

Upstate New York World Trade News

U.S. Department of Commerce - U.S. Commercial Service

BUFFALO EXPORT ASSISTANCE CENTER

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YOUR PRIVACY IS IMPORTANT TO US! WE MAKE EVERY EFFORT TO MINIMIZE UNWANTED COMMUNICATIONS FROM OUR OFFICE. IF YOU DO NOT WISH TO RECEIVE SIMILAR INFORMATION, PLEASE CALL OUR OFFICE.

BUFFALO EVENTS

World Trade Center Buffalo Niagara

"Automated Export System Seminar"

August 20, 2008 8:30 AM – 12:00 PM

Niagara Center, 130 South Elmwood Ave, Room 423

Speakers: Jim Trubitz, Speed Global Logistics
and Laure Kolb, WTCBN

Cost: \$35

Co-sponsored by the USDOC, Export Assistance Center

To register, go to <http://www.wtcbn.com> (Registration opens July 21, 2008)

ROCHESTER EVENTS

The International Resource Group

"The Arrogance of Intellectual Property"

Tuesday July 22, 2008 11:30 AM - 1:00 PM

The Inn on Broadway, 26 Broadway, Rochester, NY

Mr. Ronald Kareken, Esq., Hiscock & Barclay LLP

For more information, email: irg@rochester.rr.com

Rochester International Business Council

IBC Member Appreciation Networking Event

Thursday July 24, 2008 5:30 PM – 8:30 PM

Non-members welcome

Music, Beverages and Food included

N/C for members, \$35/pp non-members

Artisan Works, 565 Blossom Rd., Rochester, NY

To register, go to: <http://www.RochesterBiz.com/IBC>

INTERNATIONAL BUYER PROGRAM

The USDOC's International Buyer Program (IBP) recruits more than 125,000 qualified foreign buyers, sales representatives, and business partners to attend U.S. trade shows each year, giving your company an excellent opportunity to expand your business globally.

By participating in the IBP, your company will also benefit from:

- Access to hundreds of current international trade leads in your industry
- Hands-on export counseling, marketing analysis, and matchmaking services by country and industry experts from the U.S. Commercial Service
- Use of an on-site International Business Center, where your company can meet privately with prospective international buyers, sales representatives, and business partners and obtain assistance from our experienced U.S. Commercial Service staff.

Upcoming shows include the **Automotive Aftermarket Industry Week** in Las Vegas, the **PowerGen Show 2008** in Orlando, **International Builder Show** in Las Vegas, **ProMat 2008** in Chicago, the **National Hardware Show & Lawn and Garden World 2009** in Las Vegas, and the **International Home and Housewares Show** in Chicago. For a full list of the U.S. Trade Shows that are part of the IBP, go to:

<http://www.export.gov/ibp/ibp.asp?ReportID=IBP>

NEW YORK STATE TRADE MISSION TO EUROBIO 2008

The International Business Council (IBC) of Greater Rochester, in Partnership with Empire State Development and the Economic Development Council, is inviting NY businesses to take advantage of an opportunity to attend EUROBIO 2008. With the assistance of ESD and EDC, the IBC will be hosting a NY Pavilion at this show, providing discounted travel through group rates and pre-arranged appointments for attendees.

More information on the **EuroBio 2008** show can be found at www.eurobio2008.com.

In addition, there will be an opportunity for side trips to Rennes, France and Lithuania for economic forums and to establish trade opportunities.

An informational session will be held on July 16, 2008 from 8:30-10:30 AM for interested parties and conference call in will be available. For those companies only interested in certain 'legs' that are most suitable for their business, the trip can be customized.

For more information, contact Laurie DeRoller at the IBC at 585-530-6220.

UPCOMING USDOC WEBINARS

Update of Mexico's National Infrastructure Program: Upcoming Business Opportunities

Date: July 15, 2008 at 2:00 PM (ET)

Cost: FREE

Register:

http://www.buyusa.gov/mexico/en/infrastructure_registration.html

Understanding and Protecting Your Intellectual Property Rights in India

Date: July 16, 2008 at 2:00 PM (ET)

Cost: \$35

Register:

<https://emenuapps.ita.doc.gov/ePublic/newWebinarRegistration.jsp?SmartCode=8Q4W>

How to Supply to Renault/Nissan

Date: Tuesday, July 23, 2008

Cost: \$95.00

Learn more:

http://www.buyusa.gov/auto/supply_to_renault_nissan.html

Market Opportunities in India (Extended Version)

Date: July 24, 2008 at 9:30 a.m. EDT

Cost: Complimentary

Register:

<https://emenuapps.ita.doc.gov/ePublic/newWebinarRegistration.jsp?SmartCode=8Q76>

Free Trade Agreements (FTAs) — Researching and Interpreting Rules of Origin

Date: July 31, 2008

Time: 12:00 pm ET

Learn more/register:

<https://emenuapps.ita.doc.gov/ePublic/newWebinarRegistration.jsp?SmartCode=8Q6P>

Online Training: Creating and Increasing International Sales and Profits

Price: \$495

Learn more/register: <https://docttuexport.ba.ttu.edu/>

MARKETS OF THE MONTH — GREECE AND VIETNAM

Due to its economic growth and political stability, Greece offers endless opportunities for U.S. companies looking to do business in the Eastern European and Eastern Mediterranean region. Greece is also a "springboard" to the evolving markets in the region thanks to its favorable investment climate.

Whether U.S. businesses are considering Greece for its own market opportunities or as a gateway to the surrounding region, the U.S. Commercial Service is ready to help.

As an emerging market, Vietnam offers an increasing number of opportunities for U.S. exporters and investors. Vietnam's economic growth rate has been among the highest in the world in recent years, expanding by approximately eight percent, while its industrial production has been growing at 14 to 15 percent per year.

The Commercial Service can help U.S. firms take advantage of growing business opportunities in Vietnam.

For more information on these markets of the month, go to:
http://www.export.gov/articles/marketofmonth/mom_greece_vietnam.asp

UPCOMING INDUSTRY SPECIFIC OVERSEAS TRADE EVENTS AND TRAINING COURSES

Complying with the International Traffic in Arms Regulations (ITAR)

Venue: Rolling Meadows, IL

Date/Time: August 13, 2008; 7:30 am – 5:00 pm CT

Register for IL Event:

<http://www.buyusa.gov/midwest/227.html>

Selling to Mexico's Maquiladoras 101

Venue: Nogales, Sonora, Mexico

Date: September 9, 2008

Price: \$125

Learn more/register:

<http://www.buyusa.gov/arizona/maquila101.html>

MSPO International Defense Industry Exhibition

Venue: Kielce, Poland

Dates: September 8-11, 2008

Learn more/register:

http://www.targikielce.pl/index.html?k=mspo_en&s=index

Automechanika 2008

Venue: Frankfurt, Germany

Date: September 16 – 21, 2008

Learn more:

<http://www.buyusa.gov/germany/en/automechanika2008.html>

Africa Aerospace & Defense 2008 Aerospace Executive Service

Venue: Cape Town, South Africa

Date: September 17-21, 2008

Learn More/register:

<http://www.buyusa.gov/florida/safricaaes08.html>

USA Pavilion at Secure Canada 2008

Venue: Ottawa, Canada

Dates: September 30 - October 1, 2008

Learn more:

<http://www.buyusa.gov/canada/en/securecanada.html>

Aerospace, Defense, and Security Trade Mission to Greece and Israel

Venues and Dates: Tel Aviv, Israel: October 5-6, 2008;

Athens, Greece: October 7-11, 2008

Price: \$3,000 per company for one representative

Learn more/apply:

<http://www.buyusa.gov/seattle/defendory.html>

USA Pavilion at Euronaval Naval Defense and Maritime Exhibition 2008

Venue: Paris, France

Dates: October 27-31, 2008

Learn more/register:

<http://www.buyusa.gov/france/en/parisairshow.html>

Aerospace Supplier Development Trade Mission

Venues: Beijing, Shanghai, Suzhou, Guangzhou, and Zhuhai
China

Date: October 26 - November 4, 2008

Learn more/register:

<http://www.buyusa.gov/eme/chinatm.html>

Manufacturing and Technology Trade Mission to Australia

Venue: Sydney and Melbourne, Australia

Date: November 17-21, 2008

For more information contact: Jessica Arnold at 202-482-2026 or Australia.Mission@mail.doc.gov.