

Maryland Global Express
The Newsletter of the Baltimore US Export Assistance Center

MARYLAND GLOBAL EXPRESS

The Newsletter of the
Baltimore US Export Assistance Center
“Your Gateway to the World”

<http://www.buyusa.gov/baltimore>

US Department of Commerce
US & FCS- Baltimore USEAC

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OCTOBER 2008
NEWSLETTER

Edited by Doug Friedman

LAST CALL
SAVE THE DATE: INDIA
BUSINESS FORUM ON
OCTOBER 28, 2008

Carmine D'Aloisio, Minister – Counselor for Commercial Affairs at the US Commercial Service in Delhi, India will headline a business forum featuring senior U.S. Department of Commerce officials, EXIM Bank executives and regional business leaders. The event will address current market opportunities, government supported financing programs and emerging business models for India.

Mr. D'Aloisio has worked for the United States Department of Commerce U.S. Commercial Service for more than 20 years. Before his current posting, he was the Minister-Counselor for Commercial Affairs at the American Embassy in Korea. From November 2001 to July 2002 he served as Acting Deputy Assistant Secretary, International Operations. His extensive overseas experience has included assignments in The Philippines, Thailand, Kuwait, Saudi Arabia (Riyadh and Dhahran) and Italy.

The U.S. Commercial Service invites you to discover one of the fastest growing markets in the world. Experts forecast that in the next 15-20 years, 40% of India's population-more than 400 million people, will enter India's middle class. Furthermore, India is projected to become a top-ten market for U.S. goods and services by 2009 and to have and maintain a fast growth rate in the world by 2011.

The US Commercial Service currently has seven offices throughout India in: Ahmedabad, Bangalore, Calcutta, Chennai, Hyderabad, Mumbai, and New Delhi.

Event: Passage to India – Emerging Business Opportunities
Venue: Gaithersburg Marriott Washingtonian Center
9751 Washingtonian Blvd, Gaithersburg, MD 20878
Date: October 28, 2008
Cost: \$125

Registration:

<https://emenuapps.ita.doc.gov/ePublic/newWebinarRegistration.jsp?SmartCode=900T>

This seminar will include country experts and industry leaders with proven experience in doing business in India, including:

- Carmine D'Aloisio: Minister-Counselor for Commercial Affairs, U.S. and Foreign Commercial Service-New Delhi, India
- Holly Vineyard: Deputy Assistant Secretary, U. S. Department of Commerce
- Diane Farrell: Member of the Board of Directors, The Export – Import Bank of the United States
- Ron Somers: President, U.S. – India Business Council
- Banashri Bose Harrison: Minister of Commercial Affairs, Embassy of India

For more information, contact: Janis.Kalnins@mail.doc.gov

Hotel Information

Gaithersburg Marriott Washingtonian Center
9751 Washingtonian Boulevard Gaithersburg, Maryland
20878 USA

- Phone: 1-301-590-0044
- Fax : 1-301-212-6155
- Sales: 1-301-590-0044

Information on [Driving Directions, Parking, Transportation Services, and Area Airports](#)

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Selected U.S. Commercial Service 2008 Trade Events

Trade Winds Forum: Eastern Europe Trade Mission and Business Conference in Warsaw, Poland; April 20-22, 2009.

In keeping with OIO-Europe and the Mid-Atlantic Network's continued collaboration, the 2009 program will offer a Pan-European Business Conference, client consultations with Senior Commercial Officers and business-to-business matchmaking meetings with prospective partners from Poland and the surrounding markets of the Czech Republic, Slovakia, Hungary and Lithuania.

Following review by the Trade Events Board, we plan to launch recruitment in September so please be on the alert for additional details from our event team.

We are very excited to be working with the Europe SCOs once again and we look forward to building on our past success in Crystal City (2007) and Turkey (2008) with another successful program in Poland in 2009.

MARINE EQUIPMENT TRADE SHOW (METS) NOVEMBER 18, 19, 20 2008

As it's the age of the internet, METS organizer Amsterdam RAI and METS official magazine IBI have decided to send out advance digital copies of the catalogue instead of the paper copies that used to be sealed in with the October issue of IBI. The digital catalogue will be sent to all IBI Magazine readers worldwide and pre-registered METS visitors. Hard copies of the catalogue and floor plan will be available as usual on site during METS.

For those who have not visited the show before we summarize some of the highlights below:

- The world's biggest marine equipment show
- Over 1,150 exhibitors and 15 national pavilions
- Specialist pavilions for marina equipment, composites
- The show-within-a show SuperYacht Pavilion
- Thousands of NEW and award-winning products to see
- DAME – the coveted Design Award METS
- Nearly 20,000 visitors from over 100 countries

On top of this, the networking is second to none so come and find out!

FEDEX CERTIFIED TRADE MISSION TO INDIA, NOVEMBER 9-15, 2008

FedEx is sponsoring its first U.S. Department of Commerce-Certified Trade Mission to India, November 9-15, 2008, with stops in New Delhi, Hyderabad, and Mumbai. This trade mission offers a unique opportunity for U.S. firms to launch or expand business in one of the world's most dynamic markets; the mission will put participants in face-to-face contact with Indian business executives, industry decision-makers, government officials, commercial specialists, and others. The U.S. Commercial Service will help participants find partners, distributors, agents and buyers in India. For more information, please visit the mission website: <http://offer.van.fedex.com/m/p/idx/ind/trademission.asp>

EXTEND CREDIT AND INCREASE INTERNATIONAL SALES WITH THE HELP OF THE US GOVERNMENT

Where: Export-Import Bank - Washington, DC (headquarters)
When: Monday, Nov 17 to Tuesday, Nov 18, 2008
Time: 08:30 AM
Cost: \$499 (\$99 for small business)

In this seminar you will learn about the:

- Pre-export financing
- Export Credit Insurance
- Financing International Buyers
- Exporter Certificate and required documentation

The Export-Import Bank has consistently minimized export risk and filled financing gaps for U.S. exporters. For over seventy years, we have supported more than \$400 billion in U.S. exports.

NEW MARKET RESEARCH: A short sampling follows - for more info on these & other free reports go to <http://www.export.gov/mrktresearch/index.asp> directly.

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Brazil - Anatel Modifies Fixed-Line Operators' Universal Access Obligations
Brazil - Federal Development Bank Approves US\$146mn to Fund Telecom Carrier
Brazil - Communications Ministry to Invest US\$17mn in Wireless Internet Solutions
Australia - IT Security Market
Canada - Ontario's ICT market
Canada - Opportunities in Ontario's IT Corridor
Canada - US-Canada ICT Partnering Seminar
China - Internet Development
Czech Republic - Electronic Industry
Egypt - Tender for 2nd Fixed Line License Postponed
Germany - Micro- and Nanomanufacturing Market Update
Hong Kong - Telecommunications & Broadcasting
Indonesia - Cellular Services
Italy - ICT Security
Kenya - Wireless Industry
Malaysia - Broadband
Mexico - Fixed, Mobile and VoIP Telecommunications
Mexico - Sending Samples To Mexico
Netherlands - Healthcare IT
Russia - Roadmap for Importing Encrypted Products
Singapore - Government IT Procurement 2008
Singapore - Broadband Market
Singapore - Government-wide Standard ICT Operating Environment
South Korea - Resource Recycling Policy for Electronic Products
Taiwan - Worldwide Interoperability for Microwave Access (WiMAX)
Thailand - Electronic Industry
Turkey - Digital Broadcast Market
West Bank - The Palestinian Information & Communications Technologies Sector

Selected U.S. Commercial Service 2008 Trade Events

INTERNATIONAL EVENTS:

for more info on these and other upcoming programs, go to
<http://www.buyusa.gov/siliconvalley/intl.html>

Austria - Trends in Telecoms November 13
United States - IAAPA 2008 November 18 -21
Germany - Electronica 2008 USA Pavilion November 11 - 14
France - SCS Automation December 09 - 12
Germany - Systems 2008 October 21 - 24
China - 2008 Int'l Printed Circuit & Electronics Assembly Fair
December 05 - 07

Energy

Contact: Louisa Chiang

POWER-GEN INTERNATIONAL

*Orlando, Florida
December 2-4, 2008*

POWER-GEN International is the world's largest power generation event and has been chosen by the U.S. Department of Commerce to participate in the International Buyer Program. More than 17,000 attendees from 75 countries will participate. This year's event will feature 200 speakers on business and technical issues pertaining to the energy, environmental and technology industries and sectors. POWER-GEN will also offer in-depth pre-conference technical courses and opportunities for new product and services launches.

For more information contact:

Sarah Syverson, Event Manager
POWER-GEN International
1421 S. Sheridan
Tulsa, OK 74112 USA

Tel: 918-832-9343
Fax: 918-831-9729
Email: pgievent@penwell.com

Graphics of America, Feb 26-28, 2009

Environment

Contact: Louisa Chiang

For more Environmental Technology events visit
<http://www.buyusa.gov/environmental/upcomingevents.html>.

Medical

Contact: Jeanne Townsend

Check out the Healthcare website:
www.buyusa.gov/healthcare
Check out the new Clinical Research published on:

Japan, 2008 AACC Market Brief 03/01/2008
Malaysia, Clinical Diagnostics 04/01/2008
Philippines, Clinical Laboratory Products 03/01/2008

Corporate Executive Office (CEO) at MEDICA 2008

*Dusseldorf, Germany
November 19-22, 2008*

At **MEDICA 2008** The U.S. Commercial Service of the U.S. Department of Commerce will offer a unique way for U.S.

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firms to optimize their participation in the world's largest and most prestigious medical technology and equipment show.

The **Corporate Executive Office (CEO) at MEDICA 2008** provides the ideal opportunity to:

- Showcase your product to over 137,500 "trade only" visitors from 85 countries.
- Expand your business to Europe and the world.
- Meet the finest partners, agents, distributors and customers from the 4,960 exhibitors.
- Strike business deals without the expense of an exhibition booth.

As a CEO participant you will receive:

- **Full access to the CEO Business Center:** a shared office center directly on the show floor with a comfortable work area. You will have a table with four chairs, unlimited Internet access, telephone, fax, and a photocopy machine available. Reception and hospitality service will also be provided.

- **A dedicated multilingual personal assistant** will work exclusively with you during the show to arrange a daily schedule of meetings with high-potential business partners, agents, and/or buyers.

- **Advanced promotion to top local contacts in more than 32 countries in Europe and beyond.** Commercial specialists in the U.S. Embassies and Consulates will distribute a brochure (in English and German) where your company and products will be prominently featured. This brochure will also be distributed at MEDICA and other medical trade shows. Interest in your company will be captured (and sent to you) and matchmaking appointments will be arranged for you with visitors to MEDICA at the CEO.

- Complimentary promotion and listing on the **official MEDICA portal** at <http://www.medica.de> and on the websites of our U.S. Commercial Service offices throughout Europe. Through these powerful tools, you will keep your company and its products in front of MEDICA customers and international businesses all year long!

- **Individualized counseling and market strategy discussions** with US Embassy commercial specialists as part of the Showcase Europe Medical Showtime program.

- A MEDICA admission pass and show catalog (a \$100 value).
- Local accommodation listings and other useful travel information.

The participation fee for this program is **\$4,900 for four days**. **Fees do not include travel, lodging or incidentals.**

Contact:

Jeanne Townsend

Senior International Trade Specialist

(410) 962-4518

Jeanne.Townsend@mail.doc.gov

OHA HealthAchieve

November 3-5, 2008

Toronto, Canada

Contact: Pierre.Richer@mail.doc.gov

If you play an important role in health care, this show is a 'must attend' for you. See the latest in technology, listen to some of the most dynamic leaders in our industry and participate in sessions covering many of the issues facing health care today.

Sao Paulo International Dental Fair

January 26 – 29 2009

Sao Paulo, Brazil

Contact: Jefferson.Oliviera@mail.doc.gov

AEEDC – Indexubai Dental Conference and Arab Dental Exhibition

March 10 – 12, 2009

Over the past years, the AEEDC has witnessed a continuous growth of this ultimate dental gathering in the Middle East, which covers the whole region as well as North Africa. In 2006, AEEDC[®] Dubai successfully celebrated its 10th anniversary. Statistics depict that AEEDC[®] Dubai 2006 has attracted 450 major companies from 63 countries, with over 3,600 dentists attending the conference and a record number of 15,725 professional visitors from 113 countries. The overall feedback from all the attendees was extremely outstanding and encouraging.

NPEW – Natural Products Expo West

March 5-8 2009

Anaheim, CA

Contact: Allan.Christian@mail.doc.gov

The U.S. Dept. of Commerce's U.S. Commercial Service and New Hope Natural Media invite U.S. companies at Natural Products Expo West 2009 (NPEW) to meet one on one with our U.S. Commercial Service Trade Specialists attending the show from Brazil, Bulgaria, Canada, the Czech Republic, Japan, the Philippines and South Korea. Showtime meetings can be arranged at your NPEW booth on the show floor or at the Global Business Resource Center at NPEW. Showtime appointments with our Commercial Specialists offer U.S. companies information and business counseling on the market opportunities, trade and consumer trends, market regulations and product registration for U.S. natural products in each of these countries.

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To participate in our Showtime program, please register at the following website - <http://www.buyusa.gov/eme/expowest2007.html>¹

Telecom

Contact: Louisa Chiang

The International CTIA WIRELESS 2009 Convention

April 1-3, 2009
Las Vegas, Nevada

Contact:

Sarah Bublitz
Marketing Assistant
202-736-3245
Sbublitz@ctia.org

The International CTIA WIRELESS event represents the fastest growing, most dynamic segments of the telecommunications industry: wireless, fixed-mobile convergence, broadband communications, Internet, computing and mobile data. Every year, this show draws over 45,000 qualified worldwide attendees, representing 125 countries, including 1,200 exhibitors, and occupying more than 400,000 square feet of exhibit space. The 2009 event is expected to continue this trend. **This three-day major exhibition will take place in Las Vegas, Nevada, at the Las Vegas Convention Center, from Wednesday, April 1, 2009 through Friday, April 3, 2009.**

Safety/Security

Contact: Louisa Chiang

MILIPOL Qatar 2008:

Qatar International Exhibition Centre
Doha, Qatar
November 17-19, 2008

Building on the success of previous years the 7th edition of **Milipol Qatar** will address viable solutions for the Region's governments who are faced with the challenges in the area of internal state security, local community, industrial site security and civil defense. Centrally located in the Middle East, Qatar is home to the U.S. Central Command for the region.

Milipol Qatar, the gateway to the Middle East security market, is a highly effective way of accessing this important market and offers the ideal opportunity to promote your products and services to a high level targeted audience of key decision makers from the region.

In 2006 **Milipol Qatar** featured 245 exhibitors from 36 countries. 3,900 decision makers from 69 countries as well as 170 official delegations from 24 countries. **Milipol Qatar 2008** offers an unprecedented opportunity to enter into or build existing relationships in one of the fastest growing industry sectors today-security and defense.

Kallman Worldwide, Inc., organizers of international trade fairs since 1963, is pleased to have once again been appointed the U.S. agent for **Milipol Qatar**.

For additional information please contact Ellen Demarest, Kallman Worldwide at (201)-251-2600.

Travel and Tourism

Contact: Louisa Chiang

NATIONAL RESTAURANT ASSOCIATION (NRA) HOTEL-MOTEL SHOW

May 16-19, 2009
McCormick Place, Chicago Illinois
Contact: Carol.Rudman@mail.doc.gov

WORLD TRAVEL MARKET 2008

Excel, London
November 10- 13, 2008

Last year, some 4.2 million travelers from the United Kingdom visited the United States, spending more than \$13.3 billion, or \$3,200 per person, and a 23% increase in U.K. arrivals is projected by 2011. 2/3 of the U.K. visitors came to the U.S. on vacation and 1/3 used a travel agency as an information source to plan the trip. WTM - World Travel Market is the U.K.'s premier international event for the travel industry, with some 22,500 travel & tourism professionals attending, more than half of whom are qualified international travel industry buyers as members of the Meridian Club. In addition, WTM is covered annually by over 3,000 members of the international press WTM promotes the United States as the world's premier travel destination in a customer- and user-friendly environment, offering cost-efficient full-service participation alternatives:

Basic Booth

Complete, furnished individual turn-key booth \$8409.22

WorkStation

Complete, furnished shared turn-key booth \$4940.67

Sponsorships & Advertising

Advertising and Promotional Opportunities from \$605

All Discover America Pavilion participation alternatives include listing in the Official Show Catalogue, Exhibitor Pass(es), and access to all Pavilion services.

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