



Northern Virginia U.S. Export Assistance Center
U.S. Department of Commerce
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Arlington, VA 22209
Tel: (703) 235-0331
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www.export.gov

November 15, 2005

Dear Sir/Madam,

Hisham Fawzi, President of Excel Holdings, has been a client of the U.S. Department of Commerce/U.S. Commercial Service Export Assistance Center in Arlington, Virginia since 1998. Excel Holdings, located in Leesburg, VA, exports a patented line of machines that convert moisture from air into drinkable water. For the past 8 years, the U.S. Commercial Service has been working closely with Excel Holdings to develop its export sales and distribution networks overseas. Excel Holdings has been a frequent user of our Gold Key Service, which identifies international buyers and distributors overseas. As a result of a 2003 Gold Key Service in Singapore, Excel Holdings signed a very successful distributorship agreement that covers six countries in Asia. Mr. Fawzi also participated in a 2001 Virginia trade mission to Mexico that I co-led with the State of Virginia/Virginia Economic Development Partnership. The U.S. Commercial Service has awarded Mr. Fawzi with several export achievement awards over the years, including a 2001 Export Achievement Certificate presented to Excel Holdings by Congressman Frank Wolf and the U.S. Secretary of Commerce Donald Evans. In 2003, the Assistant Secretary of Commerce and Director General of the U.S. Commercial Service, Maria Cino, presented Excel Holdings with a Director General/Asia Now Award for achievements in exporting to Asia. President George W. Bush also recognized Mr. Fawzi's export achievements in a 2002 White House Press Briefing about the importance of Trade Promotion Authority.

Excel Holdings continues to be an active client of the U.S. Commercial Service and it has been a pleasure working with Mr. Fawzi on Excel Holdings' export endeavors. Please do not hesitate to contact me if you have any questions pertaining to our work experience with Excel Holdings.

Sincerely,

April K. Redmon
Senior International Trade Specialist