



UNITED STATES DEPARTMENT OF COMMERCE
International Trade Administration
175 East Capitol Street, Ste. 255
Jackson, MS 39201 USA

March 30, 2007

Dear Students:

It was a pleasure meeting each of you on March 22 to discuss your Export Market Plan as a requirement for your course work. I was extremely impressed with the level of research and dedication you all exemplified during the individual interviews. In today's competitive marketplace, timeliness, innovation and originality are important. I am proud to recognize your professor, Dr. Lambert and each of you that have mastered all three levels of achievement.

As you finalize your Export Market Plan:

- Please submit Export Market Plan using the template that was provided to you.
- The export budget should reflect the last three years. If you do not have an actual budget for the company you have chosen, please prepare a budget based on the company's commitment for acceptable export results.
- If you plan to use freight forwarder, please make sure you complete and attach all required documents for shipping.
- For products that have both commercial and military or proliferation applications, please provide the Export Control Classification Number (ECCN). For information on ECCNs, go to <http://www.bis.doc.gov/licensing/exportingbasics.htm>

I look forward to your presentations on May 1. If you have any questions, I can be reached at (601) 965-4130.

Sincerely,

A handwritten signature in dark ink, appearing to read "Carol A. Moore".

Carol A. Moore, Director
Mississippi Export Assistance Center