

Trade Notes...

FAS public affairs specialist
Donald Washington is at (202) 720-3101;
E-mail: Donald.Washington@usda.gov

Secretary Veneman Presents Madigan Awards

Donald W. Nugent, founder, president and chief executive officer of Graceland Fruit, Incorporated, and William Kim, president of EP International Company, have received Edward R. Madigan U.S. Agricultural Export Excellence Awards. The award recognizes entrepreneurial efforts to create new markets for, or to increase exports of, U.S. agricultural products. The award commemorates Edward R. Madigan, former Congressman from Illinois and Secretary of Agriculture from March 1991 to January 1993.

Graceland Fruit Incorporated from Frankfort, Mich., was cited for its entrepreneurial efforts to develop innovative, infused dried fruit products and market them successfully in targeted East Asian and European markets. As a result of these efforts, Graceland Fruit's export sales increased 118 percent over the last four years.

EP International Company from Irvine, Calif., was selected for its successful efforts to expand sales to Asian markets for U.S. dried legumes, seasonings and processed ingredients. As a result, its exports have increased about 550 percent over the last four years.

The Madigan award is presented for development of new products or services for agricultural export markets; development of new agricultural export markets; and creative marketing of products or services in agricultural export markets.

U.S. Seafood Exporters Cast Nets at European Seafood Exposition

USA Pavilion exhibitors cast their nets at the 11th edition of the exposition in Brussels, Belgium, in May. Products that generated the most buyer interest from the Alaska Seafood Marketing Institute included salmon, wild salmon, salmon roe, salmon surimi, chum salmon, salmon caviar, chum ikura and crab. Products that generated the most buyer interest from the Southern United States Trade Association included lobster, catfish filets, clam strips, shrimp, whiting and sardines. The show provided a venue for U.S. exhibitors to meet with customers and make new contacts. The next show is scheduled for May 2004.

U.S. and Bahrain Announce Plans for FTA

The United States and Bahrain announced their intention to negotiate an FTA (free trade agreement). The successful conclusion of a comprehensive FTA with Bahrain would generate export opportunities for U.S. goods and increase access for U.S. services providers, creating jobs for U.S. farmers and workers, while supporting Bahrain's economic and political reforms and building stronger economic ties with the Middle East. U.S. agricultural commodities that would benefit from an FTA include meats, fruits and vegetables, cereals and dairy products. U.S. goods exports to Bahrain in 2002 totaled \$419 million, including aircraft, machinery, pharmaceutical products and toys. Bahrain's goods exports to the United States in 2002 totaled \$395 million, including apparel and clothing accessories, aluminum, fertilizers, plastics and electrical machinery.