



U.S. Trade and Development Agency

Transportation Solutions for South Asia Trade

A U.S.-South Asia Project Forum and Policy Dialogue

Hotel • Mumbai, India • March __ - __, 2006

Fact Sheet

BACKGROUND:

The Governments of the United States and India will co-host a major regional conference on transportation and trade facilitation for South Asia, addressing key policy issues and project opportunities for U.S. companies. The event is sponsored by the U.S. Trade and Development Agency (USTDA) with support from the U.S. Department of Transportation, U.S. Department of State, U.S. Department of Commerce, and the Office of the U.S. Trade Representative. The conference has two principal objectives:

- To promote intra-regional trade and economic integration among South Asian nations.
- To identify specific short- and medium-term commercial opportunities for U.S. firms in the transportation and logistics I.T. sectors.

In 2004, a World Bank report demonstrated low levels of intra- and inter-regional trade for South Asia. In order to stimulate trade and realize the economic development promise of the Doha Agenda, the cost of transportation and trade would need to be reduced. Improvements in the region's transportation sector could raise intra-regional trade by \$2.6 billion. Improving international transportation services, customs and ports, and logistics management will require substantial new investment, additional technical assistance and coordinated multilateral efforts. Transportation and trade facilitation projects are now starting to figure prominently in South Asian Country Assistance Strategies and the World Bank's lending operations. As a result, significant procurement opportunities exist for vendors, service providers and investors.

DELEGATES & PROJECTS:

Delegates will include 30 senior trade and transportation officials from Afghanistan, Bangladesh, Bhutan, India, Maldives, Nepal, Pakistan and Sri Lanka. USTDA will sponsor their travel to the conference to

discuss policy issues and to present information on specific projects under consideration in their countries aimed at building capacity for trade and transportation. The projects will include:

Port Infrastructure Activities. Projects related to port construction, operations, consulting, and supply of parts and equipment.

Container Security Initiative (CSI) Certifications. Tools and technologies enabling implementation of the Container Security Initiative (CSI) in South Asian ports.

Port Container Systems - Automation. Systems for container handling, movement and inventory management (TOS, OCR, GPS systems).

Airport Infrastructure Activities. Modernization and expansion projects to accommodate larger aircraft, as well as increased cargo and passenger traffic.

Airport Security. Technology solutions in the areas of computer assisted passenger pre-screening systems, threat image projection systems and biometrics.

Air Traffic Management. Communications, navigation and surveillance tools such as 4D navigation equipment, metering and spacing devices, and automated terminal information systems (ATIS).

Rail Improvement. Rail rehabilitation and modernization projects emphasizing safe and seamless intermodal connections to international gateways.

Highways and Roads. Construction and engineering opportunities in connection with national highway and rural road projects, including "smart" tolling systems.

Inland Waterways. Opportunities for deployment of U.S. inland waterway technologies, as well as dredging and ferry link projects.

Detailed country studies and project profiles will be compiled in a comprehensive *Project Resource Guide* and *CD*, copies of which will be provided to all conference participants.

CONFERENCE DATES & VENUE:

The conference will take place March __-__, 2006, at The _____ Hotel in Mumbai, India.

ANTICIPATED ATTENDANCE:

The conference will bring together project sponsors and other trade and transportation officials from the national, state and municipal levels in the participating countries, as well as U.S. equipment suppliers and technology providers. Representatives of USTDA, U.S. Department of Transportation, U.S. Department of State, U.S. Department of Commerce, U.S. Export-Import Bank, Overseas Private Investment Corporation, multilateral lending institutions, and trade and industry organizations are also expected to participate. Total attendance will exceed 175.

SPONSORSHIP OPPORTUNITIES:

Conference sponsorship provides unique opportunities for U.S. companies to showcase their products and services to potential customers in the South Asia region. Sponsorship benefits include tabletop display space, complimentary registrations, as well as pre-event and onsite recognition through conference marketing materials, signage and podium announcements. Interested U.S. companies should contact Mr. Kevin Craemer at MFM Trade Meetings for a sponsorship prospectus and more information.

REGISTRATION:

The registration fee is US \$550 for representatives of U.S. companies and financial institutions and US \$250 for representatives of companies and financial institutions from participating South Asian countries. Fees include a copy of the *Project Resource Guide* and *CD*, conference handbook, participant list, and meals and receptions noted in the conference program. U.S. company representatives will also be provided with one-on-one meeting opportunities to discuss projects with invited delegates, and trade and financial assistance programs with U.S. government officials. Conference registration, hotel reservations, and frequent updates to the agenda may be obtained online at www.trademeetings.com.

ABOUT USTDA:

The U.S. Trade and Development Agency advances economic development and U.S. commercial interests in developing and middle-income countries. The agency funds various forms of technical assistance, feasibility studies, training, orientation visits and business workshops that support the development of a

modern infrastructure and a fair and open trading environment. USTDA's strategic use of foreign assistance funds to support sound investment policy and decision-making in host countries creates an enabling environment for trade, investment and sustainable economic development. In carrying out its mission, USTDA gives emphasis to economic sectors that may benefit from U.S. exports of goods and services.

CONFERENCE CONTACTS:

MFM Trade Meetings is organizing the conference on behalf of USTDA. domus A.D. LLC is conducting project research and preparing the technical content and *Project Resource Guide*.

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