



مؤسسة تنمية الصادرات والمراكز التجارية الاردنية

**Trade Cooperation Program
between the
Jordan Export Development Corporation,
Hashemite Kingdom of Jordan
and
the State of Michigan,
United States of America**

WHEREAS, Dr. Hani Mulki, Minister of Industry and Trade, Chairman of the Board of the Jordan Export Development Corporation (JEDCO), Hashemite Kingdom of Jordan, and John Engler, Governor of the State of Michigan, have engaged in productive discussions during the Governor's visit to Jordan, on May 22, 1997; and

WHEREAS, many of the citizens of the State of Michigan look to Jordan for the roots of their heritage; and

WHEREAS, the challenges of stimulating economic growth and creating jobs for their citizens are of the highest concern to both the Minister and the Governor; and

WHEREAS, the Minister and the Governor have joined together to promote this Trade Cooperation Program to promote business opportunities between Michigan and Jordan, including, but not limited to, trade, joint ventures, investment, joint bids, co-production, transfers of technologies, and other strategic alliances; and

WHEREAS, the Minister and the Governor wish to memorialize their May 22, 1997, discussions and execute this Trade Cooperation Program.



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**NOW, THEREFORE, THE MINISTER AND THE GOVERNOR
HEREBY AGREE ON THE FOLLOWING:**

1. Upon request, the State of Michigan shall conduct two searches per month, in Michigan, for strategic opportunity partners for Jordanian companies. Note that strategic opportunity partners means any company, organization, or individual interested in entering into a joint venture, investment, joint bid, co-production, transfer of technology, licensing, or other strategic alliance agreement.
2. The State of Michigan shall encourage Jordan to advertise strategic trade opportunities, at no cost to Jordan, in the State of Michigan trade and investment promotional literature.
3. Upon request, the State of Michigan shall use its best efforts to organize a one-day seminar in Detroit, Michigan, to promote strategic trade opportunities between Michigan and Jordanian companies.
4. Upon request, Jordan shall conduct two searches per month, in Jordan, for strategic opportunity partners for Michigan companies. Note that strategic opportunity partners means any company, organization, or individual interested in entering into a joint venture, investment, joint bid, co-production, transfer of technology, licensing, or other strategic alliance agreement.
5. Jordan shall encourage the State of Michigan to advertise strategic trade opportunities, at no cost to Michigan, in the Jordanian trade and investment promotional literature.



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6. Upon request, Jordan shall use its best efforts to organize a one-day seminar in Amman, Jordan, to promote strategic trade opportunities between Jordan and Michigan companies.
7. The State of Michigan shall use its best efforts to help the Jordanian government organize "Jordan Week" in the Metro Detroit area, scheduled for October 1997.
8. Jordan shall use its best efforts to help the State of Michigan organize a Michigan presence at the "Made in USA Seminar," in Amman, Jordan to be held in 1998. Michigan shall establish a close working relationship with the National U.S. Arab Chamber of Commerce for a coordinated effort on this event.
9. Jordan and the State of Michigan pledge to continue this Trade Cooperation Program for five years, renewable for a similar period unless a written notice is given by either party three months prior to the date of termination.

SIGNED ON 22 MAY, 1997 IN THE CITY OF AMMAN, JORDAN.

Dr. Hani Mulki

Chairman of the Board of Jordan
Export Development Corporation
(JEDCO)

Minister of Industry and Trade,
Hashemite Kingdom of Jordan

John Engler

Governor of the State of Michigan

