Virginia Commonwealth University
- Virginia Polytechnic Institute & State University

## Governor's Award

In October 2001, **2** Virginia companies received the prestigious *Governor's Award for Excellence* for their participation in the GMR Program:

- Innovative Solutions International - Vienna  
Project completed by George Washington University
- System Innovations, Inc. - Fredericksburg  
Project completed by George Mason University

# Passport<sub>program</sub>



## Passport Program

*A New Dimension in the State's Multi-Faceted Approach to Encouraging International Trade*

In 2001, the Passport Program was launched to raise awareness of the benefits of exporting. Through a customized promotional campaign, the Division of International Trade works with small-to-medium sized communities to educate local businesses about the benefits of international trade.

In Fiscal Year 2002, **3** Virginia communities were selected to participate in the Passport Program:

- New River Valley (Fall 2001)
- Danville (Fall 2001)
- Charlottesville (Spring 2002)

A total of **12** Passport events, addressing topics such as foreign trade zones, export documentation, international finance and export software attracted nearly **300** participants.

At the conclusion of each Passport Program, one Virginia company is awarded a free Global Market Research project. In fiscal year 2002, **2** Virginia companies received a free Global Market Research project:

- QualTrax, Inc. (Christiansburg)
- MicroAire Surgical Instruments (Charlottesville)

"The Passport Program heightened our business community's awareness of the opportunities for international trade. We are already seeing the positive results of this valuable initiative."

Lawrence McConnell,  
The Charlottesville Daily Progress

"The Virginia Economic Development Partnership has provided us invaluable support, helping us to expand our business base in Mexico."

Larry Bowman,  
QualTrax, Inc.

"The Passport Program was a real benefit to our business promotion efforts here in the New River Valley. It allowed us to focus statewide attention on the world-class manufacturers, technology companies and exporters in our region."

Dave Mickalonis,  
Radford Business Assistance Center

"As our company is entering the South American markets, I found the program's international finance seminar especially beneficial."

Dan Ralston,  
Inter Product USA, Inc.

# at-a-Glance

---

89

companies recorded international marketing results, attributed to counseling from the Trade Division

23

projects completed in the GMR Program

87

companies participated in trade missions, trade shows and/or independently visited VEDP overseas office(s)

8

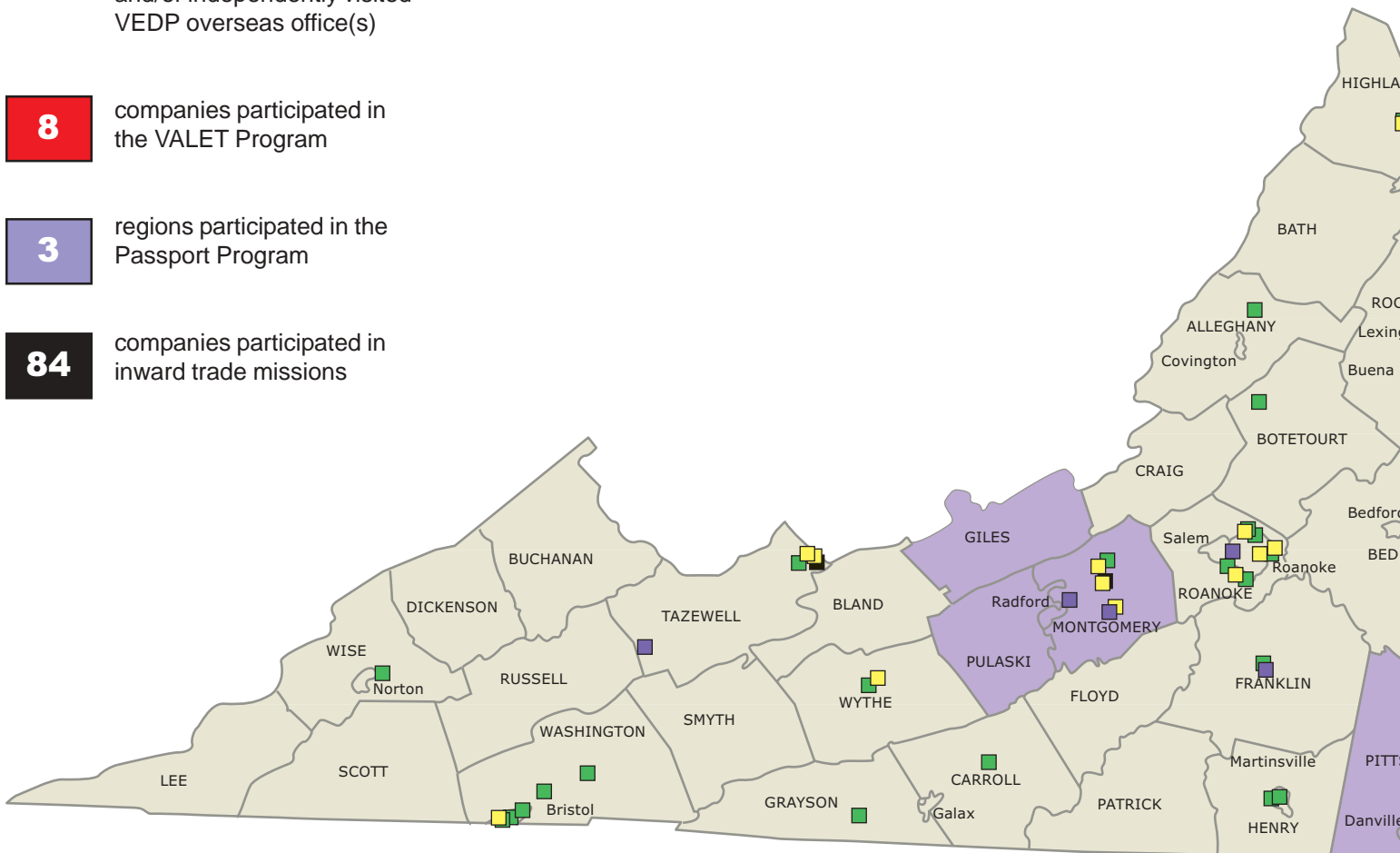
companies participated in the VALET Program

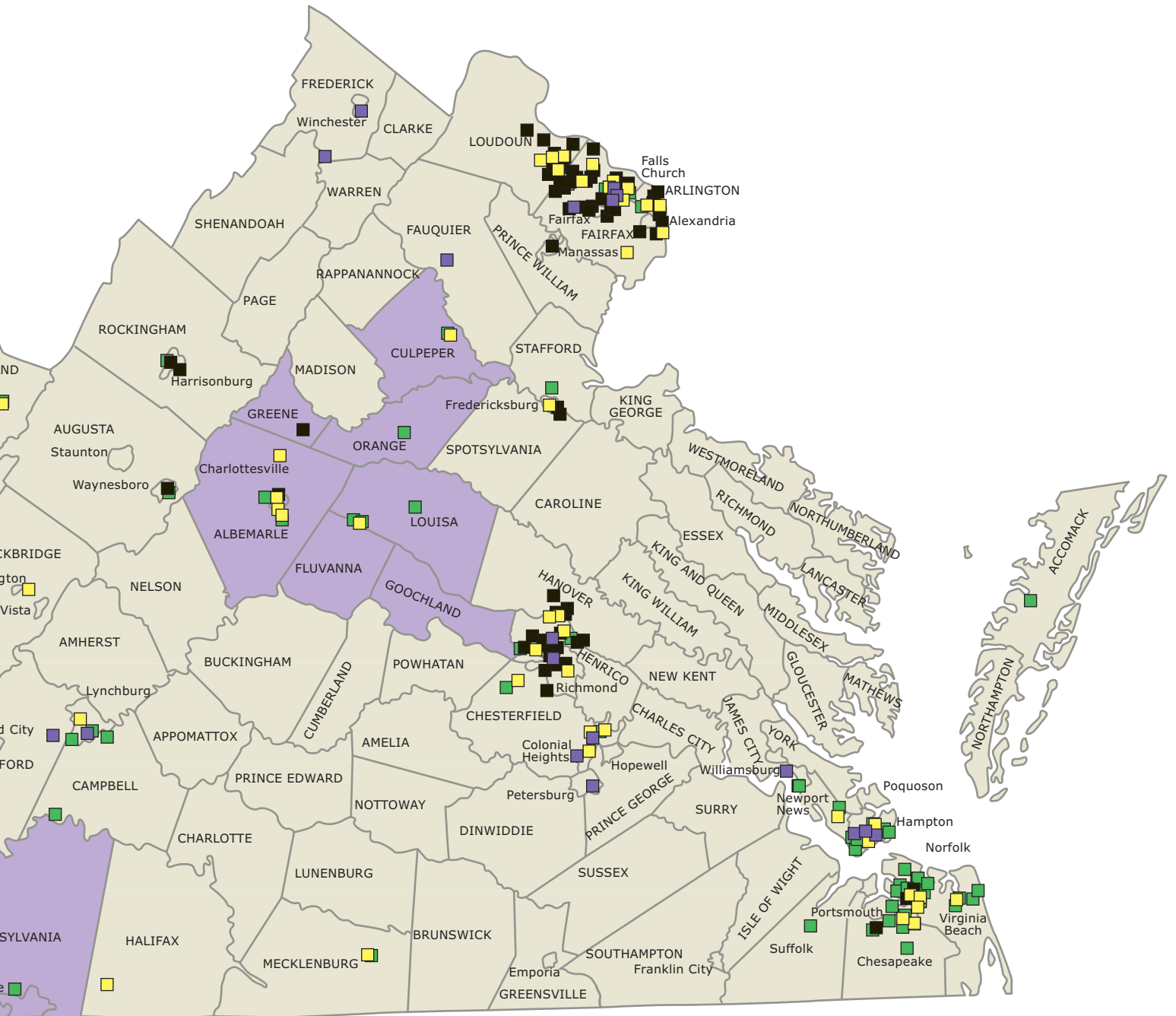
3

regions participated in the Passport Program

84

companies participated in inward trade missions





# trade**Shows**

---

"At CeBIT, VEDP introduced us to influential people and companies and were helpful and supportive at every turn."

Laura Mayhew,  
Optiview Technologies

"VEDP was instrumental in setting up strategic meetings with key individuals to promote our products in the Caribbean. We now have between seven and ten leads for potential customers or partners that have an interest in working with us."

Chuck Johnson,  
Acrylife, Inc.

"CHIC 2002 was a very important opportunity for our company to gain visibility in the international marketplace. The contacts and momentum generated by our attendance will carry through to direct sales and export of innovative technology from Virginia to the Caribbean rim."

John Willcox,  
TravElements

"VEDP provided the support necessary to allow us to exhibit in foreign markets where we otherwise would not. They have been a major component of our overseas success this year."

Paul Martorana,  
Digitek Computer Products

## Trade Shows

The Division of International Trade coordinates Virginia firms' participation in foreign trade shows. By participating in these marketing opportunities, Virginia companies are introduced to potential commercial representatives and often obtain direct sales.

VEDP attended **9** Trade Shows in Fiscal Year 2002:

- COMDEX Brazil (Brazil)
- EQUIPOTEL (Brazil)
- China Coal & Mining Expo (China)
- Environmental Japan (Japan)
- Europort (Netherlands)
- EXPO Manufactura (Mexico)
- CeBIT (Germany)
- Telexpo (Brazil)
- CHIC (Puerto Rico)

A total of **31** Virginia companies participated.



VEDP plans to attend the following **10** Trade Shows in Fiscal Year 2003:

- Farnborough (United Kingdom)
- COMDEX (Brazil)
- SMM (Germany)
- Medica (Germany)
- WASTEC (Japan)
- International Furniture Show (Germany)
- CeBIT (Germany)
- CHIC (Caribbean)
- Poznan Industrial Fair (Poland)
- CommunicAsia (Singapore)

# trade Missions

---

## Trade Missions

The Division of International Trade conducts international trade missions around the world to promote Virginia products and services in foreign markets. The VEDP also hosts foreign trade delegations and arranges meetings between Virginia firms and potential foreign buyers.

## Outbound Missions

Trade Missions to foreign countries:

- Japan & Korea
- Mexico
- Saudi Arabia
- United Kingdom
- Brazil & Chile
- Poland

A total of **25** Virginia companies participated.

## Inward Missions

Missions from foreign countries to Virginia:

- Brazil
- Mexico
- Poland

**84** Virginia companies and **23** foreign companies participated, totaling **229** one-on-one meetings.

## Overseas Offices

Each year, VEDP schedules its overseas trade managers for a two-week period of one-on-one appointments with companies across the state. Completely free-of-charge, managers from Frankfurt, Hong Kong, Mexico City, São Paulo, Seoul and Tokyo provide expert services such as:

- Research and quantify markets
- Assist with establishing in-country commercial representation
- Establish contact with officials and potential customers
- Prepare customized business visits for Virginia companies

A total of **112** Virginia companies participated in **328** meetings.

In Fiscal Year 2002, **31** independent visits were made by Virginia companies to the Trade Division's six overseas offices. These are visits made by corporate executives, in addition to VEDP scheduled trade shows and trade missions.

"The objective of our visit to Saudi Arabia was to assess the potential market for our products and meet with potential partners, representatives and agents. The results were well above our expectations."

Ed Schaffner,  
Northrop Grumman  
Poly-Scientific

"This opportunity provided us with an insight to how business is conducted within Mexico and how our services need to be tailored."

Guy Davis,  
Proxtronics

"We met with a number of highly qualified organizations and as a result, I expect BioStar will enter into an agreement within the next twelve months."

George De Vaux,  
BioStar, LLC

"We are very appreciative of the services offered by VEDP. Their efforts put us a step ahead in assessing the market in Poland and developing contacts with potential prospects."

Kristiyan Davidkov,  
RLC Technologies

# trade **Workshops**

---

"Hats off to VEDP and its staff for a job well done and I look forward to continued development of this program with their continued support."

William Thompson,  
International & Domestic  
Marketing, Inc.

"VEDP provided me with the valuable guidance in marketing Mega-Mag in the export market. As a result, we received the largest order ever and we are expecting two more orders this year."

Jay Kirkpatrick,  
Mega-Mag

"I've never had more professional assistance. VEDP staff set every appointment I requested, traveled with me to meet prospective customers and translated all presentations and conversations."

Richard Shannon,  
Cableform, Inc.

"Our objective of penetrating the Japanese market was met. Without VEDP's assistance, this visit would not have produced the same results."

Charles Chambers,  
Euro-Composites Corporation

International Trade staff participated in **32** events to promote and prepare Virginians for international business.

## **Event**

Korean Export Seminar  
USDOC Conference of The Americas  
Export Symposium: Peninsula Workforce Development Center  
Defense Programs Division  
Industry Specialists for Aerospace, Maritime & Heavy Industry  
United Kingdom Embassy  
Chesapeake Economic Development Council  
Doing Business in Asia  
Premier of Nova Scotia  
US Dept. of Commerce  
Export Document Workshop  
Export Document Workshop  
Export Document Workshop  
Export Document Workshop  
Export Document Workshop  
Export Document Workshop  
Export Document Workshop  
Export Document Workshop  
Virginia Commonwealth University  
Kazakistan Delegation  
Serb Journalist Team  
Tuckahoe Kiwanis  
Virginia Israel Advisory Board  
Virginia Institute for Economic Development  
Legacy National Conference  
Virginia Polytechnic Institute & State University  
Blue Ridge Community College  
Strasburg Rotary Club  
Winchester-Frederick County Chamber of Commerce  
Franklin County Chamber of Commerce  
Brazil Information Center, Inc.  
Radford University Business Assistance  
Hampton Roads Export Symposium

## **Location**

Hampton  
Williamsburg  
Hampton  
Washington, DC  
Washington, DC  
Washington, DC  
Chesapeake  
Tyson's Corner  
Vienna  
Washington, DC  
Richmond  
Charlottesville  
Radford  
Roanoke  
Lynchburg  
Newport News  
Harrisonburg  
Richmond  
Richmond  
Richmond  
Roanoke  
Roanoke  
Roanoke  
Blacksburg  
Verona  
Strasburg  
Winchester  
Rocky Mount  
Dulles  
Radford  
Hampton

# in the **News**

---

VEDP's Communications & Promotions Division performs proactive media relations for the Division of International Trade. Editorial coverage increases awareness of VEDP's export assistance programs among Virginia companies, our target audience.

## **Publication**

Virginia Business  
Blue Ridge Business Journal  
Dolan's Virginia Business Observer  
US-Saudi Arabian Business Council Quarterly Newsletter  
Richmond Times-Dispatch  
Capitol Wire  
Richmond Times-Dispatch  
Associated Press  
Northern Virginia Journal  
Manassas Journal  
Bristol Herald Courier  
Lynchburg News & Advance  
Newport News Daily Press  
The Business Journal of Tri-Cities Tennessee/Virginia  
Harrisonburg Daily News Record  
Rappahannock Record  
Hampton Roads Inside Business  
The Record Online  
The Winchester Star  
Washington Business Journal  
Charlottesville Daily Progress  
Virginia NewsWire  
Southern Business & Development  
Peninsula Magazine  
Virginia Review  
Charlottesville Regional Chamber of Commerce Newsletter  
Fredericksburg Free-Lance Star  
Richmond Times-Dispatch  
Charlottesville Daily Progress  
Richmond Times-Dispatch  
Richmond WRVA Radio  
Newport News Daily Press  
Clinch Valley News  
Virginia's Gateway Region Newsletter  
Greater Washington Initiative Newsletter  
Washington Post  
Richmond WRVA Radio  
Washington Business Journal  
Dolan's Virginia Business Observer  
Washington Business Journal  
Washington Business Journal  
Charlottesville Daily Progress  
Potomac Tech Journal  
Prince William Extra  
Washington Post  
Washington Business Journal  
Associated Press

## **Date**

August 2001  
August 27, 2001  
October 15, 2001  
Volume VI, No. 4, 2001  
January 7, 2002  
February 26, 2002  
February 27, 2002  
February 27, 2002  
February 27, 2002  
February 27, 2002  
February 27, 2002  
February 27, 2002  
February 27, 2002  
February 27, 2002  
March 2002  
March 1, 2002  
March 4, 2002  
March 11, 2002  
March 13, 2002  
March 15, 2002  
March 18, 2002  
March 27, 2002  
March 28, 2002  
Spring 2002  
Spring 2002  
May/June 2002  
May/June 2002  
May 4, 2002  
May 9, 2002  
May 15, 2002  
May 20, 2002  
May 22, 2002  
May 22, 2002  
May 22, 2002  
June 2002  
June 1, 2002  
June 6, 2002  
June 6, 2002  
June 7, 2002  
June 10, 2002  
June 12, 2002  
June 14 - 20, 2002  
June 16, 2002  
June 17, 2002  
June 19, 2002  
June 19, 2002  
June 19, 2002  
June 19, 2002  
June 28, 2002

"Although we had started to plan for entry to Europe before we met VEDP, we now see that assistance from them will make it faster, more efficient and have a greater impact."

Elaine Swartz,  
Burlington Medical Supplies

"VEDP has saved us time and money by providing contact information in Mexico."

Vance Field,  
Asheville Mica Company

"We are a new company and are already exporting thanks to VEDP's counseling, contacts, lists of buyers, reps and freight forwarders."

Mario Mazza,  
Bay Bridge Enterprises

"During my sales trip to Korea, VEDP was very helpful in arranging meetings with buyers and prospective customers."

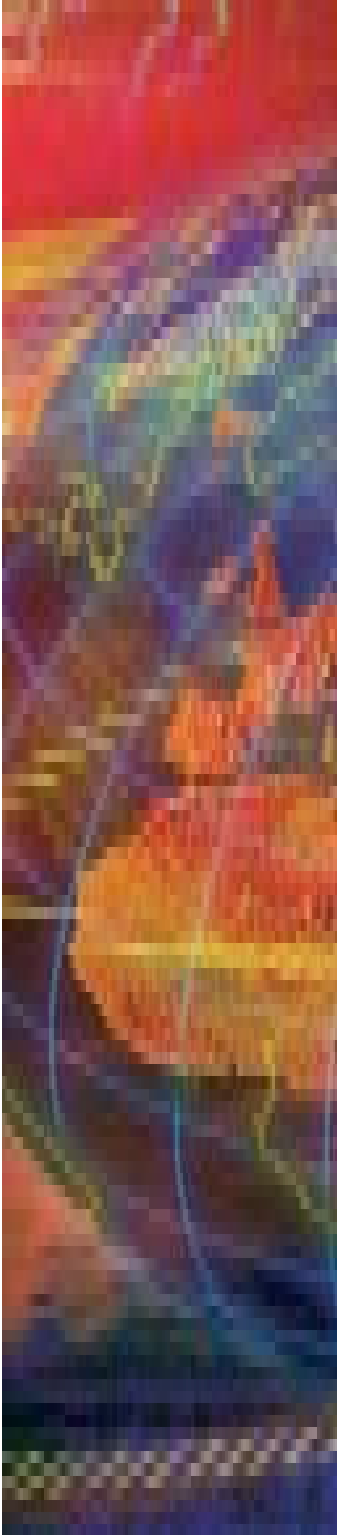
Mike Lewis,  
Taylor-Ramsey Corporation

"On our trip to Saudi Arabia, we identified potential customers for immediate sales and implementation of our systems."

Suri Ganeriwala,  
Spectra Quest

# Virginia<sub>offices</sub>

---



## **VEDP World Headquarters**

901 East Byrd Street  
Post Office Box 798  
Richmond, Virginia 23218

## **Richmond**

Tom Garnett, International Trade Manager  
901 East Byrd Street  
Post Office Box 798  
Richmond, Virginia 23218  
Tel: (804) 371-8242  
Fax: (804) 371-8860  
Email: TGarnett@YesVirginia.org

## **Norfolk**

Joe Adams, PhD, International Trade Manager  
500 East Main Street, Suite 1220  
Norfolk, Virginia 23510  
Tel: (757) 314-2358  
Fax: (757) 314-2360  
Email: JAdams@YesVirginia.org

## **Tyson's Corner**

Matthias Duys, International Trade Manager  
8300 Boone Boulevard, Suite 450  
Vienna, Virginia 22182  
Tel: (703) 506-1030  
Fax: (703) 506-1033  
Email: MDuys@YesVirginia.org

## **Roanoke**

Joe Robinson, International Trade Manager  
416 South Jefferson Street, SW - Suite 505  
Roanoke, Virginia 24011  
Tel: (540) 857-6029  
Fax: (540) 857-6161  
Email: JRobinson@YesVirginia.org

## **Harrisonburg**

Jaap Vangroll, International Trade Manager  
800 Country Club Road  
Harrisonburg, Virginia 22802  
Tel: (540) 438-1525  
Fax: (540) 438-0926  
Email: JVangroll@YesVirginia.org

# International offices

---

## **Brazil**

André Neufeld, Trade Representative  
State of Virginia  
Rua Dr. Gabriel dos Santos, 168/121A  
01231-902 São Paulo  
BRAZIL  
Tel: 5511-3666-2762  
Fax: 5511-3825-1818  
Email: VEDPbrazil@amcham.com.br

## **Hong Kong**

Hailey Fong, Trade Representative  
State of Virginia  
BEM Industries, Ltd.  
6/F., Chung Nam Bldg.  
No. 1, Lockhart Road  
HONG KONG, PRC  
Tel: 852-2520-2338  
Fax: 852-2520-1833  
Email: HMFong@fiacragp.com.hk

## **Mexico**

Margo Galvan, Trade Representative  
State of Virginia  
US Trade Center  
Liverpool No. 31  
Col. Juarez  
06600 Mexico, DF  
MEXICO  
Tel: 52-55-5140-2674  
Fax: 52-55-5535-2545  
Email: MGalvan@YesVirginia.org

## **Japan**

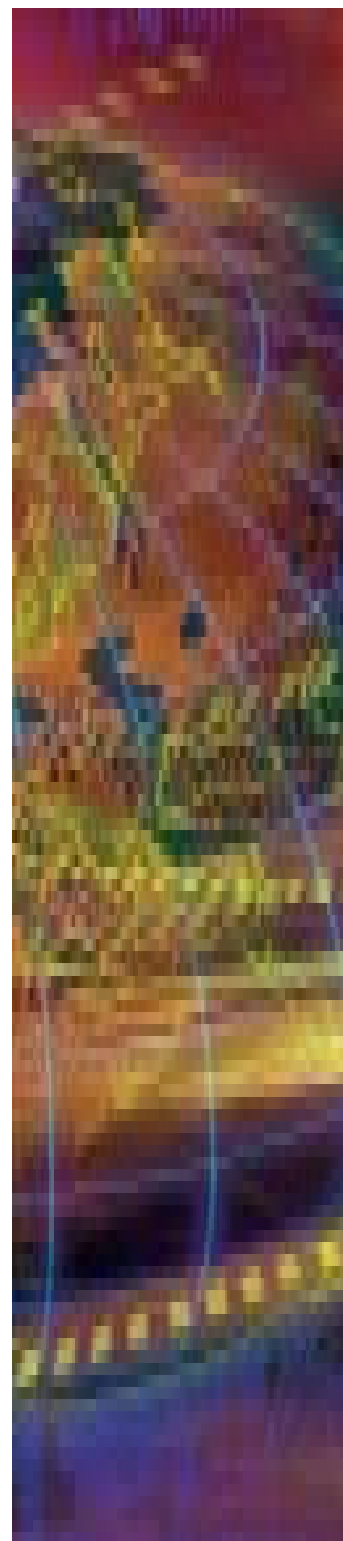
Koji Deguchi, Trade Representative  
State of Virginia  
Suite B-3, 8<sup>th</sup> Floor, Imperial Tower  
1-1-1, Uchisaiwaicho, Chiyoda-ku  
Tokyo 100-0011  
JAPAN  
Tel: 81-3-3539-3661  
Fax: 81-3-3539-3669  
Email: KDeguchi@virginia-jp.org

## **South Korea**

Sang Min Woo, Trade Representative  
State of Virginia  
1512 Kyobo Bldg, 1  
Jongro-1 ga, Jongro-gu  
Seoul, 110-714  
SOUTH KOREA  
Tel: 82-2-739-6251  
Fax: 82-2-739-6538  
Email: VEDPkor@virginia.or.kr

## **Germany**

Hans Dieter Meier, Trade Representative  
State of Virginia  
Untermainanlage 5  
D-60329 Frankfurt am Main  
GERMANY  
Tel: 49-69-273-9900  
Fax: 49-69-273-99020  
Email: HMeier@YesVirginia.org





**Virginia Economic Development Partnership**

Division of International Trade  
PO Box 798  
901 East Byrd Street  
Richmond, Virginia 23218 USA  
[www.ExportVirginia.org](http://www.ExportVirginia.org)