

Contact: Doug Barry  
202-482-0248  
doug.barry@mail.doc.gov

**FOR IMMEDIATE RELEASE**

**COMMERCE DEPARTMENT TO BOOST U.S. COMPANIES AT LIBYA'S –  
U.S. OIL & GAS AND ENERGY EXHIBITION AND PROJECT LIBYA 2006**

**WASHINGTON, D.C.** February 21 2006— U.S. companies in the energy and infrastructure industry can find new business at the *U.S. OIL & GAS AND ENERGY EXHIBITION AND PROJECT LIBYA 2006* trade show in Tripoli, Libya, Commerce Department officials say.

*U.S. OIL & GAS AND ENERGY EXHIBITION AND PROJECT LIBYA 2006*, held at the Tripoli International Fairgrounds in Tripoli, Libya from December 4-7, 2006 is Libya's largest energy and infrastructure industry exhibition, attracting over visitors from over 35 countries and representing all sectors of the industry.

Libya is attempting to become the “gateway to African trade”, according to the U.S. Commercial Service in Tripoli, Libya, and offers U.S. companies a prime location to centralize product distribution throughout Africa. *U.S. OIL & GAS AND ENERGY EXHIBITION AND PROJECT LIBYA 2006* offers U.S. companies an excellent opportunity to promote the latest in energy and infrastructure products and services in a market that is set for growth.

With this in mind, the U.S. Commercial Service of the U.S. Department of Commerce has granted *U.S. OIL & GAS AND ENERGY EXHIBITION AND PROJECT LIBYA 2006* its Trade Fair Certification status, supporting a U.S. event for export oriented companies of all sizes. Trade Fair Certification assures the *U.S. OIL & GAS AND ENERGY EXHIBITION AND PROJECT LIBYA 2006* exhibition of U.S. Commercial Service support in Libya. Companies exhibiting at this U.S. event have an excellent venue to establish or expand overseas distribution, generate sales leads, meet with existing clients, and work with Commerce trade experts to find the right buyers and partners.

The U.S. Department of Commerce's Trade Fair Certification (TFC) Program is cooperative arrangements between private sector trade show organizers and the U.S. Government. The TFC Program seeks to broaden the base of U.S. exporters, particularly new-to-export and new-to-market companies, by introducing them to key trade fairs where they can meet their export objectives.

The U.S. Commercial Service helps U.S. businesses, particularly small and mid-sized companies make international sales. The agency's global network includes 107 U.S. offices and 161 in countries around the world. In 2005, the U.S. Commercial Service helped U.S. businesses generate export sales worth more than \$42 billion. For more information on the U.S. Commercial Service, please visit [www.BuyUSA.com](http://www.BuyUSA.com).

For additional information about exhibiting or attending *U.S. OIL & GAS AND ENERGY EXHIBITION AND PROJECT LIBYA 2006*, contact Peter Nathan at (203) 222-8660 or through the official website at [www.pwnexhibicon.com](http://www.pwnexhibicon.com)

For more information about the Trade Fair Certification Program, contact Kevin Haley at (202) 482-6434 or through e-mail at [Kevin.Haley@mail.doc.gov](mailto:Kevin.Haley@mail.doc.gov)

Tuesday, February 21, 2006

Peter W. Nathan  
PWN Exhibicon International L.L.C.  
70 Terra Nova Circle  
Westport, CT 06880

Dear Mr. Nathan:

The U.S. Department of Commerce is pleased to grant Trade Fair Certification to PWN Exhibicon International L.L.C to organize the official United States Exhibitor Pavilion at the **U.S. Oil & Gas and Energy Exhibition and Project Libya 2006** trade show, to be held in Tripoli, Libya, December 4-7, 2006. The Department feels this show will be a good venue for U.S. exhibitors to showcase their products and services.

In granting certification, the USDOC endorses PWN Exhibicon International as the official U.S. organizer for this show with full rights to use the Departmental and U.S. Commercial Service Logos and to serve as the official U.S. representative for the show.

Your Project Officer, Kevin Haley, will coordinate Commerce Department support for the event, and he will provide outreach and promotional efforts to help expand U.S. exhibitor participation. U.S. and Foreign Commercial trade specialists (see enclosed list of domestic offices) are prepared to help your exhibitors utilize Commerce programs to enhance the effectiveness of their show participation. We will be glad to work with you on arranging services for your exhibitors through our domestic offices or directly with our show contact in the U.S. Embassy in Tripoli.

Your payment of a nonrefundable certification fee of \$1,750 to the DOC will signify your agreement to comply with the procedures and requirements of the Trade Fair Certification Program and with the terms of your application to the DOC. The fee will be used to provide you with promotional support and on-site assistance specifically related to this certified event. Certification becomes effective upon receipt of your payment.

We can accept payment via check or credit card. If paying by check, please make your check payable to the U.S. Department of Commerce, and then Federal Express your check, together with the attached Participation Agreement and Indemnification Form, **completed and signed**, addressed to:

Kevin Haley  
U.S. Department of Commerce  
Trade Fair Certification Program  
Room 2107 Hoover Building  
14<sup>th</sup> Street and Constitution Avenue, N.W.  
Washington, D.C. 20230-2107

Our decision to endorse **U.S. Oil & Gas and Energy Exhibition and Project Libya 2006** is based on your success in providing opportunities for U.S. exhibitors to explore world markets. We wish you success in increasing participation in this event by U.S. exhibitors, particularly new-to-market firms.

Sincerely,

Donald L. Huber  
Program Manager  
Trade Fair Certification Program

Dear Potential U.S. Exhibitor:

Exhibiting at a leading edge energy industry trade show abroad can result in tremendous export opportunities for U.S. companies. However, researching the options on which countries to target and deciding which shows offer the best marketing venue can be difficult.

### **Trade Show Opportunities - Made Easy**

As a company operating in the energy industry, the U.S. Department of Commerce encourages you to exhibit at **U.S. Oil & Gas and Energy Exhibition and Project Libya 2006** that has been certified under the U.S. DOC Trade Fair Certification Program.

The exhibition will be held from *December 4-7, 2006* at the *Tripoli International Fairgrounds in Tripoli, Libya*. **U.S. Oil & Gas and Energy Exhibition and Project Libya 2006** is the largest forum in Libya to showcase energy equipment and management, as well as the array of industry products.

In certifying **U.S. Oil & Gas and Energy Exhibition and Project Libya 2006**, the Commerce Department recognizes the capability and exhibition experience of the organizer of this U.S. event, PWN Exhibicon International, and the potential of this show and African market for U.S. energy exports. Exhibiting at a certified fair can free you of many exhibition concerns and provide you with excellent pre-show and on-site support to help you make sales. In addition, PWN Exhibicon International provides an excellent U.S. trade show. Commercial staff from the U.S. Embassy in Libya will be available at the exhibition to assist participating U.S. firms with their export needs, generate leads, and facilitate contacts between exhibitors and business visitors.

### **Fantastic Sales Growth Ahead**

Africa's population is fast approaching 400 million, and has a growing middle class. The energy market in Africa has grown in the past decade. As a result, opportunities in Africa for U.S. suppliers and manufacturers of energy equipment and technology have never been better. **U.S. Oil & Gas and Energy Exhibition and Project Libya 2006** not only serves as a bridge linking the energy industry with the Africans, but also serves as the platform that brings builders worldwide in touch with the latest developments in the industry and offers them direct access to the entire range of products and services available on the world market.

### **Learn More**

Questions concerning market access in Africa, as well as Federal Government export assistance programs may be directed to the Department of Commerce's Trade Information Center, (800) 872-8723. U.S. trade event organizer, PWN Exhibicon International can be reached at 203-222-8660 to answer any questions. In addition the Department of Commerce, Libyan Desk Officer, (202) 482-2680 provides country specific economic and political analysis. State Department travel advisories for any country are available at (202) 647-5225.

Sincerely,

Donald L. Huber  
Program Manager  
Trade Fair Certification Program