



# 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](http://www.export.gov/connecticut)**



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## 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  
[DJCarstens@outlook.com](mailto:DJCarstens@outlook.com)  
(860) 306-3214  
(860) 627-7619 - Fax

#### **FOREIGN TRADE ZONE 162**

North Haven, CT  
Grantee: Greater New Haven  
Chamber of Commerce  
900 Chapel St. 10th Fl.  
New Haven, CT 06510  
Contact: Garrett Sheehan  
[gshiehan@gnhcc.com](mailto:gshiehan@gnhcc.com)  
(203) 787-6735  
(203) 782-4329 – Fax

#### **FOREIGN TRADE ZONE 76**

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

#### **FOREIGN TRADE ZONE 208**

New London, CT  
Grantee: City of New London  
111 Union Street  
New London, CT 06320  
Contact: Tom Bombria  
[tbombria@ci.new-london.ct.us](mailto:tbombria@ci.new-london.ct.us)  
(860) 437-6346

### INTERNATIONAL TRADE ORGANIZATIONS IN CONNECTICUT

#### **WESTCONN INTERNATIONAL TRADE ASSOC.**

24 East Avenue, #174  
New Canaan, CT 06840  
[webmaster@westonn.org](mailto:webmaster@westonn.org)  
[www.westconn.org](http://www.westconn.org)

#### **CONNECTICUT INTERNATIONAL TRADE ASSOCIATION (CITA)**

1 Center Street  
East Granby, CT 06026  
Contact: Brenda Pasquarelli  
[cita@citaonline.org](mailto:cita@citaonline.org)  
[http://resources.innovationhartford.com/Browse-Resources/Resource-Listing/Resource-Detail/resource\\_id/3380](http://resources.innovationhartford.com/Browse-Resources/Resource-Listing/Resource-Detail/resource_id/3380)

## **CT CHAMBERS AND ASSOCIATIONS ASSISTING INTERNATIONAL TRADE**

CONNECTICUT BUSINESS AND INDUSTRY  
ASSOCIATION (CBIA)  
International Trade Council  
350 Church Street  
Hartford, CT 06103-2022  
(860) 244-1160  
(860) 278-8562 - Fax  
Contact: Tom Guerra  
[tom.guerra@cbia.com](mailto:tom.guerra@cbia.com)  
[www.cbia.com](http://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](mailto:rnolan@metrohartford.com)  
[www.metrohartford.com](http://www.metrohartford.com)

GREATER 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](mailto:info@gnhcc.com)  
[www.gnhcc.com/](http://www.gnhcc.com/)

CHAMBER OF COMMERCE OF EASTERN  
CONNECTICUT  
914 Hartford Tpke, Suite 206  
Waterford, CT 06385  
P: (860) 701-9113  
F: (860) 701-9902  
Contact: Tony Sheridan  
[info@chamberect.com](mailto:info@chamberect.com)  
[www.chamberect.com](http://www.chamberect.com)

GREATER VALLEY CHAMBER OF COMMERCE  
10 Progress Dr.  
Shelton, CT 06484  
(203) 925-4981  
(203) 925-4984 – Fax  
Contact: Nancy Gray  
[info@greatervalleychamber.com](mailto:info@greatervalleychamber.com)  
[www.greatervalleychamber.com](http://www.greatervalleychamber.com)

MIDDLESEX COUNTY CHAMBER OF COMMERCE  
393 Main Street  
Middletown, CT 06457  
(860) 347-6924  
(860) 346-1043 – Fax  
Contact: Danielle Lee  
[DSmith@middlesexchamber.com](mailto:DSmith@middlesexchamber.com)  
[www.middlesexchamber.com/](http://www.middlesexchamber.com/)

STAMFORD CHAMBER OF COMMERCE  
733 Summer St.  
Stamford, CT 06901  
(203) 359-4761  
(203) 363-5069 - Fax  
Contact: Dan Brace  
[Stamfordchamber@stamfordchamber.com](mailto:Stamfordchamber@stamfordchamber.com)  
[www.stamfordchamber.com/](http://www.stamfordchamber.com/)

GREATER NORWALK CHAMBER OF COMMERCE  
101 East Avenue  
Norwalk, Connecticut 06851  
P: 203.866.2521, ext.103  
Contact: Brian Griffin  
[bgriffin@norwalkchamberofcommerce.com](mailto:bgriffin@norwalkchamberofcommerce.com)  
[www.norwalkchamberofcommerce.com](http://www.norwalkchamberofcommerce.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](http://www.export.gov/connecticut)

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

*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  
(860)942-2186  
State Director: Joseph Ercolano  
[joseph.ercolano@uconn.edu](mailto:joseph.ercolano@uconn.edu)  
(860)576-5135  
Advisor: Denise Whitford  
[denise.whitford@uconn.edu](mailto:denise.whitford@uconn.edu)  
[www.ctsbdc.com](http://www.ctsbdc.com)

SMALL BUSINESS ADMINISTRATION (SBA)  
Hartford District Office  
280 Trumbell St. 2<sup>nd</sup> Fl.  
Hartford, CT 06103  
(860) 240-4700  
District Director: Anne Hunt  
[Anne.Hunt@sba.gov](mailto:Anne.Hunt@sba.gov)  
[Connecticut@sba.gov](mailto:Connecticut@sba.gov)  
[www.sba.gov/ct](http://www.sba.gov/ct)

FOOD EXPORT USA - NORTHEAST  
One Penn Center  
1617 JFK Boulevard, Suite 420  
Philadelphia, PA 19103  
TEL: 215.599.9753  
FAX: 215.829.9777  
Contact: Apryl King  
Email: [aking@foodexport.org](mailto:aking@foodexport.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](mailto:score.fairfieldcounty@gmail.com)  
[www.scorenorwalk.org](http://www.scorenorwalk.org)

Southeast Connecticut SCORE  
One Main Street  
Old Saybrook, CT 06457  
(860) 388-9508  
Contact: Margo Weitekamp  
[scorechapter@gmail.com](mailto:scorechapter@gmail.com)  
[www.southeasternscore.org/](http://www.southeasternscore.org/)

New Haven SCORE  
20 Church Street  
New Haven, CT 06510  
(203) 865-7645  
[rluglio@newhavenscore.com](mailto:rluglio@newhavenscore.com)  
[www.newhavenscore.com](http://www.newhavenscore.com)

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

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

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

Western Connecticut SCORE  
155 Deer Hill Avenue  
Danbury, CT 06810  
(203) 794-1404  
[westernctscore@westernctscore.com](mailto:westernctscore@westernctscore.com)  
[www.westernctscore.com](http://www.westernctscore.com)

Chamber of Commerce of Eastern Connecticut  
914 Hartford Tpke, Suite 206  
Waterford, CT 06385  
(860) 701-9113  
Contact: Tony Sheridan  
[info@chamberect.com](mailto:info@chamberect.com)

## **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) 638-6950.

## INTERNATIONAL SERVICE PROVIDERS

### **FREIGHT FORWARDERS**

A.N. DERRINGER, INC.  
99 Rainbow Rd. Ste C  
East Granby, CT 06026  
(860) 653-3450  
(860) 653-3711 - Fax  
Contact: Steve Sarro  
[ssarro@anderinger.com](mailto:ssarro@anderinger.com)  
[ISFBDL@anderinger.com](mailto:ISFBDL@anderinger.com)  
<https://www.anderinger.com/>

ATLANTIC CUSTOMS BROKERS  
154 State St,  
North Haven, CT 06473  
(203) 234 6510  
Contact: Peter Schlesinger  
[p\\_schlesinger@atlanticchb.com](mailto:p_schlesinger@atlanticchb.com)  
<http://www.atlanticchb.com/>

BTX GLOBAL LOGISTICS  
800 Marshall Phelps Rd. Bldg. 2C  
Windsor, CT 06095  
(860) 298 0022 option #2  
(203) 448-3910—Fax  
Contact: Michelle Duby  
[mduby@btxglobal.com](mailto:mduby@btxglobal.com)  
<https://www.btxglobal.com/>

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

DB SCHENKER LOGISTICS INC.  
370 U.S. Airports Way  
East Granby, CT 06026  
(860) 623-4401 (800) 862-2793  
(860) 386-7150- Fax  
Contact: Dan Regan  
[dan.regan@dbschenker.com](mailto:dan.regan@dbschenker.com)  
<https://www.dbschenker.com/usa/>

FEDEX  
15022 132<sup>nd</sup> Ave  
Jamaica, NY 11434  
(781) 808 1326  
Contact: Samuel Chaney  
[samuel\\_chaney@ftn.fedex.com](mailto:samuel_chaney@ftn.fedex.com)  
<https://www.fedex.com/en-us/home.html>

KUEHNE & NAGEL INC.  
Corporate Dr 1  
Bradley International Airport, Suite 100  
(860) 687-6606  
Contact: Marisa Arceo  
[marisa.arceo@kuehne-nagel.com](mailto:marisa.arceo@kuehne-nagel.com)  
Contact: Jacob Otto  
[jacob.otto@kuehne-nagel.com](mailto:jacob.otto@kuehne-nagel.com)  
<https://home.kuehne-nagel.com/>

EAST COAST LOGISTICS  
319 Ella Grasso Tpke  
Windsor, CT 06096  
(860) 292 8540  
Contact: David McAlmond  
[dave@goecl.com](mailto:dave@goecl.com)  
<https://www.goecl.com/>

INTERNATIONAL TARIFF MANAGEMENT  
127 Scott Road  
Waterbury, CT 06705  
(203) 757-8777  
(203) 757-6003 –Fax  
Contact: Jay Charkow  
[itm@tariffmanagement.com](mailto:itm@tariffmanagement.com)  
<https://www.tariffmanagement.com/>

EMO TRANS  
920 River St. Suite B  
Windsor, CT 06095  
(860) 653 9040  
Contact: Simon Tooley  
[simon.tooley@emotrans.com](mailto:simon.tooley@emotrans.com)  
Contact: Jeff Cournoyer  
[jeff.cournoyer@emotrans.com](mailto:jeff.cournoyer@emotrans.com)  
<https://www.emotrans-global.com/>

OCEAN AIR TRANSPORTATION  
310 North St.  
Windsor Locks, CT 06096  
(800) 243 6709  
Contact: John Kinney  
[jkinney@oatinc.com](mailto:jkinney@oatinc.com)  
<http://www.oatinc.com/>

ODYSSEY INTERNATIONAL  
39 Old Ridgebury Road  
Danbury, CT 06810  
(203) 448-3826/3843  
Contact: John Nikolich  
[johnnikolich@odysseylogistics.com](mailto:johnnikolich@odysseylogistics.com)  
Contact: Carol Parrelli  
[carolparrelli@odysseylogistics.com](mailto:carolparrelli@odysseylogistics.com)  
<https://www.odysseylogistics.com/international/odyssey-international/>

PILOT FREIGHT SERVICES  
40 International Drive  
Windsor, CT 06095  
(800) 243 6709  
Contact: Gregg Anderson  
[gregganderson@pilotdelivers.com](mailto:gregganderson@pilotdelivers.com)  
<https://www.pilotdelivers.com/>

SEKO LOGISTICS  
530E Hayden Station Rd.  
Windsor, CT 06095  
(860) 688 0669  
Contact: Francis Loos  
[Francis.Loos@sekologistics.com](mailto:Francis.Loos@sekologistics.com)  
<https://www.sekologistics.com/us/>

STEVENS GLOBAL LOGISTICS  
99 Rainbow Rd. Suite G  
East Granby, CT 06026  
(860) 844 1000  
Contact: Tom Cross  
[Operations.bdl@stevensglobal.com](mailto:Operations.bdl@stevensglobal.com)  
<https://www.stevensglobal.com/>

DHL  
141 South St.  
West Hartford, CT 06110  
(860)953 3309  
Contact: James Aruilio  
[james.aruilio@dhl.com](mailto:james.aruilio@dhl.com)  
<https://www.dhl.com/en.html>

CEVA LOGISTICS  
42 Bradley Park Rd.  
East Granby, CT 06026  
(860) 658 8100  
Contact: Mark Winiarski  
[mark.winiarski@cevalogistics.com](mailto:mark.winiarski@cevalogistics.com)  
Contact: Amanda Brockling  
[Amanda.brockling@cevalogistics.com](mailto:Amanda.brockling@cevalogistics.com)  
<https://www.cevalogistics.com/>

UPS SUPPLY CHAIN SOLUTIONS, INC.  
One Choice Road  
Windsor Locks, CT 06096  
Phone: +1 860 292 1166  
Fax: +1 860 627 8778  
Air Quotes: [UPSBDLOperations@ups.com](mailto:UPSBDLOperations@ups.com)



POULIN ENTERPRISES INC.  
1005 South St.  
Suffield, CT 06078  
(860) 668 9992  
Contact: John Ragno  
[jr@poulinenterprises.com](mailto:jr@poulinenterprises.com)

PROCOURIER, INC.  
25 Hurlbut St.  
West Hartford, CT 06110  
(860) 953 7777 x16  
Contact: Michael Gualtieri  
[mikeg@pro-courier.com](mailto:mikeg@pro-courier.com)  
<https://www.pro-courier.com/>

TEAM AIR WORLDWIDE  
1005 South St.  
Suffield, CT 06078  
(860)386 6586  
Contact: Arron Christensen  
[Arron.christensen@teamww.com](mailto:Arron.christensen@teamww.com)

#### **COMMERCIAL PACKAGING**

EMO TRANS  
920 River St. Suite B  
Windsor, CT 06095  
(860) 653 9040  
Contact: Simon Tooley  
[simon.tooley@emotrans.com](mailto:simon.tooley@emotrans.com)  
Contact: Jeff Cournoyer  
[jeff.cournoyer@emotrans.com](mailto:jeff.cournoyer@emotrans.com)  
<https://www.emotrans-global.com/>

SEKO LOGISTICS  
530E Hayden Station Rd.  
Windsor, CT 06095  
(860) 688 0669  
Contact: Francis Loos  
[Francis.Loos@sekologistics.com](mailto:Francis.Loos@sekologistics.com)  
<https://www.sekologistics.com/us/>

JM RODGERS CO.  
99 Rainbow Rd.  
East Granby, CT 06026  
(860) 653 6002  
Contact: Ron Libratore  
[rlibratore@jmrodgers.com](mailto:rlibratore@jmrodgers.com)

YAMATO TRANSPORT USA HARTFORD BRANCH  
1000 Old County Rd.  
East Granby, CT 06026  
(860) 654 0690  
Contact: Brenda Pasquarelli  
[bpasquarelli@yamtoamerica.com](mailto:bpasquarelli@yamtoamerica.com)

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

OCEAN AIR TRANSPORTATION  
310 North St.  
Windsor Locks, CT 06096  
(800) 243 6709  
Contact: John Kinney  
[jkinney@oatinc.com](mailto:jkinney@oatinc.com)  
<http://www.oatinc.com/>

## 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  
[www.bankofamerica.com](http://www.bankofamerica.com)

#### **JP MORGAN BANK**

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

#### **WEBSTER BANK**

200 Executive Blvd South  
Southington, CT 06489  
(203) 578-2220  
Contact: Stephen Dow  
[sdow@websterbank.com](mailto:sdow@websterbank.com)  
[www.websterbank.com](http://www.websterbank.com)

#### **PEOPLES UNITED BANK**

Bridgeport Center  
850 Main St.  
Bridgeport, CT 06604-4913  
Contact: John Bundschuh  
(203) 338-4820  
[john.bundschuh@peoples.com](mailto:john.bundschuh@peoples.com)  
<https://www.peoples.com/>

#### **KEY BANK**

New Haven Main Branch  
195 Church Street  
New Haven, CT 06510  
Telephone: 203-789-2781  
Contact: Vincent Celentano  
[vincent\\_r\\_celentano@keybank.com](mailto:vincent_r_celentano@keybank.com)

#### **LIBERTY BANK**

315 Main Street  
Middletown, CT 06457  
(860) 638-2922  
Contact:

[www.liberty-bank.com](http://www.liberty-bank.com)

#### **SANTANDER BANK**

1010 Farmington Ave  
West Hartford, CT 06107  
Tel: (860) 570 3287  
Contact: Dani Briggs  
[dbriggs@santander.us](mailto:dbriggs@santander.us)  
Tel: 212-297-1385  
Contact: Nick Massimiano  
[Nicholas.massimiano@santander.us](mailto:Nicholas.massimiano@santander.us)  
<https://www.santanderbank.com/us/>

#### **TD BANK**

Connecticut/NY Market  
OFFICE: (646) 652-1392  
Contact: Andrea Ratay  
CICP/ VP / Global Trade Finance  
[andrea.ratay@td.com](mailto:andrea.ratay@td.com)  
Contact: Leslie Robertson  
Senior Relationship Manager  
[leslie.robertson@td.com](mailto:leslie.robertson@td.com)

**U.S. EXPORT BANK:**

EXPORT-IMPORT BANK OF THE UNITED STATES (EXIMBANK)  
 Eastern Region Director – Richard Foy  
 Export-Import Bank of the United States  
 290 Broadway, 13th Floor  
 New York, NY. 10007  
 Tel (212) 809-2651  
 Cell 917-690-2851  
 Fax 212-809-2687  
 Contact: Richard Foy  
[Richard.Foy@exim.gov](mailto:Richard.Foy@exim.gov)  
[www.exim.gov](http://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](mailto:info@opic.gov)  
 Guide:  
[https://www.opic.gov/sites/default/files/docs/opic\\_small\\_business06.pdf](https://www.opic.gov/sites/default/files/docs/opic_small_business06.pdf)  
[www.opic.gov/](http://www.opic.gov/)

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

US TRADE & DEV AGENCY  
 1000 Wilson Blvd, Suite 1600  
 Arlington, VA 22209  
 (703) 875-4357  
 (703) 997-2392– Fax  
[Contact Form](#)

**SMALL BUSINESS ADMINISTRATION, Region I**

10 Causeway Street Suite 265A  
 Boston, MA 02203  
 617-565-8416  
 Contact: Vacant

Local SBA Resources: [Connecticut](#), [Maine](#), [Massachusetts](#), [New Hampshire](#), [Rhode Island](#), [Vermont](#)

**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.*

**LAW FIRMS WITH FULL INTERNATIONAL CAPABILITIES IN CT REGION:**

SHIPMAN & GOODMAN  
 One Constitution Plaza  
 Hartford, CT 06103-1919  
 (860) 251-5353  
 Contact: Alfredo Fernandez  
[afernandez@goodwin.com](mailto:afernandez@goodwin.com)  
<https://www.shipmangoodwin.com/>

ROBINSON & COLE  
 280 Trumbull Street  
 Hartford, CT 06103  
 (860) 275-8292  
 Contact: Jeff White  
[jwhite@rc.com](mailto:jwhite@rc.com)  
[www.rc.com](http://www.rc.com)

**EXPORT COMPLIANCE RESOURCES:**

SHIPMAN & GOODMAN  
One Constitution Plaza  
Hartford, CT 06103-1919  
(860) 251-5353  
Contact: Alfredo Fernandez  
[afernandez@goodwin.com](mailto:afernandez@goodwin.com)  
<https://www.shipmangoodwin.com/>

WIGGAN & DANA  
265 Church St.  
New Haven CT 06508  
+1 202 800 2473  
Contact: Tahlia Townsend  
[ttownsend@wigginc.com](mailto:ttownsend@wigginc.com)  
<https://www.wigginc.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](mailto:AnniePagano@ititranslates.com)  
[www.ititranslates.com](http://www.ititranslates.com)

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

CHINESE INTERPRETERS & TRANSLATOR  
93 Vista Way  
Bloomfield, CT 06002  
(860) 614-1428  
Contact: Feng Zhou  
[feng@chineseinterpreterstranslators.com](mailto:feng@chineseinterpreterstranslators.com)  
[www.chinccommunicationsconsultants.com](http://www.chinccommunicationsconsultants.com)

LANGUAGE LINK CORPORATION  
420 East Main Street, Suite 7  
Branford, CT 06405  
203-415-4205  
[interpretercoordinator@mylanguagelink.org](mailto:interpretercoordinator@mylanguagelink.org)  
<https://www.mylanguagelink.org/>

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

## **WEB DESIGNERS WITH AN INTERNATIONAL FOCUS**

(a)SQUARED STUDIO  
955 South Main St. B102  
Middletown, CT 06457  
(860) 685-0741  
[alex@asquaredstudio.com](mailto:alex@asquaredstudio.com)  
[www.asquarestudio.com](http://www.asquarestudio.com)

ZAG INTERACTIVE LLC  
20 Western Boulevard  
Glastonbury, CT 06033  
860.633.4818  
[sales@zaginteractive.com](mailto:sales@zaginteractive.com)  
<https://www.zaginteractive.com/contact>

PALM TREE BRANDING & WEB DESIGN  
236 Margarite Road  
Middletown, CT 06547  
(888) 830-4769  
Contact Form:  
<http://palmtreecreative.com/contact>  
[www.palmtreecreative.com](http://www.palmtreecreative.com)

540 DESIGN STUDIO  
330 Railroad Ave.  
Greenwich, CT 06836  
(203) 321 5435  
[matt@540designstudio.com](mailto:matt@540designstudio.com)  
<https://540designstudio.com/>

IMAGE WORKS, LLC  
7 Keynote Drive, Suite A  
Vernon, CT 06066  
(860) 454-0582  
(860) 454-0605 – Fax  
Contact: Jeffrey Cohen, CMO  
[JCohen@ImageWorksLLC.com](mailto:JCohen@ImageWorksLLC.com)  
<http://imageworksllc.com/>

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

ANTELOPE WEB  
587 Oronoque Road  
Milford, Connecticut 06460  
(203) 283.7466  
Contact Form:  
<https://antelopeweb.com/contact-us/>

## **INSURANCE BROKERS**

RISK PROTECTION INTERNATIONAL  
500 Ferry Blvd  
Stratford, CT 06615  
203 380-2400  
Contact: Thomas Malloy  
[tmalloy@riskprotection.com](mailto:tmalloy@riskprotection.com)  
<http://www.riskprotection.com/>

MERIDIAN FINANCE GROUP  
2842 Main Street  
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Contact: Jenny Norris  
[jnorris@meridianfinance.com](mailto:jnorris@meridianfinance.com)  
[www.meridianfinance.com](http://www.meridianfinance.com)  
*Meridian is a strategic partner with the US  
Commercial Service and 'E' Award recipient*

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

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

SVENSK & COMPANY  
96 Willow Street  
Southport, CT 06890-1433  
(203) 255-4500 or (203) 434-9589  
Contact: Robert Svensk  
[bob@svenskcompanyinc.com](mailto:bob@svenskcompanyinc.com)  
<http://svenskcompanyinc.com/>

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

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

## 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 digital guide 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 this digital guide 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 [A Basic Guide To Export](#) here.

#### TRADE FINANCE GUIDE

The Trade Finance Guide is a concise, simple, and easy-to-understand guide designed to help U.S. small and medium-sized exporters learn quickly how to get paid from their foreign customers in the most effective manner. Find this information here: [Trade Finance Guide](#)

### INTERNATIONAL MARKET RESEARCH SOURCES

The U.S. Commercial Service uses [Export.gov](http://Export.gov), the U.S. Government's export portal, as its main online resource for U.S. clients that export their product/services. For market research, trade events, trade leads, and information on how to export, please visit [Export.gov](http://Export.gov).

[Export.gov](http://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.

#### 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

<https://www.export.gov/ecommerceguide>

#### ECOMMERCE EXPORT RESOURCE CENTER

Welcome to the largest collection of cross-border ecommerce resources for U.S. businesses selling through B2C and B2B ecommerce sales channels brought to you by the eCommerce Innovation Lab (EIL). Find this information here:

<https://www.export.gov/eCommerce>

#### EXPORT-U.COM

Free online export training is what Export-U is all about

Our goal is simply to help you develop export sales. We offer export training webinars, an exporter's resource database, and an export exam to test your international trade knowledge. Export-U is operated by the Georgia District Export Council and the U.S. Export Assistance Center in Atlanta.

Export-U now has three major sections: Webinars, Exporters Resource Database and an Exam. You can find this information here: <https://export-u.com/>

#### COUNTRY COMMERCIAL GUIDES

The Commercial Service offers a Country Commercial Guide, which provides detailed information on market conditions, sales channels, best prospects, and much more. They are an excellent starting point to find everything you need to know about doing business overseas, detailing 8 important factors to help you decide if a market is right for your product or service. These guides are available free of charge to U.S. companies and students/researchers.

<https://www.export.gov/ccg>

#### **Some U.S. Department of Commerce export resources/services:**

##### 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. Find the link here: <https://www.export.gov/International-Partner-Search>

#### 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. Find this information here: <https://www.export.gov/International-Company-Profile>

#### EXPORT INFORMATION BY INDUSTRY

Find the latest market intelligence, trade events, and trade leads for your industry. This industry information is updated regularly by our commercial specialists around the world, so make sure to check back for updates on your industry. Select from the industry list below to find the latest market research and trade events. <https://www.export.gov/industries>

#### INDUSTRY RESOURCE GUIDES

[Aerospace Resource Guide](#) This guide provides a matrix of projected successes of sub-sector exports to over 35 countries as well as country specific information on foreign markets for Aerospace exporters. [Download the Full Guide](#)

[2018 Automotive Resource Guide](#) Welcome to our 2018 Edition of the Automotive Resource Guide: A Reference for U.S. Exporters. This guide provides a matrix of projected successes of sub-sector exports to 22 countries as well as country specific information on foreign markets for automotive exporters. [Download the Full Guide](#)

[Environmental Technologies Resource Guide](#) 2016

[2019 International Healthcare Resource Guide](#) Market Intelligence - Market Data and Statistics

[FAS & USDA Market Research Resources](#)

[2018 Pleasure Boat Resource Guide](#) The guide includes 32 market briefs of the major global markets for recreational marine craft, parts, and accessories. Major global markets include Australia, Brazil, Canada, China, Korea, and Mexico.

[Plastics Materials & Machinery Export Guide 2018](#) The purpose of this guide is to provide market intelligence to support U.S. companies in the plastics industry that are interested in entering new markets with enormous export potential.

Education & Training [Resource Guide 2019](#) This **2019 U.S. Commercial Service Education and Training Services Resource Guide** includes comparable and individual market assessments of countries listed as best prospects for U.S. training and educational services.

#### 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. <https://www.export.gov/Gold-Key-Service>



## **TRADE PUBLICATIONS**

### GLOBAL TRADE

The Authority For US Companies Doing Business Globally.

<http://www.globaltrademag.com/>  
[GT PodCasts](#)

### JOURNAL OF COMMERCE

International shipping and logistics news, analysis, and business intelligence. [www.joc.com/](http://www.joc.com/)

## **Useful Contact Information**

Census Bureau Foreign Trade Division	<a href="http://www.census.gov/foreign-trade/">http://www.census.gov/foreign-trade/</a>	(800) 549-0595
Press #1 AES questions and getting started	<a href="mailto:askaes@census.gov">askaes@census.gov</a> <a href="https://www.census.gov/foreign-trade/aes/">https://www.census.gov/foreign-trade/aes/</a>	
Press #2 Schedule B Number Classification	<a href="mailto:eid.scheduleb@census.gov">eid.scheduleb@census.gov</a> <a href="https://www.census.gov/foreign-trade/schedules/b/">https://www.census.gov/foreign-trade/schedules/b/</a>	
Press #3 Regulatory questions	<a href="mailto:itmd.askregs@census.gov">itmd.askregs@census.gov</a> <a href="https://www.census.gov/foreign-trade/regulations/">https://www.census.gov/foreign-trade/regulations/</a>	
Press #5 Outreach, Education and Training	<a href="mailto:itmd.outreach@census.gov">itmd.outreach@census.gov</a> <a href="https://www.census.gov/foreign-trade/outreach/international-trade-webinar-series.html">https://www.census.gov/foreign-trade/outreach/international-trade-webinar-series.html</a>	
Canadian Customs	<a href="mailto:contact@cbsa.gc.ca">contact@cbsa.gc.ca</a> <a href="https://www.cbsa-asfc.gc.ca/menu-eng.html">https://www.cbsa-asfc.gc.ca/menu-eng.html</a> <a href="https://www.cbsa-asfc.gc.ca/contact/bis-sif-eng.html">https://www.cbsa-asfc.gc.ca/contact/bis-sif-eng.html</a>	1-204-983-3500
CT Airport Authority/Bradley Cargo	<a href="https://bradleyairport.com/learn/cargo/">https://bradleyairport.com/learn/cargo/</a>	(860) 292-2000
CT Department of Agriculture	<a href="mailto:CTDeptAg@ct.gov">CTDeptAg@ct.gov</a> <a href="https://www.ct.gov/doag/site/default.asp">https://www.ct.gov/doag/site/default.asp</a>	(860) 713-2500
Copyright Office, Library of Congress, Washington D.C.	<a href="https://www.copyright.gov/">https://www.copyright.gov/</a>	(202) 707-3000 1 (877) 476-0778 (toll free)
Connecticut Economic Resource Center, Inc.	<a href="https://www.cerc.com/">https://www.cerc.com/</a>	(860) 571-7136
CT Export Assistance Center	<a href="mailto:Office.Middletown@trade.gov">Office.Middletown@trade.gov</a> <a href="https://2016.export.gov/connecticut/index.asp">https://2016.export.gov/connecticut/index.asp</a>	(860) 638-6950
Intl Trade Administration, Dept. of Commerce	<a href="https://www.trade.gov/data.asp">https://www.trade.gov/data.asp</a>	(800) USA-TRADE
Export Licensing & Control, Bureau of Industry Standards	<a href="mailto:ECDOEXS@bis.doc.gov">ECDOEXS@bis.doc.gov</a> <a href="https://www.bis.doc.gov/">https://www.bis.doc.gov/</a> <a href="https://www.bis.doc.gov/index.php/licensing">https://www.bis.doc.gov/index.php/licensing</a>	(202) 482-4811
Federal Info Hotline	<a href="https://www.usa.gov/contact">https://www.usa.gov/contact</a>	1-844-872-4681
Federal Trade Commission	<a href="https://www.ftc.gov/">https://www.ftc.gov/</a>	(877) 382-4357
NAICS Code Assistance, Census Bureau	<a href="mailto:naics@census.gov">naics@census.gov</a> <a href="https://www.census.gov/eos/www/naics/">https://www.census.gov/eos/www/naics/</a>	(800)549-0595
National Passport Information Center	<a href="mailto:NPIC@state.gov">NPIC@state.gov</a> <a href="https://travel.state.gov/content/travel/en/contact-us/passports.html">https://travel.state.gov/content/travel/en/contact-us/passports.html</a>	(877) 487-2778
Patent and Trademark Office	<a href="mailto:usptoinfo@uspto.gov">usptoinfo@uspto.gov</a> <a href="https://www.uspto.gov/about-us/contact-us/e-mail-us">https://www.uspto.gov/about-us/contact-us/e-mail-us</a> <a href="https://www.uspto.gov/">https://www.uspto.gov/</a>	(800) 786-9199

U.S. Customs, Hartford, CT <a href="https://www.cbp.gov/contact/ports/hartford">https://www.cbp.gov/contact/ports/hartford</a>	(860) 292-1314
U.S. Customs, New Haven, CT <a href="https://www.cbp.gov/contact/ports/new-haven">https://www.cbp.gov/contact/ports/new-haven</a>	(203) 773-2040
U.S. Customs Office/Trade <a href="https://www.cbp.gov/trade">https://www.cbp.gov/trade</a>	(877) 227-5511

**BI-NATIONAL CHAMBERS OF COMMERCE IN THE REGION**

**NATIONAL U.S. ARAB CHAMBER OF COMMERCE**

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**AUSTRALIA AMERICA ASSOCIATION**

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Email: [bymusdc@mindspring.com](mailto:bymusdc@mindspring.com)  
<http://australiausa.org/>

**ARGENTINE-AMERICAN CHAMBER OF COMMERCE**

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<https://brazilcham.com/about-us/#>  
<https://brazilcham.com/>

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<https://www.gaccny.com/en/>

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<https://www.faccnyc.org/>

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<https://www.philamchamberny.org/contact-us>

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<https://www.saccny.org/>

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