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CrossROADS

TRADE
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ALLIANCE
of
GREATER
SEATTLE

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UK, Netherlands & Brussels

Fall 2002 Business and Trade Mission

If you ever get a chance to go, it is time incredibly well spent--John Rindlaub, Wells Fargo Bank

I've never been on a mission where I've learned so much--Snohomish County Exec. Bob Drewel

Take it from them, you don't want to miss a Trade Alliance business and trade mission. You'll make great contacts, gain access to business and government leaders of the highest reach, and gain a greater understanding of the markets you visit. The next such mission is this fall, when you'll have the opportunity to explore business opportunities in one of Europe's financial centers, in one of the main gateways to Europe and in the seat of the European Union. Tentatively scheduled for September 27 through October 10, 2002, the Trade Alliance is organizing a business and trade mission to the **United Kingdom, the Netherlands and Brussels.**

The mission will provide delegates with an opportunity to assess and explore specific business opportunities and will display Greater Seattle's prowess as a world-class business center. Tentative cities on the agenda for the mission are:

- **London, Bristol, Cambridge** - London is the financial center of the U.K. and was recognized

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Trade and Cuba

Trade Alliance President in Cuba

Last month, Trade Alliance president Bill Stafford traveled to Cuba with nationally syndicated columnist Neal Peirce as part of a Citistates Group study mission. Here are his impressions of this complicated country.

While in Havana last week a young Cuban tells me the revolution has three great successes: health care, education and housing. He then says the

The Music of Havana

revolution also has three failures: breakfast, lunch and dinner. Such are the complications of this unique island nation.

Syndicated columnist Neal Peirce led a study mission to Cuba in December. The mission focused

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Mission, continued from page 1

by *Fortune* magazine as being the "Best City for Business" in 2000. Bristol is home to British Aerospace, while Cambridge is recognized for its high technology and innovation.

- **Amsterdam, Rotterdam, The Hague** - Amsterdam is both a European gateway and a destination offering a unique triple-port infrastructure--airport, seaport and teleport. Rotterdam is the world's largest seaport. The Hague is the seat of the Dutch central government and home to the U.S. Embassy.
- **Brussels** - Brussels is the seat of the European Union and European headquarters of The Boeing Company.

The mission will provide delegates an opportunity to enhance their knowledge of the economic conditions and business opportunities in the U.K., Netherlands and the European Union. It will also allow delegates a chance to meet specific business objectives, ranging from exposure to market opportunities to making individual contacts. These contacts can be quite highly placed. On the last trade mission to Germany, Poland and the Czech Republic, one of the delegates met with the President of Poland.

Why the United Kingdom?

The United Kingdom is one of Washington state's largest economic and trading partners, and our top trading partner in Europe. In 2000, the UK was the second-largest purchaser of Washington state exports. In the same year, two-way pass-through trade with the UK totaled $5 billion, making the UK our state's sixth-largest trading partner overall. Visitors from the UK to Washington constitute the second-largest number of tourists to our state. Local organizations focusing on the UK include the British Consulate and the British-American Chamber of Commerce of the Pacific Northwest.

Why the Netherlands?

The Netherlands, a transshipment point for Europe, has grown into one of Washington state's larger trading partners. Ranking 9th out of our top ten export customers, exports to the Netherlands have increased 64 percent since 1997 and 143 percent since 1991. A relationship links the Ports of Seattle and Rotterdam, and Greater Seattle is home to the Consulate of the Netherlands.

Why Brussels?

A single-day visit to Brussels will focus on the European Union at a critical time in its expansion, providing valuable insight to doing business in the Euro-zone. Brussels, the capital city of Belgium, is the European headquarters for The Boeing Company.

For more information on the business mission or to reserve your spot, contact Kristi Beattie at 206-389-7255 or via email at kristib@seattlechamber.com

The Nobel Connection

UK - Greater Seattle

When a Greater Seattle business and trade delegation travels to the London region of the UK this fall, industries key to both regions will be explored. One such industry is biotech, which was recognized in both Greater Seattle and London recently when the Nobel Prize for Medicine was awarded to Lee Hartwell of the Fred Hutchinson Cancer Research Center and London researchers Paul Nurse & Timothy Hunt of the Imperial Cancer Research Institute.

The three made discoveries leading to better understanding of the mechanisms that control cell division in living organisims, which is important in developing methods to fight cancer. Dr. Hartwell conducted much of his groundbreaking work at the University of Washington, where he is professor of genetics and adjunct professor of medicine. The University of Washington perennially is one of the top two public institutions receiving federal research funds and is home to a number of Nobel Prize winners. The Fred Hutchinson Center is one of the premier cancer research institutions in the world. Greater Seattle and London's biotech industries are but one of the great connections possible between our two regions.

2001 Target Market Report

Trade Alliance Survey of Greater Seattle's Intl. Trade Partners

Ever wonder which country receives the most air cargo from Greater Seattle? Curious which markets are the largest for this region's aerospace industry? Wondering from which countries the greatest number of international students choose to study at Washington's various educational insitutions? This kind of information and more is found in the Trade Alliance's *2001 Target Market Report*, which came off the presses last month.

Every two to three years, the Trade Alliance produces such a report with the current 2001 book representing the fifth edition. The *Target Market Report* attempts to analyze Greater Seattle's current and opportunity markets, collect a variety of useful economic development data in one place and provide a framework for the Trade Alliance Board of Directors to choose target markets for the next triennium. The report provides a wealth of information, analysis and statistics organized in a way we hope people will find readily accessible.

This 2001 edition includes country reports written by **John Walsh**, of U.S. Bank's Overseas Banking Division, providing great insight and information on 38 different markets around the world. Walsh has an encyclopedic knowledge of international economies and has kindly applied that information to our report.

The Trade Alliance uses the Target Market Report to assist in selecting target markets for the next triennium. The report will help the Trade Alliance set priorities for choosing destinations for overseas missions and other activities. At the same time, it is hoped that the report will be a useful survey of the extensive international business relations of the Greater Seattle region. The report examines exports and imports, as well as education, tourism and other facets of our international trading economy. In the table at the bottom of the page, is a brief summary of some of Greater Seattle's top customers in a variety of categories.

There are areas in the report where we were unable to find information. For example, there is a dearth of information on international inward investment into Washington state, much less the Greater Seattle area. These areas are potential research projects for students.

As we have prepared these reports over the years, we have found that our top trading partners do not change significantly over time. This is true in the current edition as well. The report finds that in most of these relationships—exports, imports, tourism, etc.—our region's partners remained remarkably consistent during the last decade. However, significant trends occur within the top twenty partners for different categories. For example, Mexico has emerged as one of Washington state's largest export customers. China has also grown tremendously as a customer. For a copy of the report to read more about these trends, contact Sam Kaplan at the Trade Alliance at 206-389-7306, fax 206-624-5689 or email at samk@seattlechamber.com

Greater Seattle's Current Customers

k	Exports w/o transportation	Exports w/ transportation	Marine By $ value	Air Cargo by $ value	Tourism	Education # of intl. students at UW	Investment Top GNP Countries
	Japan	Japan	Japan	Netherlands	Japan	South Korea	Japan
	Canada	UK	China	UK	UK	China	Germany
	Taiwan	Canada	Taiwan	Japan	Germany	Taiwan	France
	South Korea	Germany	South Korea	Canada	Australia/New Zealand	Japan	UK
	UK	China	Hong Kong	Germany	Scandinavia	Canada	Italy
	Mexico	South Korea	Thailand	Taiwan	Taiwan	India	China
	Germany	Taiwan	Philippines	France	South Korea	Indonesia	Brazil
	China	Netherlands	Malaysia	Singapore	Benelux	Germany	Canada
	Netherlands	Spain	Indonesia	China	France	Thailand	
	Hong Kong	France	Singapore	Belgium/Lux			

Cuba, continued from page 1

on community development and examined the condition of Havana, one of the world's great architectural cities. I was fortunate to be able to be a part of the mission.

Havana is a city frozen in time. Extraordinary buildings dating from 1500 to 1959 fill the city with architectural wonders but few new buildings can be found in the city, giving one the sense he has walked onto a movie set. Unfortunately, the beautiful, historic buildings of Havana are deteriorating severely and a huge infusion of investment is needed to save them. Under the current system, such investment is unlikely.

Cuba is a complicated place. The economy is based on tourism, sugar, cigars, fish and nickel mining. The Cuban economy was hit by two disasters last fall: hurricane Michelle severely damaged the sugar crop and September 11 led to a 75 percent drop in tourism on the island. Before September 11, Cuba attracted almost two million tourists annually, up from one million in 1990. After the collapse of the Soviet Union, the Cuban economy sustained a 35 percent decline in GDP, an event from which the country was only recently recovering.

Despite a flagging economy, Cuba remains a potentially large customer for Washington state agricultural products.

The collapse required Cuba to allow U.S. dollars to circulate. I never touched a peso in the entire week of the trip. The government allows a certain amount of small family-owned businesses. For example, 12-seat family-owned restaurants can now be found in Havana. Still, over 90 percent of the people work for the government.

Despite a flagging economy, Cuba remains a potentially large customer for Washington state agricultural products. In fact, last year, U.S. Representative George Nethercutt, who represents the Spokane area of Washington, was successful in changing U.S. policy so that food and medicine can now be exported to Cuba from the United States. That's not the only Washington connection to Cuba. The City of Tacoma joined with Cienfuegos, Cuba, as sister cities in the spring of 2000. In addition, as this is being written, another delegation from Washington

Syndicated Columist Neal Peirce (left) led the mission to Havana, Cuba to study urban issues related to the city

state is in Cuba, which includes U.S. Senator Maria Cantwell. During part of her visit, Senator Cantwell will join a delegation of over forty Washington state women political, business, agriculture and community leaders. Their visit to Cuba is organized by the University of Washington's Center for Women and Democracy.

Cantwell, like Nethercutt, sees the potential for Washington state agriculture, and on the trip Cantwell hopes to promote Washington's agricultural interests. Cuba imports some $1 billion in agricultural products, primarily wheat, rice, lentils, flour and corn. Almost $250 million of this is to meet the demand of visiting tourists. Since Washington's agricultural production is some of the most varied and bountiful in the nation, it makes sense to explore the Cuban market. Washington is the leading producer of peas, lentils, apples, sweet cherries, and pears and a variety of other crops not currently available in Cuba. Currently,

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Cuba, continued from page 4

Cuba imports much of this agricultural product from other countries such as Canada.

Although there are now opportunities in agriculture and medicine, Cuba's economy still has a long way to go. The socialist state restrictions on the economy have meant little foreign direct investment has flowed into the country. Without systemic changes in Cuba, there will not be an increase in foreign investment even if the U.S. embargo is lifted. Cuba has received about $2.6 billion in foreign investment since 1990—Suzhou, China attracted $6.6 billion in investment in 2001 alone.

The question asked again and again by the delegation was whether isolation and the embargo will force additional change or whether opening relations and greater contact is a better approach.

And yet investment is what Cuba needs. Our delegation discussed the challenge of saving Havana's buildings and invigorating its economy without destroying its culture. The city of Havana and its brilliant architecture are endangered. As Neal Peirce wrote in one of his columns, "An international architectural emergency should be declared. This city's 500 years of wondrously varied architecture, including the globe's largest collection of Spanish colonial buildings, is in peril from the forces of heat, salt, humidity and hurricanes — and Cuba's poverty."

Havana is a remarkable city suffering from the constraints of the planned economy but also lacking some of the problems U.S. cities endure. The impressions of our delegation included the cleanliness and perceived safety of the streets.

The delegation also noted how little public promotion of Castro and the revolution exists. One does not see billboards or posters of Castro. However, evidence of the constraints on the people do exist. Havanans can't travel outside of their state without permission. Each block in the city has a person from the Committee for the Defense of the Revolution who is the neighborhood busybody. We were all astounded by the immense hustling in Havana—cigars, cartoon artists, music, prostitution, newspapers and plain begging all pervade the streets of the city.

Still, it is a city of music, busy streets and wonderful artists. The delegation discussed whether the isolation of Cuba which has been American policy for 40 years, was the best approach to promote change, human rights and democratic institutions. America's Cuba Interest Section acts as the U.S. Embassy in Havana, representing U.S. interests to the Cuban government aka Party aka Revolution that rules this island nation of 11 million people. A U.S. Interest Section staff member said she hoped more Americans would visit to give the Cuban people a better understanding of our country and people. Those that do will see both the successes and failures of the country and its socialist system.

Cuba has changed because of the Soviet collapse. The question asked again and again by the delegation was whether isolation and the embargo will force additional change or whether opening relations and greater contact is a better approach. The consensus of the group after our trip was that 42 years of isolation has not been successful and it is time to review our policy towards Cuba.

TRADE DEVELOPMENT ALLIANCE *of* GREATER SEATTLE

MEMBI

The Trade Alliance welcomes c
to join our membership. Nearl
members. For an annual fee of

* be included in our data bank according to your specific geographic and business interests.

* be informed about international business visitors and opportunities to participate in outbound trade missions to targeted international markets via our "matchmaker" program.

* receive reduced rates for Trade Alliance programs and marketing materials.

New members of the Trade Alliance

Washington Mutual, Inc.
Headquartered in Seattle, Washington Mutual has developed a reputation for exceptional customer service as they provide a wide range of banking, loan and investment services. With branches across the United States, the bank is now the 7th-largest financial institutions holding company in the U.S.

Pacific Rim Medical Systems
Pacific Rim Medical Systems is an international distributor of factory refurbished defibrillators and ultrasound devices from the leading manufacturers of these modalities. Based in the Greater Seattle region, the company looks forward to expanding its global network in the years ahead.

New Member Perks in 2002!

It's a new year, and the Trade Alliance would like to thank our incoming members with a new token of our thanks and welcome. Beginning this month, new member companies will receive the following in addition to their regular membership benefits:

- A complimentary ticket to our annual Schmooze event, held in late summer or early fall. This event is an excellent way to network with fellow Trade Alliance members, Board members, friends and staff. Stay tuned for details!

- Two complimentary tickets to the Trade Alliance breakfast program of your choice*. Use these yourself or share them with colleagues or friends from another company!
  ** some restrictions may apply*

For more information, or to establish your company's membership, contact Jenny Steen, (206) 389-7289, jennys@seattlechamber.com

Welcome to our new

Washington

Thank you to our cu

APCO Worldwide, Inc.
ATL Ultrasound
Bank of America
Bargreen Coffee Company
The Boeing Company
The Commerce Bank
Davis Wright Tremaine L.L.P.
Denny Miller McBee Associates, Inc.
Duan & Duan
Fluke Capital Management, LP
Fred Hutchinson Cancer Research Center
Hexcel/Heath Tecna Aerospace Co.
Kobe Trade Information Office
Lane Powell Spears Lubersky LLP
Liebman-Mimbu, PLLC
Microsoft Corporation

ERSHIP

ompanies and organizations
y 200 firms are currently
$150 your company will:

* be featured on the Seattle Business Directory and Business Trip Guide on the Trade Alliance's web site.

* be asked to serve on ad hoc committees concerning Trade Alliance policy and planning;

* receive our quarterly newsletter and other regular mailings.

*receive free and automatic linkage from our Internet site to yours.

v patron member!

n Mutual, Inc.

rrent patron members!

Miller Nash LLP
Perkins Coie
Port of Tacoma
Preston Gates & Ellis LLP
Providence Health System
Sheraton Seattle Hotel & Towers
Starbucks Coffee Company
Tegic Communications
US Bank
Walter Group
Washington First International Bank
Washington Mutual, Inc.
Wells Fargo HSBC Trade Bank
Westin Hotel
Wild Life Sport Fishing of Costa Rica

The Trade Alliance thanks the following who have renewed their memberships since October

5+ Years with the Trade Alliance

Barden Group
Certech International, Inc.
Everett Area Chamber of Commerce
Evergreen State Society
Golden Bridge International
Greater Redmond Chamber of Commerce
Hillis Clark Martin & Peterson
Japan-America Society of the State of Washington
Kent Chamber of Commerce
Mithun Partners, Inc.
Peratrovich, Nottingham & Drage
Seattle Public Library
TDA Inc.
University of Washington, CIBER
US Bank
Uwajimaya Inc.
Washington State International Trade Fair
Washington State Office of Trade & Economic Development (OTED)
Washington State Trade & Convention Center
Wells Fargo HSBC Trade Bank
Weyerhaeuser Company
World Trade Club
Wright, Runstad and Company

2 - 4 Years with the Trade Alliance

Highline Community College
Preston Gates & Ellis L.L.P.
Washington Academy of Languages

1 Year with the Trade Alliance

Italian Trade Commission

Greater Seattle International News

Greater Seattle Plays Important Role in Fight Against AIDS

A recent article in the *Seattle P.I.* points out the large role which the Greater Seattle area is playing in treating and seeking a cure for HIV/AIDS. The Bill and Melinda Gates Foundation located in Greater Seattle is one of the largest funders for AIDS research and prevention programs in the world. In fact, the Gates Foundation provided $100 million to the United Nations' new Global Fund for AIDS and Health, which will work to get new AIDS drug treatments to developing countries. **Dr. Helene Gayle** directs the AIDS work at the Gates Foundation. Previously, she was chief of HIV/AIDS at the U.S. Centers for Disease Control and Prevention. The University of Washington is also heavily engaged in AIDS prevention and treatment research. **Dr. Larry Corey,** of the University of Washington and Fred Hutchinson Cancer Research Center, heads up the National Institute of Health's HIV Vaccine Trials Network. The "Hutch" is another of this region's premiere research institutions.

Seattle has Greatest Percentage with College Degrees

According to the U.S. Census, 52 percent of Seattle residents age 25 or older have graduated from a four-year college. This is the greatest percentage of any big city in the United States. It is also more than twice the national average of 25 percent. The survey also found that 20 percent of Seattleites have earned a graduate or professional degree, as opposed to 9 percent nationwide. All of this makes sense with Greater Seattle's high technology economy and many research institutions. These organizations and companies attract and produce a highly skilled and educated workforce for the region.

Microsoft Ranked Number One in Asia

The *Far Eastern Economic Review's* annual ranking of the best companies in Asia again listed Greater Seattle's Microsoft as the number one company operating in Asia. This is the seventh year in a row the Redmond software company has topped the list. A survey of *Far Eastern Economic Review* readers rank companies in a variety of categories, including overall leadership, quality of products and services, long-term vision, innovativeness in responding to customers' needs and fiscal soundness. Boeing is also on the list, ranked number 14.

Checkmate in Seattle

The 2002 U.S. Chess Championships recently took place in Seattle, which has become *the* city in the United States for this international game. This is the second year in a row Seattle has played host to the competition which will take place here through 2010 under the auspices of the Seattle Chess Club. **Yasser Seiawan**, who lives in Seattle, defended his U.S. Chess Championship at the competition. Seiawan and his family moved to Seattle from Syria when he was seven. Two other grandmasters have moved to the Greater Seattle area in recent years. Uzbekistan-born **Gregory Serper** lives in Bellevue and Leningrad native **Elena Donaldson** lives in Seattle.

How the World Sees Greater Seattle

The Trade Alliance works hard to present the Greater Seattle region to the world, including its many and varied assets. But how does the world see Seattle? Thanks to **Diane Aboulafia-D'Jaen**, director and senior vice president for strategic communications at APCO Worldwide, we received a glimpse.

Aboulafia-D'Jaen was part of a panel on *Greater Seattle's Image: Perception, reality and challenges for positioning the region's business economy*. The panel was part of the Economic Development Council of Seattle and King County's 30th Annual Economic Forecast Conference.

In coming up with her findings, Aboulafia-D'Jaen and her office audited a variety of international publications that are read by business executives including the *Far Eastern Economic Review*, the *Economist*, *Financial Times*, *Handelsblatt* and *Asahi Simbun*.. Although admittedly not a scientific survey, Aboulafia-D'Jaen found that the key editorial topics and themes found in these publications about Greater Seattle were:

- Microsoft
- Boeing
- New Economy/Technology Center
- Starbucks
- International Focus/Gateway to Asia
- Ichiro

They found that positive stories about the Greater Seattle region outweighed the negative coverage by more than ten to one. Aboulafia-D'Jaen also polled key staff at APCO's numerous offices around the globe. She asked these staff to talk to clients who are engaged internationally about what they knew of Greater Seattle. They reported back that we are known for Microsoft, high technology and rain. Clearly, these clients aren't all wet. Many of them also mentioned Boeing and Starbucks and a few noted that they thought we are a gateway to Asia. There were also a few mentions of the dot.com bust and some knew that we are a great place to live.

It is interesting to note how prominent Starbucks and some other Greater Seattle companies have become in the world. Trade Alliance president **Bill Stafford**, who moderated the panel, noted that when he began this job ten years ago international visitors might know Boeing was located here but not necessarily Microsoft. Now, other companies are gaining prominence as well.

Aboulafia-D'Jaen also looked at the international journalists who come through the Trade Alliance's International Press Center (which assists foreign journalists covering the Greater Seattle region). These journalists have been writing more positive stories in 2001 then in 2000. Greater Seattle appears to have a good image around the world. The panelists and audience members all agreed that the key now is to make sure the substance lives up to the image.

Upcoming Programs

Seminar with Liaoning Province, China
Featuring China Deputy Governor & Delegation
Cosponsored with WA State China Relations Council
January 30, 8:00 - 10:00 a.m.
3rd Flr. Metropolitan Ballroom, Sheraton Hotel
$5 members, $10 non-members

Business Opportunities in the Czech Republic
Featuring Czech trade & business representatives
February 7, 7:45 - 9:30 a.m.
Offices of Greater Seattle Chamber of Commerce

Company Profile: Preston Gates & Ellis LLP

A Patron Member of the Trade Alliance

Preston Gates & Ellis, established in Seattle in 1883, has been providing private and public sector clients with counsel, litigation, legislative advocacy and transactional services for more than 118 years. As a full-service law firm we offer more than 380 attorneys and professional staff in 11 cities throughout the West Coast, in Washington, D.C. and in Hong Kong.

Preston Gates attorneys practice throughout the nation and around the world. We provide a full range of legal services involving publicly traded and privately owned businesses and encompassing mergers and acquisitions, corporate finance, technology, intellectual property, employment, real estate, energy, environmental and land use, municipal, litigation, regulatory and public policy issues. Firm attorneys have assisted in drafting key legislation at the federal, state and local levels, and serve as counsel to a number of municipalities and public agencies.

We help clients with diverse legal and business requirements of a regional, national or international scope. Our international clients are engaged in an impressive range of businesses and industries, including computer software, e-commerce, venture investments, cross-border and project financings, manufacturing, food processing, publishing, chemical distribution, medical technologies, nuclear energy technologies, marine technologies, commercial aircraft, garments, aerospace, telecommunications, mining operations, and forest products.

Preston Gates has assisted domestic and foreign clients with international legal issues and transactions throughout every region of the world. A number of our attorneys have lived and worked abroad and are sensitive to the business and cultural needs of overseas clients and foreign market conditions.

Many of our attorneys are fluent in languages other than English, including Japanese, Chinese (Mandarin, Cantonese and Taiwanese), French, German, Italian, Greek, Korean, Russian and Spanish. Several have had advanced formal legal training overseas and a number have also practiced law in foreign countries, including Japan and China. We are one of the few American law firms licensed to practice local law in Hong Kong and have a close working alliance with TransAsia Lawyers, a law firm in China with offices in Beijing and Shanghai.

The firm is committed to reflecting the diversity of the multi-cultural communities in which we work and live. Over a third of the firm's attorneys (and 46 percent of associates) are women. Firm-wide, over 17 percent of our associates are minorities. One of the firm's previous managing partners, **David Tang** was the nation's first Asian-American managing partner of a major law firm.

Preston|Gates|Ellis LLP

Preston Gates has a long history of involvement in bar and civic organizations with partners holding leadership positions in many national, state, and regional organizations. Former partners have gone on to judgeships in the Washington State Supreme Court, Court of Appeals and Superior Court, as well as the Federal Court of Appeals for the Ninth Circuit. One former partner became the fourth governor of Washington State; another became a state attorney general. The firm and its attorneys have received numerous environmental, civic and volunteer awards and have been honored for pro bono work.

Preston Gates lawyers and professionals believe in working as a team with our clients and each other. We make extensive use of sophisticated communications, document production and research technologies, and stand ready to meet all legal needs, from drafting simple documents to coordinating major multi-party transactions throughout the United States and the world.

For additional information about the firm, our attorneys and our areas of experience, we welcome you to visit ***www.prestongates.com****.*

Company Profile: Wild Life Sports Fishing of Costa Rica

A Patron Member of the Trade Alliance

"The Wild Life" is a fully equipped sport-fishing vessel with state of the art electronics, GPS, and radar. The skipper of The Wild Life is **Craig Ledbetter**, a US Coast Guard licensed Captain. The Wild Life will take care of all your needs so you can concentrate on catching fish. When you take a trip on The Wild Life, all tournament grade equipment is supplied. In addition, lures and freshly caught bait are provided and the crew will keep your hooks baited and will assist you at all times. We recommend you wear casual clothes and sun block (30 minimum is highly recommended). You'll also want to make sure to bring a camera and/or camcorder.

Costa Rica is probably the best place to catch large sailfish. Most Costa Ricans speak English and you will find them to be very friendly, hardworking and eager to help you enjoy your visit. You will not encounter begging or aggressive vendors. Flamingo, located in the province of Guanacaste, is renowned for its breathtakingly beautiful beaches. With white sand beach and crystal blue water, Flamingo is considered the best along the Guanacaste coast.

Our sails average 105 lbs. and our releases are constantly in the double digits daily. All species of marlin are available with blue marlin consistently running 300 to 500 lbs. All billfish are released. You will also regularly catch yellow-fin tunas, dorado (mahi-mahi) on our offshore charters. We also offer inshore trips that produce huge roosterfish, snappers, Jacks, Wahoo's and others.

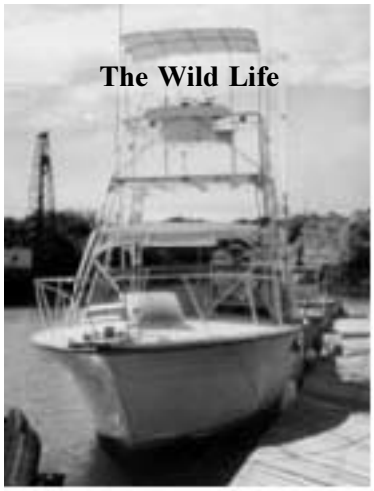
Flamingo, located in the province of Guanacaste, is renowned for its breathtakingly beautiful beaches.

Trips to Echo Jungle, Turtles and Caymans can also be arranged for you. The crew is always on hand to quench your thirst with complimentary chilled soda pop, beer and, of course, ice water if desired.

Fishing is good year around in Flamingo, though the action in January, February and March may be 50 miles south when we fish out of the Guanamar. We can also make two-day trips out of Flamingo, fishing each way and over-nighting at the Hotel Guanamar, or spend the night on the mother ship "Two Can"--a 90 foot vessel that can accommodate up to 15 passengers in luxurious comfort. Whether you are having breakfast, lunch or dinner, you will find the vessel's chef will provide you with a superb dining experience. So get your fish stories together and get ready for The Wild Life.

For more information please call: Patricia Ledbetter, "The Wild Life" 425-347-6704 or 425-238-9292; E-mail: patricia@cci.net

You may also contact Summit Travel for your travel arrangements at 206-343-4380 or 1-877-5SUMMIT, or e-mail fred@summit-tvl.com; www.summit-tvl.com



The Wild Life

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The Trade Development Alliance of Greater Seattle is a partnership of the **City of Seattle, Port of Seattle, Port of Tacoma, City of Everett, Metropolitan King County Government, Snohomish County, organized labor** and the **Greater Seattle Chamber of Commerce.** The Trade Alliance is dedicated to promoting this region as one of North America's premier international gateways and commercial centers. Through cooperative efforts, this coalition of public and private-sector organizations will enlist its members' unique and diverse resources to accomplish this goal.

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