

Global Connections

International Trade / Logistics

Employment (4/01): 67,715

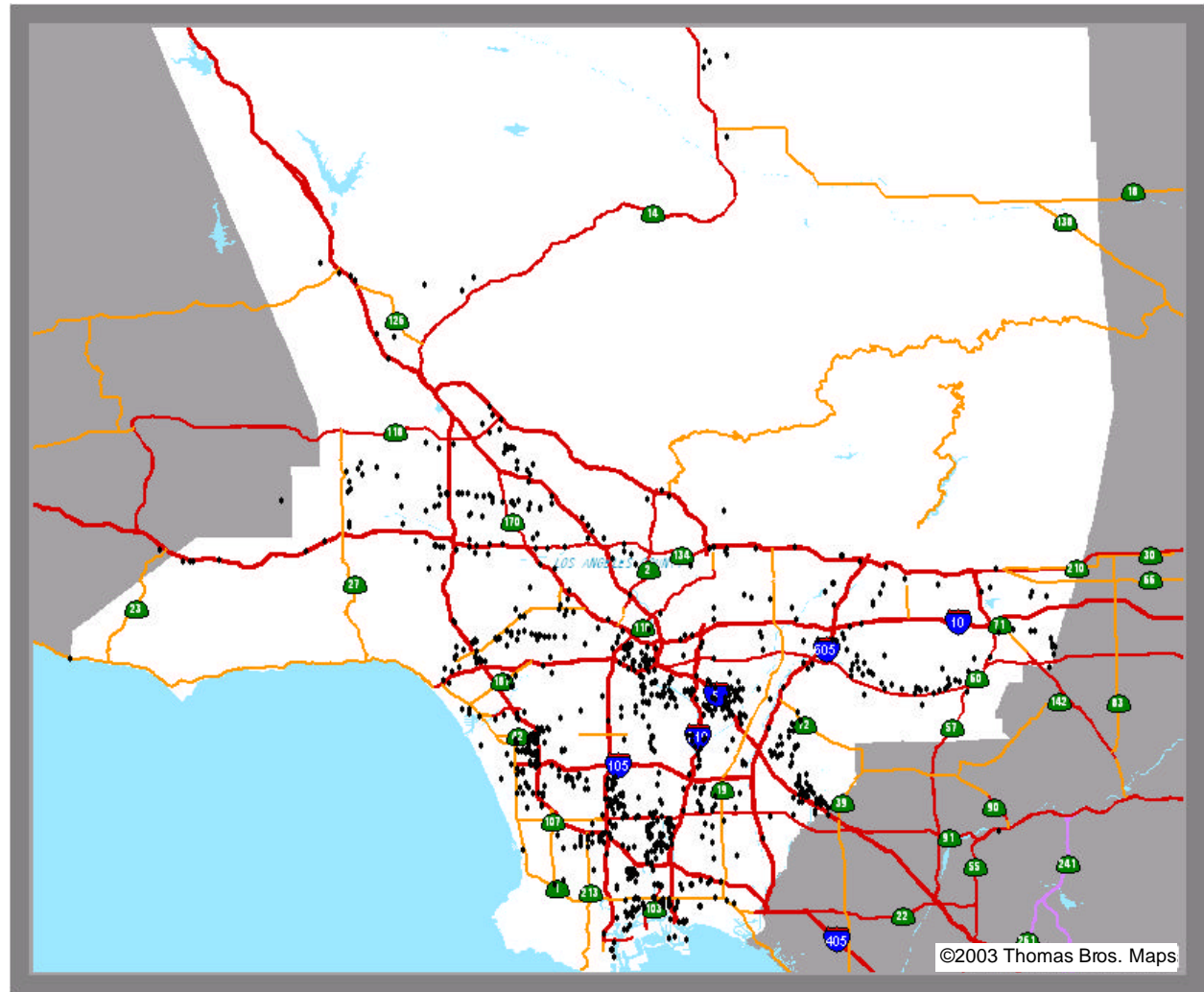
Number of Establishments (4/01): 3,589

Shipments/Receipts (1997): \$7.6 Billion

NAICS Codes: 481112, 481212, 48212, 483111, 483113, 483211, 4841, 4842, 4883, 48851, 493, 541614

Los Angeles County has long been a major hub of international trade; key components are the Ports of Los Angeles and Long Beach. Together they comprise the San Pedro Bay Ports, the largest port complex in the U.S. and the third busiest in the world, supporting 25 percent of the nation's international water-borne commerce. In 2003, the container traffic at the Ports of Los Angeles and Long Beach reached more than 7.8 million loaded TEUs. The Alameda Corridor connects the Ports to the transcontinental railheads just east of downtown Los Angeles, expediting the flow of containerized cargo.

Los Angeles International Airport (LAX) is an equally critical piece of the global connections infrastructure. It is the fourth busiest airport in the world, with more than 56.2 million passengers and more than 2 million tons of air cargo shipments in 2003.



Education**CALIFORNIA LUTHERAN UNIVERSITY
International Business MBA**

60 W. Olsen Road Director: Ronald E. Hagler
 Thousand Oaks, CA 91360
 Tel: 805-493-2411 x3371
 Web site:
[http://www.clunet.edu/Admission/Graduate/SchoolBusiness/MBA/
 ProfessionalTracks/internationalbus.html](http://www.clunet.edu/Admission/Graduate/SchoolBusiness/MBA/ProfessionalTracks/internationalbus.html)

CLU's International Business Track prepares managers to interact with other countries, cultures, belief and business systems. Students will acquire an increased awareness of the economic, legal, political, ethical, and sociocultural environments that influence organizational decision making and strategic planning. Researches on particular international business issues are conducted within a sophisticated learning resources atmosphere to enhance students understanding of global management theory and practice.

**CALIFORNIA STATE POLYTECHNIC UNIVERSITY (Cal Poly),
POMONA**

International Business and Marketing Department
 3801 W. Temple Ave. Dept. Chair: Vernon Stauble
 Pomona, CA 91768 No. of Students: 200
 Tel: 909-869-2400 x2436
 Web site: <http://www.csupomona.edu/~bus>

The IBM Department aims to prepare its students for life in a changing global economy by developing their communication, analytical, team building, and problem solving skills. The program is uniquely designed so that students can specialize in one of the following career tracks: promotion/advertising/direct marketing, international sales, industrial sales, and distribution/logistics.

**CALIFORNIA STATE UNIVERSITY, LONG BEACH (CSULB)
 Center for International Trade and Transportation – Global Logistics**
 One World Trade Center, Ste. 215 Executive Dir.: Mirianne Venieris
 Long Beach, CA 90831-0215 No. of Students: 200

Tel: 562-499-2160
 Fax: 562-499-2163
 Web site: <http://www.uces.csulb.edu>

The Center's mission is to act as a catalyst for training, growth, and competitiveness, and to provide a neutral ground that can be utilized for the development of common policies and the overall enhancement of business resources. Its focus is on intermodal transportation both in terms of training and process development. The Global Logistics Specialist (GLS) program is designed to provide broad based, hands-on training for individuals involved in, or entering any part of the logistics chain. It also now offers an M.A. in Global Logistics.

International Business Department

CBA 450, 1250 Bellflower Blvd. Director: Dr. Paul Frantz
 Long Beach, CA 90804
 Tel: 562-985-5072
 Fax: 562-985-5742
 Web site: <http://www.csulb.edu/colleges/cba/international>

The objective of the international business option is to prepare students for the increasingly competitive and interdependent international business world with which they must cope. Students will learn how international business practices and customs differ from those in the U.S. The Department offers a B.S. degree as well as a certificate program.

**CALIFORNIA STATE UNIVERSITY, LOS ANGELES (CSULA)
 School of Business and Economics**

5151 State University Dr.
 Los Angeles, CA 90032 Dean: G. Timothy Haight
 Tel: 323-343-2800
 Fax: 323-343-2813
 Web site: <http://www.calstatela.edu>

International business is offered as an option for a Bachelor of Science degree in business administration. The study of international business is concerned with the entire spectrum of business activities that crosses national boundaries: accounting, economics, management, marketing, and finance.

**CSULA EXTENDED EDUCATION
International Business Certificate**

5151 State University Dr. Director: Dr. M. David Oh
Los Angeles, CA 90032
Tel: 323-343-2967
Fax: 323-343-4954
Web site: <http://www.calstatela.edu/exed/certificate/interbus.htm>

The certificate program is sponsored jointly by Extended Education and the World Trade Education Center of the School of Business and Economics. It prepares students for entry-level business and non-business students for employment in international business. It also prepares mid-career traditional students for career advancement in international business. Employment opportunities include: Import/Export firms, multinational corporations, international transportation companies, and government agencies.

**CALIFORNIA STATE UNIVERSITY, NORTHRIDGE (CSUN)
International Business**

College of Business Administration and Economics
18111 Nordhoff St. Assoc. Dean: William W. Roberts
Northridge, CA 91330
Tel: 818-677-2466
Fax: 818-677-4903 Web site: <http://www.csun.edu/busadean>

The B.S. Degree in Business Administration with an option in International Business is designed to prepare students for a variety of positions in the exciting and dynamic field of international business. In order to give students a balanced education in this field, they are required to be proficient in at least one foreign language, and to take a variety of elective courses. In addition, students are required to complete an international internship abroad.

Logistics Management Certificate

College of Extended Learning
Tel: 818-677-2786 Dean: Joyce A. Feucht-Haviar
Web site: <http://www.csun.edu/exl>

The Certificate in Logistics Management is a comprehensive overview of the industry and covers the basic knowledge and vocabulary of the field.

The curriculum includes warehousing, inventory management, industrial distribution, current software on the market and a study of transportation methodologies and operations principles. Through lecture, discussion, homework and field observation, participants will be exposed to practical problem-oriented logistics management issues and the application of logistics practices and emerging technology to industry activities.

CLAREMONT MCKENNA COLLEGE

International Relations

500 E. Ninth St. Contact: Dr. Hilary Appel
Claremont, CA 91711
Tel: 909-607-1491
Web site: <http://www.mckenna.edu>

The International Relations program is an interdisciplinary program designed for students preparing for graduate work or careers with an international focus, whether in government, business, the professions, such as law, teaching, journalism, or in other areas, such as private foundations or international organizations.

The Keck Center for International and Strategic Studies

The Keck Center for International and Strategic Studies supports the study of critical issues in world affairs at CMC, sponsoring lecture series, fellowships, visiting scholars, research associates, conferences, publication of research monographs, and student internships. It also has a library with special emphasis on international strategic studies and Asian and Pacific developments.

EAST LOS ANGELES COLLEGE

International Trade

1301 Avenida Cesar Chavez Dept. Chair: Faramarz Larizadeh
Monterey Park, CA 91754
Tel: 323-265-8844
Web site: <http://www.elac.cc.ca.us>

The Certificate Program in International Trade stresses those skills most sought by today's employers in international commerce. The field of international trade provides career opportunities for persons with specialized skills in import and export documentation, banking, sales

marketing, air-sea truck transportation, and the principals of foreign trade business management.

GLENDALE COMMUNITY COLLEGE

International Business Specialist

1500 N. Verdugo Rd.
Glendale, CA 91208
Tel: 818-240-1000
Fax: 818-549-9436
Web site: <http://www.glendale.cc.ca.us>

The International Business Specialist Certificate presents the business concepts necessary to compete in the international global marketplace. It prepares students to import, export, and/or establish an overseas business presence. This program is designed for both the individual entrepreneur and the established company executive.

LONG BEACH CITY COLLEGE

International Business

4901 E. Carson St. Program Coord: Karen Faulkner
Long Beach, CA 90808
Tel: 562-938-4629
Kfaulkner@lbcc.edu
Web site: <http://www.lbcc.cc.ca.us>

The International Business program prepares students for entry-level positions in a wide range of international business as well as entrepreneurial opportunities. Students learn both theoretical knowledge and practical skills in the wide-ranging field of international business. The Department offers a certificate in International Business Operations and an A.A. degree.

LOS ANGELES CITY COLLEGE

International Business

855 N. Vermont Ave. Dept. Chair: Luther Guynes
Los Angeles, CA 90029
Tel: 323-953-4000 x2541
Web site: <http://www.lacc.cc.ca.us>
E-mail: guyneslc@lacitycollege.edu

The International Business curriculum is designed for students who are interested in a well-rounded International Business education. Upon successful completion of this program, the student will have an extensive background in the principles and practices of the international business world. Students may earn a Certificate or Associate in Arts degree.

Transportation

Dept. Chair: Helen Hayes Tel: 323-953-4228

The Transportation curriculum is designed to prepare students for employment with airlines, railroads, steamship lines, highway carriers, car rental companies, travel agencies, freight agencies and terminals, or with industrial or commercial companies that have traffic departments. This career program provides a broad base of subjects pertaining to the tourist and trade areas of the world, passenger-traffic and freight-traffic procedures, and travel industry management.

LOYOLA MARYMOUNT UNIVERSITY (LMU)

International Managers – MBA

7900 Loyola Blvd. Director: Rachelle Katz
Los Angeles, CA 90045
Tel: 310-338-5322
Web site: <http://www.lmu.edu>

The MBA for International Managers offers an accelerated MBA program curriculum designed specifically for managers from Asian countries. Its combination of select faculty and international focus provides students with comprehensive global business perspectives. Students will develop an understanding of all business disciplines: management, marketing, human resources, accounting, finance, production, information systems and international business.

MT. SAINT MARY'S COLLEGE

International Business

Chalon Campus Doheny Campus
12001 Chalon Rd. 10 Chester Place
Los Angeles, CA 90049 Los Angeles, CA 90007
Tel: 310-954-4155 Tel: 213-477-2540
Web site: <http://www.msmc.la.edu>

The Bachelor of Arts program in Business Administration with an emphasis in International Business prepares students for the many opportunities available in the fields of international management, international finance and government service. The program is designed for individuals with an interest in business on a global scale. The program concentrates on the social, political, and economic aspects of the international marketplace.

MT. SAN ANTONIO COLLEGE

International Business

1100 N. Grand Ave.
Walnut, CA 91789
Tel: 909-594-5611 x4904
Web site: <http://www.mtsac.edu>

Dept. Chair: Bob Farris

The Associate in Science degree in International Business prepares students for employment in the global economy. Courses include: international business law, principles of exporting and importing, business organization and management, and marketing.

PASADENA CITY COLLEGE

International Business/Trade

Business Management Department
1570 E. Colorado Blvd.
Pasadena, CA 91106
Tel: 626-585-7341
Web site: <http://www.paccd.cc.ca.us>

Dean: Don Paxton

The Certificate program prepares students for competing in the international global marketplace. Emphasis is on importing, exporting, and establishing an overseas business presence. This program is designed for the individual international entrepreneur, as well as the established company executive.

PEPPERDINE UNIVERSITY

The Graziadio School of Business and Management

24255 Pacific Coast Hwy.
Malibu, CA 90263
Tel: 310-456-4858
Fax: 310-456-4876
Web site: <http://bschool.pepperdine.edu>

Dean: Linda A. Livingstone
No. of Students: 315

Pepperdine University is committed to the highest standards of excellence, where students are strengthened for lives of purpose, service, and leadership. The university offers a two-year Master of International Business program. During the first year, students study business and foreign language at the university. In the second year, students travel to countries abroad such as Mexico, France, and Germany to conduct further studies and a full time internship at a corporation abroad.

UNIVERSITY OF CALIFORNIA, LOS ANGELES (UCLA)

Center for International Business Education and Research (CIBER)

The Anderson School at UCLA

110 Westwood Plaza, Ste. B307

Los Angeles, CA 90095

Tel: 310-206-5317

Fax: 310-825-8098

Web site: <http://www.anderson.ucla.edu/research/ciber>

Director: Bhagwan Chodlhry

No. of Students: 660

2002-2003 graduates: 120

UCLA's Center for International Business Education and Research (CIBER) is one of 30 federally funded CIBERs. It coordinates a variety of academic, researches, and outreach activities focused on increasing the understanding of and skills in international business at the Anderson School and throughout the Los Angeles region. Its International Management Fellows program prepares MBA students for success in the global economy, providing language instruction, cultural training and overseas internships.

UNIVERSITY OF CALIFORNIA, LOS ANGELES (UCLA)

EXTENSION

Department of Business and Management

10995 Le Conte Ave., Ste. 515

Los Angeles CA 90024

Tel: 310-825-7031

Fax: 310-206-7249

Web site: <http://www.unex.ucla.edu>

Director: Karim Cheris

No. of Students: 3,427

The 12-course Professional Designation in International Trade and Commerce certificate program provides students with a solid understanding of the core functional areas in international business as well as specific knowledge of trade, economics, and cultural and political forces dominating the world marketplace.

UNIVERSITY OF LA VERNE**International Business and Language**

School of Business and Global Studies

1950 3rd Street

Program Chair: Jack McElwee

La Verne, CA 91750

Tel: 909-593-3511 x4205

Web site: <http://www.ulaverne.edu/catalog/programs/sbgs>

The goals of this program are to increase students' ability to communicate with people of other cultures in a business context, to provide language students with career opportunities in international business, to enable business students to function more efficiently in a cross-cultural environment. A Bachelor in Science degree is awarded upon completion of the program.

UNIVERSITY OF SOUTHERN CALIFORNIA (USC)**Marshall MBA Program**

Marshall School of Business

Popovich Hall, Ste. 200

630 Childs Way

Dean: Dr. Randolph Westerfield

Los Angeles, CA 90089

No. of Students: 1,250

Tel: 213-740-6548

2002-2003 graduates: 280

Fax: 213-740-3822

Web site: <http://www.marshall.usc.edu>

The Marshall MBA Program is a cross-disciplinary program integrated in content and instruction. The two-year program stresses a generalist orientation to business and encourages practical learning. First-year students are required to study internationally through the school's Pacific Rim Education (PRIME) program. Second-year students may choose to participate in more than 26 international exchange programs with top graduate business programs in Europe, Asia or Central America.

International Business Education and Research MBA Program (IBEAR)

Marshall School of Business, Bridge Hall 101

University of Southern California

Los Angeles, CA 90089-0804

Director: Dr. Jack Lewis

Tel: 213-740-7140

No. of Students: 61

Fax: 213-740-7559

2002-2003 graduates: 66

Web site: <http://www.ibear.com>

The IBEAR (International Business Education and Research) Program houses the Marshall IBEAR MBA Program and IBEAR Executive Programs. IBEAR Executive Programs is the leading provider of Pacific Rim focused executive development programs in North America. IBEAR also works with the Marshall School's federally funded Center for International Business Education and Research (CIBEAR) to promote the internationalization of the School's programs and research.

The IBEAR MBA Program is:

- *A 12-month, full-time program in international management leading to the Marshall Masters of Business Administration degree.*
- *A unique intercultural learning experience emphasizing business in and between Asia, North America, and South America.*
- *Designed for managers who have a minimum of five years of full-time business or government experience.*
- *The only one-year international MBA program in North America that is accredited by the International Association for Management Education.*

Center for International Business Education and Research (CIBEAR)

University of Southern California

837 Downey Way, Ste. 224

Director: Dr. Richard Drobnick

Los Angeles, CA 90089-1144

Tel: 213-740-2852

Fax: 213-740-2858

Web site: <http://www.marshall.usc.edu/cibear>

USC's Marshall School also houses the Center for International Business Education and Research (CIBEAR). It oversees 38 international teaching and research projects, including foreign languages study for MBA students, international internships for MBA students, MBA courses with field study in Asia, faculty international development projects, a visiting international scholars program and 11 international research projects.

WHITTIER COLLEGE

International Business

13406 Philadelphia St.

Whittier, CA 90608

Tel: 562-907-4931

Fax: 562-907-4956

Web site: <http://www.whittier.edu>

Dept. Chair: Dr. Haw-Jan Wu

The International Business program introduces the external environment within which international businesses and global managers operate, examines internal relationships between the parent company and foreign subsidiaries, and discusses the appropriate coordination of functional activities taking place in many parts of the world. The course emphasizes global visions of managers.

WOODBURY UNIVERSITY

Business & Management – International Business

7500 Glenoaks Blvd.

Burbank, CA 91510

Tel: 818-767-0888 x338

Web site: <http://www.woodbury.edu/programs/business>

Dean: Richard C. King

Woodbury University offers a major in Business & Management leading to the Bachelor of Science degree. This major provides foundational core of business education. Courses in the International Business option include International Marketing, World Economic Development, Business in the Pacific Rim, International Management, International Finance, and International Field Experience.

Public & Private Assistance

Federal/National Assistance

AIRFORWARDERS ASSOCIATION

1600 Duke St., Suite 400

Alexandria, VA 22314

Tel: 703-519-9846

Fax: 703-519-1716

Web site: <http://www.airforwarders.org>

The Airforwarders Association is a nonprofit organization formed to safeguard and further the interests of airforwarders everywhere. It helps its members maintain and increase market share, improve systems and operating conditions, increase profits, create marketing opportunities, impact legislation that affects the industry, and to provide the highest level of service to forwarding customers.

EXPORT-IMPORT BANK OF THE U.S. (EX-IM BANK)

Long Beach Regional Office

One World Trade Center, Ste. 1670

Long Beach, CA 90831

Phone: (562) 980-4580

Fax: (562) 980-4590

Web Site: <http://www.exim.gov>

The Ex-Im Bank is the government agency responsible for assisting the export financing of U.S. goods and services through a variety of loan, guarantee, and insurance programs.

Ex-Im Bank has undertaken a major effort to reach more small business exporters with better financing facilities and services, to increase the value of these facilities and services to the exporting community, and to increase the dollar amount of Ex-Im Bank's authorizations supporting small business exports.

JAPAN EXTERNAL TRADE ORGANIZATION (JETRO)

777 S. Figueroa Street, Suite 4900

Los Angeles, CA 90017

Phone: (213) 624-8855

Fax: (213) 629-8127

Web Site: <http://www.jetrolosangeles.org>

Established in 1958, JETRO is a non-profit, Japanese government-supported organization dedicated to promoting mutually beneficial trade and economic relationships between Japan and other nations. JETRO is a comprehensive information center for U.S.-Japan business and economic relations and offers American business people a variety of consulting services and other assistance. The focus of JETRO activities in the U.S. is helping American companies develop exports to Japan. Promotion of U.S.-Japan industrial cooperation, technology exchange and direct investment in Japan are also areas of significant activity.

WOMEN IN INTERNATIONAL TRADE**WIT Los Angeles Chapter**

P.O. Box 4250

Sunland, CA 91041

Phone: (310) 535-0127

Fax: (818) 353-5976

E-mail: wit.la@verizon.netWeb Site: <http://www.wit-la.org>

Women In International Trade (WIT) is a non-profit organization founded in 1985 by professional women involved in international trade to provide professional and personal enrichment to its members. WIT members are women and men pursuing careers in international fields including import, export, customs brokerage, freight forwarding, transportation, U.S. Customs and the legal, accounting, consulting, and other trade services.

U.S. COUNCIL FOR INTERNATIONAL BUSINESS/ROANOKE TRADE

100 W. Broadway, Suite 100

Long Beach, CA 90802

Phone: (562) 495-9273

Fax: (562) 590-8523

E-mail: swalsh@roanoketrade.comWeb Site: <http://www.roanoketrade.com>

The U.S. Council for International Business acts as the Guaranteeing Association of ATA Carnets in the United States. Roanoke Trade Services was appointed as a national service provider 20 years ago. Roanoke Trade Services, Inc., an international insurance broker who has specialized in marine insurance and U.S. Customs Bonds for international shippers since 1935, has eight Carnet service bureaus across the United States.

ATA Carnet

An international customs document, allowing duty-free customs clearance of temporary exports into over 85 countries and territories. A Carnet helps reduce costs to exporters, eliminates value-added taxes (VAT), duties, and the posting of security normally required at the time of importation, and simplifies customs procedures. Exporters, freight forwarders or business travelers may purchase an ATA Carnet at a one-time predetermined cost, before the shipment or departure takes place, and in U.S. Currency. This single document acts as U.S. registration and enables duty and tax-free entry into as many ATA Carnet accepting countries as needed within a one-year period. (www.carnetsonline.com)

U.S. DEPARTMENT OF COMMERCE**Southern California U.S. Export Assistance Center**Web Site: www.buyusa.gov/socal**Downtown Los Angeles**

350 S. Figueroa St., Suite 509

Los Angeles, CA 90071

Tel: 213-894-4231

Fax: 213-894-8789

West Los Angeles

11150 W. Olympic Blvd., Suite 975

Los Angeles, CA 90064

Tel: 310-235-7206

Fax: 310-235-7220

The Southern California U.S. Export Assistance Centers conveniently located in Downtown Los Angeles, Newport Beach, Ontario, San Diego, West Los Angeles and Ventura are committed to assisting local firms in

realizing their export potential by providing expert counseling and advice, information on markets abroad, international contacts, and advocacy services. These offices are part of an international network consisting of 105 U.S. Export Assistance Centers across the country and 165 offices in 82 countries. Our domestic and international offices are directly linked through a worldwide communications and information network which offers a unique and valuable service to U.S. exporters. Around the world the 1,800 men and women of the Commercial Service promote and protect U.S. business interests abroad.

Bureau of Industry and Security

Western Regional Office

3300 Irvine Ave., Suite 345
Newport Beach, CA 92660
Phone: (949) 660-0144
Fax: (949) 660-9347
Website: <http://www.bis.doc.gov>
(Serving twelve western states)

Formerly known as the Bureau of Export Administration, the Bureau of Industry and Security (BIS) serves the public in many areas where industry and national security intersect. One of the core responsibilities is to administer and enforce export controls on dual use items in a manner that advances U.S. national security, foreign policy, and economic interests.

Regional Office personnel provide regulatory guidance to the exporting community in one-on-one sessions and in seminars throughout the western United States. These specialists can also assist companies in the development of an Export Management System and to guide them through the export licensing process.

In addition, the Bureau of Industry and Security coordinates all of the Department's homeland security activities, leads the federal government's outreach to the private sector regarding critical infrastructure protection and cyber security, and assists U.S. industry in complying with the Chemical Weapons Convention and other international arms agreements. The agency also spearheads the Department of Commerce's efforts in defense trade advocacy and monitors the health of the U.S. defense-industrial base.

Trade Adjustment Assistance for Firms (TAAC) Western TAAC

University of Southern California
3716 South Hope St., Suite 200
Los Angeles, CA 90007
Phone: (213) 743-2733
Fax: (213) 746-8722
E-mail: wtaac@usc.edu
Web Site: <http://www.usc.edu/org/wtaac/>
Teresa Simpson, Associate Director

If your business is being affected by foreign competition, assistance is available through the US Department of Commerce sponsored program located at The University of Southern California's Western Trade Adjustment Assistance Center (TAAC). Western TAAC has a successful track record assisting manufacturing and producing companies that have experienced loss of jobs and sales due to sudden increases in imports. This program provides technical assistance to firms to improve and excel in areas such as marketing, production, product development, distribution, information systems, and exporting to name a few. The company and the federal government generally fund the cost of such assistance equally.

Qualifying is free of charge. TAAC staff and professional industry specific consultants provide strategic planning and technical assistance services for a wide variety of projects. To qualify, a firm must have experienced some impact to their business, in the form of lost sales or production as well as employment.

The Western TAAC Office serves manufacturers operating in California, Arizona, Nevada, and Hawaii.

TRADE INFORMATION CENTER (TIC)

Phone: (800) USA-TRADE (1-800-872-8723)
Fax: (202) 482-4473
Web Site: <http://www.trade.gov/td/tic>

The Trade Information Center (TIC) is a comprehensive resource for information on all U.S. Federal Government export assistance programs. The Center is operated by the International Trade Administration of the U.S. Department of Commerce for the 20 federal agencies comprising the

Trade Promotion Coordinating Committee (TPCC). These agencies are responsible for managing the U.S. Government's export promotion programs and activities.

State Assistance

CALIFORNIA COUNCIL FOR INTERNATIONAL TRADE (CCIT)

442 Post Street, Suite 800
San Francisco, CA 94102
Phone 1: (415) 788-4127
Phone 2: (213) 955-1270 (L.A. Office Voicemail only)
Fax: (415) 788-5356
E-mail: info@ccit.net
Web Site: <http://www.ccit.net>

CCIT is dedicated to promoting international trade policies that will expand two-way trade and investment for its members and for California. CCIT's membership is composed of a diverse group of companies and individuals representing major California industries such as high-technology, retail, manufacturing, financial and professional services, agribusiness and transportation.

CALIFORNIA TRUCKING ASSOCIATION (CTA)

3251 Beacon Blvd.
West Sacramento, CA 95691
Tel: 916-373-3500
Fax: 916-373-3639
Web site: <http://www.caltrux.org>

California Trucking Association members transport 85 percent of the shipments that travel on California's highways each day. Their membership ranges from the self-employed owner-operator, to the one-person consulting firm, to the large international motor carriers and truck manufacturers and everything in between.

Since 1934, CTA has provided membership exclusive benefits that advance the long-term sustainable profitability of their motor carriers and suppliers. Those benefits include legislative and regulatory representation, advocacy, training, education, buying programs, public relations, image enhancement,

trade shows, expositions, workshops, networking, and leadership development.

CALIFORNIA-MEXICO AFFAIRS

750 B Street, Symphony Towers Ste. 1620
San Diego, CA 92101
Phone: (619) 645-2660
Fax: (619) 645-2821

The California-Mexico Office fosters favorable economic, educational, and cultural relations with Mexican states bordering the U.S. and serves as the principal point of contact for federal, state and local government representatives on issues involving California-Mexico relations.

CENTER FOR INTERNATIONAL TRADE DEVELOPMENT (CITD)

Web Site: <http://www.citd.org>

CITDs assist small and medium-sized businesses in boosting sales through international trade, export and import. Established by the California Community College System in 1989, the CITDs provide the assistance that helps California businesses become competitive in the international marketplace. Experienced international trade professionals provide individualized one-on-one technical support, and training through individual consulting sessions, workshops and seminars. Additional support is made available through drawing on the resources of the fourteen CITDs throughout California.

CITDs provide individualized, one-on-one consulting, at no-charge to the businesses, by experienced international trade personnel.

Each CITD and its host California Community College work closely with local, regional, state, and federal economic development and international trade organizations. The CITDs have developed courses in international business, identified local businesses interested in international trade, and provided many hours of direct, individualized support resulting in the creation and maintenance of jobs in California, and helped businesses increase their sales and profit revenues.

CALIFORNIA-MEXICO TRADE ASSISTANCE CENTERS (CMTAC)

Web Site: <http://www.cmtac.org>

Governor Gray Davis designated CITD centers as California-Mexico Trade Assistance Centers (CMTAC) also to provide free consulting by experts in businesses with Mexico. Intensive training seminars in Mexican Business practices, language, and culture will be held through out the year, as well as trade missions to Mexico.

Citrus College (CITD/CMTAC) Pomona

300 West Second St., Ste.203

Pomona, CA 91766

Phone: (909) 629-2247

Fax: (909) 397-5769

Web Site: <http://citrus.cmtac.org>

El Camino (CITD/CMTAC)

13430 Hawthorne Blvd.

Hawthorne, CA 90250

Phone: (310) 973-3173

Web Site: <http://elcamino.cmtac.org>

Los Angeles Southwest (CITD/CMTAC)

1600 W. Imperial Highway

Los Angeles, CA 90047

Phone: (310) 383-3600

Web Site: <http://lasouthwest.cmtac.org>

Los Angeles Trade Tech (CITD/CMTAC)

2443 S. Grand Ave.

Los Angeles, CA 90007

Phone: (213) 763-2520 x239

Web Site: <http://latrade.cmtac.org>

Long Beach City College (CITD/CMTAC)

One World Trade Center, Suite 290

Long Beach, CA 90831

Phone: (562) 435-9472

Web Site: <http://longbeach.cmtac.org>

TRADEPORT

Web Site: <http://www.tradeport.org>

TradePort is the premier online resource for comprehensive information and links to global trade assistance centers throughout California. The TradePort's mission is to provide a gateway for California's businesses to connect with importers, exporters and trading partners throughout the world. TradePort also provides additional resources for online learning, collaboration and Web conferencing to assist California businesses and their partners with their global trade initiatives.

TradePort is owned by the Bay Area Economic Forum and the Los Angeles Area Chamber of Commerce, and managed by the Monterey Bay International Trade Association (MBITA).

Regional/Local Assistance

EXPORT MANAGERS ASSOCIATION OF CALIFORNIA (EMAC)

110 Pine St., Suite 206

Long Beach, CA 90802

Phone: (562) 590-5171

Fax: (562) 590-5172

E-mail: info@exportmanagers.com

Web Site: <http://www.exportmanagers.com>

Founded in 1963 by a handful of exporters, EMAC is one of the largest non-profit export associations in the United States, and the West Coast's largest organization dedicated to fostering and promoting export trade in California. The Association was instrumental in the formation of the National Federation of Export Associations (NFEA) and is the leading member of NFEA. NFEA is sanctioned by the U.S. Department of Commerce as the spokesman for the community of export associations.

EMAC's membership represents the full spectrum of business and industry, from very small to very large firms. The organization promotes exports and assists it members through educational programs, seminars, conferences and special events.

FOREIGN TRADE ASSOCIATION OF SOUTHERN CALIFORNIA

P.O. Box 743049
Los Angeles, CA 90004
Phone: (323) 730-1011
Fax: (323) 730-1088
E-mail: foreigntrade@earthlink.net
Web Site: <http://www.ftasc.org>

The Foreign Trade Association of Southern California is a private, non-profit trade association representing more than 400 members of the international trade community. Founded in 1919, the FTA is the oldest trade group in Southern California. It helps businesses grow by providing international business assistance, and monitoring and advocating regulatory and legislative issues in Sacramento and Washington D.C. The FTA also provides workshops which offer importing and exporting education to companies seeking solutions to international challenges. Monthly luncheons featuring authorities on various world trade-related topics. All FTA meetings are open to the public.

GLENDALE INTERNATIONAL TRADE DEVELOPMENT CENTER

633 E. Broadway, Room 201
Glendale, CA 91206-4387
Phone: (818) 548-3155
Fax: (818) 240-7913/ (818) 409-7239
E-mail: dahern@ci.glendale.ca.us
Web Site: <http://glendaleca.com/IntlTradeDev.asp>

The International Trade Development Center in Glendale is designed to help businesses with entering or expanding in the global marketplace.

The center offers the following services and information:

- Business plan analysis*
- Foreign market studies*
- Overseas contacts and connections*
- Export financing packages*
- State-of-the-art on-line databases for market research and foreign trade leads*
- Marketing and logistics assistance*

JAPAN BUSINESS ASSOCIATION OF SOUTHERN CALIFORNIA (JBA)

11411 W. 190th Street, Suite 270
Gardena, CA 90248
Phone: (310) 515-9522
Fax: (310) 515-9722
E-mail: jba@jba.org
Web Site: <http://www.jba.org>

JBA is a non-profit, mutual-benefit organization of Japan-based corporations doing business in Southern California.

The primary objective of JBA is to promote two-way trade between Japan and the State of California. In the process, JBA hopes to cultivate mutual understanding and goodwill between the people of Southern California and Japan. It is the largest Japan-related business organization located outside Japan. Membership of JBA represents practically every major trading, manufacturing, banking and service firm in Japan.

LOS ANGELES COUNTY COMMUNITY DEVELOPMENT COMMISSION OFFICE OF SMALL BUSINESS

4800 Cesar Chavez Ave.
Los Angeles, CA 90022
Phone 1: (800) 555-3815
Phone 2: (323) 260-2311
Fax: (323) 881-1871
Web Site: <http://www.laosb.org>

The OSB has a new B2B International Trade Database on their website. The website was created to help acquaint businesses with international opportunities in Spanish and Chinese speaking countries.

LOS ANGELES CUSTOMS BROKERS & FREIGHT FORWARDERS

P.O. Box 4250
Sunland, CA 91041
Phone: (818) 951-2841
Fax: (818) 353-5976
E-mail: la.cbffa@verizon.net
Web Site: <http://www.lacbfffa.org>

Formed in 1949, LACBFFA promotes the Southern California customs brokerage and freight forwarding industry as a whole. The organization takes an active leadership role in organizing and participating in seminars and conferences which are relevant to its members, often jointly sponsoring sessions with other common interest organizations and government agencies. In general, the objective of LACBFFA is to foster and advance the import and export businesses of the Customs Port of Los Angeles/Long Beach and the world trade of the United States.

STEAMSHIP ASSOCIATION OF SOUTHERN CALIFORNIA (SASC)

900 Wilshire Blvd., #1434
Los Angeles, CA 90017
Tel: 213-627-0634 x204
Fax: 213-627-0398
Web site: <http://www.steamship.org>

The Steamship Association is a nonprofit organization founded to promote the best interests of those engaged in the business of marine transport. The membership is comprised of vessel owners, agents, terminal operators, and stevedoring companies. Both U.S. and international flag vessels are part of its membership.

The SASC acts as an industry representative in addressing the issues that impact ocean transportation business. The association provides members with a focused organization dedicated solely to maritime issues.

VALLEY INTERNATIONAL TRADE ASSOCIATION INC.

5121 Van Nuys Blvd., Suite 200
Sherman Oaks, CA 91403
Phone: (818) 379-7000
Fax: (818) 379-7077
Web Site: <http://www.vitainternational.org>

The Valley International Trade Association was founded in 1979 by a group of dedicated Valley business professionals and educators responding to the need for a local association focusing on issues in international trade.

Since its inception, VITA has been the only resource, referral and educational association for international business in the Greater San Fernando Valley.

WORLD TRADE CENTER ASSOCIATION LOS ANGELES-LONG BEACH (WTCA LA-LB)

WTCA LA-LB, an affiliate of the Los Angeles County Economic Development Corp. (LAEDC), is Southern California's link to trade and investment opportunities around the world. With offices in both the Long Beach World Trade Center and the Los Angeles World Trade Center, the WTCA LA-LB is a key member of the network of 300 World Trade Centers operating in 101 countries.

Through its close working relationship with the LAEDC, the WTCA LA-LB focuses on identifying strategic international opportunities for businesses within Southern California's key industries. The WTCA LA-LB organizes and facilitates targeted inbound and outbound trade missions, maintains a clearinghouse of specialized trade experts, and works with businesses to develop international trade strategies.

Long Beach World Trade Center

One World Trade Center, Suite 410
Long Beach, CA 90831
Phone: (562) 495-7070
Fax: (562) 495-707

Los Angeles World Trade Center

350 S. Figueroa, Suite 172
Los Angeles, CA 90071
Phone: (213) 680-9234
Fax: (213) 680-1878
E-mail: info@wtcala-lb.com
Web Site: <http://www.wtcanet.org>

The WTCA LA-LB manages three international trade offices and centers in Southern California. These sub-regional trade offices are managed in economic partnership with government and support from private industry.

Long Beach International Trade Office

One World Trade Center, Suite 410
Long Beach, CA 90831
Phone: (562) 495-7070
Fax: (562) 495-7071
E-mail: infolb@wtcala-lb.com
Web Site: <http://www.wtcanet.org>

Los Angeles Office of International Trade

350 S. Figueroa, Suite 172
Los Angeles, CA 90071
Phone: (213) 680-9234
Fax: (213) 680-1878
E-mail: infolb@wtcala-lb.com
Web Site: <http://www.wtcanet.org>

Pico Rivera Trade Assistance Center (PRTAC)

P.O. Box 1016
6767 Passons Blvd., Ste. 100
Pico Rivera, CA 90660-1016
Phone: (562) 801-4384
Fax: (562) 801-4765
Web Site: <http://www.ci.pico-rivera.ca.us>

**SAN GABRIEL VALLEY INTERNATIONAL BUSINESS
INCUBATOR (SGVIBI)**

10501-10507 Valley Blvd.
El Monte, CA 91731
Tel: 626-279-7979
Fax: 626-279-7978
E-mail: info@sgvibi.com
Web site: <http://www.sgvibi.com>

SGVIBI is a private, non-profit company that helps small businesses and start-up companies do business in Los Angeles by providing them with useful resources. It offers companies a place to turn to if they have limited resources. It also teaches individuals the finer points of running a successful company.

International Transportation Facilities

LOS ANGELES INTERNATIONAL AIRPORT (LAX)

One World Way
Los Angeles, CA 90045
Phone: (310) 646-5260
Fax: (310) 646-1894
Web Site: <http://www.lawa.org>

LAX is the hub of the Los Angeles regional and international airport system. More than 112 domestic and foreign airlines (commercial and cargo) link Los Angeles with destinations throughout the world. In 2002, LAX was the fifth busiest passenger airport in the world with 56 million passengers using the airport and fifth busiest cargo airport in the world with air cargo shipments totaling 1.8 million tons.

ONTARIO INTERNATIONAL AIRPORT (ONT)

2900 E. Airport Dr.
Ontario, CA 91761
Phone: (909) 937-2700
Web Site: <http://www.lawa.org/ont>

Ontario International Airport (ONT) is a medium-hub, full service airport with commercial jet service to major U.S. cities and through service to many international destinations like Mexico. ONT is located approximately 35 miles east of downtown Los Angeles. In 2002, 6.4 million passengers used the airport and 547,461 tons of air freight were shipped.

PORT OF HUENEME

Oxnard Harbor District
P.O. Box 608
333 Ponomo Street
Port Hueneme, CA 93044-0608
Phone: (805) 488-3677
Fax: (805) 488-2620
Web Site: <http://www.portofhueneme.org>

The Port of Hueneme ranks among the top seaports in California for general cargo throughput. The niche markets that Hueneme serves include: the import and export of automobiles, fresh fruit, fresh produce and forest

products. The Port of Hueneme is the top seaport in the United States for citrus export and ranks among the top ten ports in the country for automobile and banana imports.

PORT OF LONG BEACH

925 Harbor Plaza
P.O. Box 570
Long Beach, CA 90801
Phone: (562) 437-0041 (LB)
E-mail: info@polb.com
Fax: (562) 901-1725 (LA)
Web Site: <http://www.polb.com>

The Port of Long Beach is the number two container port in the United States. Specialized facilities handle autos, chemicals, coal and petroleum coke, cement, lumber, petroleum, salt, steel and scrap metal, in addition to the thousands of commodities carried via container.

PORT OF LOS ANGELES

425 S. Palos Verdes Street
San Pedro, CA 90731
Phone: (310) SEA -PORT
Phone2: (310) 732-3508 (Public Affairs)
Fax: (310) 547-4611
Web Site: <http://www.portla.com>

The Port of Los Angeles is the number container port in the U.S., and serves as a vital U.S. West coast gateway for international commerce. The 7500-acre Port features 28 major facilities along 35 miles of waterfront that specialize in automobile, breakbulk, containerized and dry and liquid bulk cargo operations.

Railroads

UNION PACIFIC RAILROAD COMPANY

2401 E. Sepulveda Blvd. Tel: 562-490-7000
Long Beach, CA 90810 Fax: 562-490-7120
Web site: <http://www.uprr.com>

The Union Pacific Railroad serves California's agricultural central valley, the Port of Oakland and the San Francisco Bay Area, and the Los Angeles Metropolitan area with its two major ports at Los Angeles and Long Beach. The "I-5 Corridor" offers an efficient north-south transportation service to freight customers on all three Pacific Coast States and provides ties to main east-west corridors at Seattle, Portland, Oakland and Los Angeles. Union Pacific trains also carry extensive varieties of import-export traffic through its Intermodal Container Transfer Facility (ICTF) near the Los Angeles-Long Beach Harbors.

BURLINGTON NORTHERN AND SANTA FE RAILWAY COMPANY (BNSF)

3770 E. Washington Ave.
Los Angeles, CA 90023
Tel: 323-267-4133
Fax: 323-267-4137
Web site: <http://www.bnsf.com>

The Burlington Northern Santa Fe Railway Company's (BNSF) network covers the western two-thirds of the United States, stretching from major Pacific Northwest and Southern California ports, to the Midwest, Southeast and Southwest, and from the Gulf of Mexico to Canada. BNSF is involved primarily with the transportation of coal, grain, intermodal containers and trailers, chemicals, metals and minerals, forest products, automobiles and consumer goods.

Foreign Trade Zones

LONG BEACH FOREIGN TRADE ZONE #50

Grantee: Port of Long Beach
 909 E. Colon St.
 Wilmington, CA 90744
 Phone: (310) 233-2800
 Fax: (310) 233-2811
 Web Site: <http://www.metroftz.com>

The Port of Long Beach's Foreign Trade Zone #50 was established in 1979 by the Foreign-Trade Zone Board. The Long Beach FTZ has facilities in Long Beach, Santa Ana, Ontario, Pomona (Fairplex), El Monte, and San Bernardino.

Long Beach Foreign Trade Zone #50

Expansion Site #50-1/Ontario

1050 N. Ontario Mills Dr., Ste. B
 Ontario, CA 91764
 Phone: (909) 466-8268
 Fax: (909) 466-9771

Long Beach Foreign Trade Zone #50

Expansion Site #50-2/Santa Ana

City of Santa Ana Economic Development Agency
 20 Civic Center Plaza M-25
 P.O. Box 1988 Santa Ana 92702
 Phone: (714) 647-6984
 Fax: (714) 647-6549

PORT OF LOS ANGELES FOREIGN TRADE ZONE #202

Port of Los Angeles (grantee)
 425 S. Palos Verdes Street
 San Pedro, CA 90731
 Phone: (310) 732-3840
 Fax: (310) 831-4896
 Web Site: <http://www.portla.com>

Los Angeles Foreign Trade Zone #202

Los Angeles World Airports
 One World Way
 P.O. Box 92216
 Los Angeles, CA 90009-2216
 Phone: (310) 646-0160
 Fax: (310) 646-8170

Los Angeles Foreign Trade Zone #202

International Trade and Transportation Center

Two Fanucchi Way East
 Shafter, CA 93263
 Phone: (661) 588-6262
 Phone2: (661) 588-6269

Los Angeles Foreign Trade Zone #202

Dominquez Technology Center

c/o The Carson Companies
 18170 S. Wilmington Ave., Suite 200
 Wilmington, CA 90220
 Phone: (310) 687-5000
 Fax: (310) 685-5057

Los Angeles Foreign Trade Zone #202

Alameda Trade Center

c/o Lowe Enterprises, Inc.
 1318 E. 7th Street, Suite 200
 Los Angeles, CA 90021
 Phone: (213) 627-1212
 Fax: (213) 627-1895

Strategically located at the northern end of the Alameda Corridor, the Alameda Trade Center is a 20-acre master-planned, industrial park with U.S. Government approved Foreign Trade Zone status. In addition, the Alameda Trade Center is the first "Regional Center" designated by the INS in California. The project has been designed specifically to address the unique requirements of import/exporters, general merchandisers, produce wholesalers, frozen food distributors, food processors, and other wholesalers/distributors. When fully completed the Alameda Trade Center will consist of approximately 600,000 square feet of state-of-the-art, class-

A, concrete tilt-up buildings. These buildings will range in size from 10,000 square feet to 160,000 square feet, and are offered on a for-sale basis.

**Los Angeles Foreign Trade Zone #202
Western Sunset**

2626 Vista Industria
Rancho Dominguez, CA 90221
Phone: (310) 223-1245
Fax: (310) 638-6075

**Los Angeles Foreign Trade Zone #202
Pacific Gateway Center**

c/o Prentiss Properties Ltd.
970 W. 190th Street, Suite 550
Torrance, CA 90502
Phone: (310) 323-8300
Fax: (310) 327-7714

**Los Angeles Foreign Trade Zone #202
Kintetsu Intermodal (USA), Inc.**

1035 Watson Center Rd.
Carson, CA 90745
Phone: (310) 522-0311, ext. 2064
Fax: (310) 834-3880

PALMDALE FOREIGN TRADE ZONE #191

City of Palmdale
Economic Development Department
38250 N. Sierra Hwy.
Palmdale, CA 93550
Phone: (661) 267-5125
Fax: (661) 267-5155

Palmdale received their Foreign Trade Zone #191 grant in 1993. The Zone includes over 1,300 acres of industrial property comprised of 15 buildings totaling over 1.5 million square feet of space, as well as a substantial amount of undeveloped property available for build-to-suit.

SOUTHERN CALIFORNIA LOGISTICS AIRPORT (SCLA)

18374 Readiness St.
Victorville, CA 92394
Tel: 760-246-6115
Fax: 760-246-3108
Web site: <http://www.logisticsairport.com>

SCLA, a foreign trade zone, is one of the first complete intermodal business complex with 5,000 acres that is ideally situated, approximately 50 miles northeast of Los Angeles County and 40 minutes north of Ontario Airport (ONT). There are major trucking and rail routes through the Victor Valley, providing access to major western states and Mexico markets within 12 hours.

Offices of Protocol

FEDERAL OFFICES OF PROTOCOL:

**DEPARTMENT OF STATE
DIPLOMATIC SECURITY SERVICE**

255 E. Temple Street, Suite 1273
Los Angeles, CA 90012
Phone: (213) 894-3290
Fax: (213) 894-0914

Mr. Garth Pettijohn, Senior Protective Liason Agent
Gerald Desalvo, Special Agent

OFFICE OF FOREIGN MISSIONS

U.S. Department of State
10940 Wilshire Blvd., Suite 1425
Los Angeles, CA 90024
Phone: (310) 235-6292
E-mail: pressel@state.gov
Fax: (310) 235-6297
David Van Valkenburg, Regional Director

STATE OFFICE OF PROTOCOL:

STATE OF CALIFORNIA OFFICE OF PROTOCOL

Office of the Governor
State Capitol
Sacramento, CA 95814
Phone: (916) 445-9947
Fax: (916) 324-6357
Michael Flores, Secretary of Foreign Affairs

COUNTY OFFICES OF PROTOCOL:

COUNTY OF LOS ANGELES OFFICE OF PROTOCOL

Kenneth Hahn Hall of Administration
500 West Temple Street, Room 375
Los Angeles, CA 90012
Phone: (213) 974-1307
Fax: (213) 621-2084
E-mail: gbarnard@co.la.ca.us
Mrs. Sandra Ausman, Chief of Protocol
Mrs. Ginger Barnard, Deputy Chief of Protocol

COUNTY OF ORANGE OFFICE OF PROTOCOL

10 Civic Center Plaza, Suite 106
Santa Ana, CA 92701
Phone: (714) 834-5654
Fax: (714) 834-4465
E-mail: jsokolski@ceo.noa.co.orange.ca.us
Mrs. Joanne C. Sokolski, Chief of Protocol
Mr. Henry Yee, Chairman of the Protocol Commission/
Deputy Chief of Protocol

COUNTY OF RIVERSIDE OFFICE OF PROTOCOL

3985 University Avenue
Riverside, CA 92501
Phone: (909) 680-1774
Fax: (909) 784-5072
E-mail: oiap@globaltradecenter.org
Mr. Roderic O. Balance, Chief of Protocol

CITY OFFICE OF PROTOCOL:

CITY OF LOS ANGELES OFFICE OF PROTOCOL

Office of the Mayor
500 W. Temple Street, room 375
Los Angeles, CA 90012
Phone: (213) 974-1307
Fax: (213) 621-2064
Sandra J. Ausman, Chief of Protocol
Ginger Barnard, Deputy Chief of Protocol