



In this issue

Events

Expo CIHAC
Project Qatar
Batimat
Airport Industry Showcase - South Africa
China Building
Japan Home & Building Show
International Housing Conference of the Americas
Canadian Traveling Catalog Show

Trade Leads

Consultants needed for Azerbaijan's Corridor Project
The Largest International Hospital to be built in Beijing
Conceptual designing is needed for Chengdu Project
Urban Regeneration Schemes in Amman
Consultants needed for Indonesian Water Project
Chilean company seeks US exporters
Guangdong to build new Chaoshan Airport
Qatar needs used construction equipment

Market Research

Qatar

For more information
please contact your local
International Trade Specialist

Events

Expo CIHAC 2005

The Expo CIHAC 17th Annual Exhibition and Technical Presentations, is the most prestigious event in Mexico and Latin America for the building, construction and housing industry. Organized by Centro Impulsor de la Construcción y la Habitación, Expo CIHAC 2005 will take place in the Centro Banamex, from 18-22 October 2005, in Mexico City.

The trade event comprises following sectors: basic building materials, scaffolding, structures, prefabricated systems, machinery, equipment, hand and power tools, windows, doors, skylights, glazing systems, hardware, waterproofing systems, insulates, sealers, paints, linings, piping, valves, tanks, equipment, hydraulic accessories, bathroom, kitchens, air conditioning equipment; electrical equipment, elevators, luminaries, accessories, domotics (smart buildings), communications, and security.

U.S. exhibitors will receive on-site support from U.S. Commercial Service, valuable market research, location at the USA pavilion area, access to private meeting and conference space, discounted Embassy rate at several hotels, arrangements for transportation if requested.

The event has been certified by the U.S. Department of Commerce for several years.

Events

Project Qatar 2005

The International Trade Exhibition for Construction Technology, Building Materials, Equipment and Environmental Technology
Qatar International Exhibition Center (QIEC), Doha
18 - 21 September 2005

Project Qatar is a Certified Trade Fair under the U.S. Department of Commerce Trade Fair Certification Program. The exhibition provides American and international exhibitors with real and valuable opportunities to meet buyers and decision makers from Qatar, U.A.E-Dubai, Bahrain, Saudi Arabia, and Kuwait.

- Project Qatar aims at promoting the construction trade and building in Qatar and the region stimulating international relations with Qatari and regional businessmen, industrialists, wholesalers, dealers, specifiers and professionals.
- Exhibitors include both local and international leaders featuring the latest in the construction technology, building materials, equipment and environmental technology.
- The exhibition is spanned over 15,000 square meters of fairground.
- Over 10,000 visitors and industry professionals are expected to attend the show from around the region and the world.
- Project Qatar 2005 provides access to the most lucrative construction market in the Gulf.

Batimat 2005

Batimat 2005 is France's largest international Building Products and Services Exhibition. It will be held at the Paris EXPO, Porte de Versailles from 7-12 November 2005.

Batimat is a truly comprehensive exhibition, covering all aspects of structural work, finishing, decoration, joinery, fenestration as well as the whole spectrum of tools and construction site machinery. With over 2,700 exhibitors from 139 countries and 500,000 visitors expected, the scope of the show reflects its world-wide reputation as an event not to be missed by U.S. suppliers of building products and services.

The U.S. Commercial Service in France will be offering a comprehensive trade promotion program to promote U.S. companies at Batimat 2005. This package includes pre-show promotion, market briefing, targeted business matchmaking with prospective international partners, logistical and special on-site assistance, interpreters, a dedicated business center and meeting room and especially customized marketing assistance to U.S. Pavilion exhibitors for the duration of the show. The U.S. Commercial Service will take care of the details, enabling you to focus on meeting face-to-face with potential customers.

Events

Airport Industry Showcase 2005 - South Africa

The AIS 2005 International Conference and Exhibition, on October 19 - 21, 2005, will provide a forum for African airport procurement decision-makers to meet with regional and international suppliers of products, services and technologies.

The U.S. Commercial Service office in Johannesburg and the International Trade Administration's Aerospace and Defense Technology Team are organizing the Aerospace Executive Service (AES) at AIS 2005. The AES affords lower-cost access to small and medium-sized businesses by allowing them to participate in the Airport Industry Showcase 2005 without taking on the significant expenses of purchasing and staffing booth space.

As the leading air transportation center of Sub-Saharan Africa, South Africa has an extensive and relatively modern air transport and airport infrastructure. However, increased air traffic (resulting from South Africa's growing economy and its hosting of the 2010 World Cup Soccer matches), equipment changes (i.e. new larger aircraft types), and ongoing freight handling upgrades will act as a major stimulus for airport development in South Africa.

The Aerospace Executive Service (AES) package at the Airport Industry Showcase 2005 Show includes:

- Two days of pre-scheduled one-on-one meetings with pre-screened firms.
- One day for follow-up meetings, walking AIS 2005, or for site visits to Johannesburg International Airport, or Lanseria International Airport.
- Floor and Exhibit access to AIS.
- Pre-show briefing with welcome kits.
- Invitation to U.S. Commercial Service reception.
- Onsite coordination by U.S. Department of Commerce staff.

International Housing Conference of the Americas

The National Association of Home Builders is organizing their 3rd International Housing Conference of the Americas, which will be held at the Four Seasons Hotel in Mexico City, November 3-5, 2005. The U.S. Commercial Service in Mexico City will have a booth to counsel U.S. firms, and offer our services.

NAHB and CANADEVI (Mexico's National Industry Chamber for the Development and Promotion of Housing) building on the success of the 2004 conference are again working together to provide a forum for the U.S. and Mexican Housing industries to exchange ideas, information, and technology to help meet the housing needs of both countries. The 3rd International Housing Conference of the Americas is the perfect venue for U.S. and Mexican companies, interested in building relationships and expanding their business, to meet, learn and explore future opportunities.

Events

Japan Home & Building Show 2005

The U.S. Commercial Service of the U.S. Embassy in Tokyo and the U.S. Consulate General in Osaka-Kobe invites U.S. companies to participate in the U.S. Pavilion at the Japan Home & Building Show, formerly Japan Home Show, in Tokyo, November 8 to 11, 2005 and the Home Builders Expo in Osaka, November 17 to 19, 2005.

The Japan Home & Building Show is the largest housing industry trade show in Japan, attracting about 100,000 visitors every year. Exhibiting as a U.S. Pavilion participant is an excellent way to meet knowledgeable industry representatives such as homebuilders, importers and distributors, architects and developers.

In addition to the Japan Home & Building Show 2005, the U.S. Commercial Service will also organize a U.S. Pavilion at the Home Builders Expo Osaka 2005. U.S. companies interested in expanding their sales in the Osaka-Kobe region should consider participating in both of these excellent shows for maximum returns.

China Building 2006

With an 11-year track record, this exhibition is one of the most established events of its kind in Asia, showcasing an extensive array of companies dealing in building construction materials, equipment, and services. China Building 2006 will be held at the China International Exhibition Center (CIEC) in Beijing from February 28 - March 3, 2006.

Currently, Beijing is in the midst of unprecedented level of construction activity, including:

- Investment of over \$3.5 billion in stadiums and facilities for the 2008 Olympics, with nearly \$29 billion in Olympics-related infrastructure development by 2008.
- Real estate investment of over \$33 billion by 2005 with a total market scale of approximately \$60 billion.

Canadian Traveling Catalog Show

The U.S. Commercial Service in Calgary, Toronto and Vancouver will exhibit your company's product literature at three upcoming events: Construct Alberta, Construct Canada, BC Construction. The U.S. Commercial Service will exhibit your product information in our booths and collect leads from Canadian firms interested in using or representing your building products, construction materials or technologies in Canada. The list of these firms will be sent to you after each event for your follow-up.

Exhibit in Canada's premier construction and renovator trade events taking place in three of Canada's Top 2005 Construction Regions.

Construct Alberta	Calgary, Alberta	Nov 15-18, 2005
Construct Canada	Toronto, Ontario	Nov 29-Dec 12, 2005
BC Construction	Vancouver, BC	Feb 8-9, 2006

Save time and money. Maximize your exposure to the most important and leading members of the Canadian construction industry.

Market Research

Qatar

Construction opportunities in Qatar are emerging at a staggering rate. In the 2004-05 budget, the Government of Qatar increased infrastructure spending by 45% and the Government expects to spend more than \$50 billion over the next 10 years on roads, sewerage, power, and basic infrastructure development. Qatar relies heavily on international expertise in the area of architectural, construction, and engineering services. U.S. architectural and construction firms are well placed for business opportunities in this area and garner considerable respect in country.

Roads: There are at least four major projects designed to upgrade major roadways in Qatar. These projects total \$3.5 billion and include the North Highway Upgrade (\$350 million; 150km), the Dukhan Highway Upgrade (\$330 million; 78km), the Doha Expressway (\$800 million; highway and 24 interchanges), and the Qatar-Bahrain Causeway (\$2 billion; 22km). The Public Works Authority administers these projects.

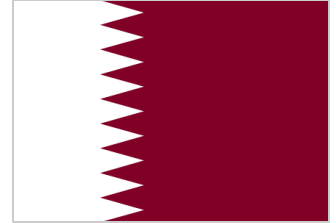
Buildings: There are 140 residential and office towers under construction now in Qatar. Qatar's Tourism Authority announced the construction of nine luxury hotels and residential properties, including resorts and spas, to be built between 2005 and 2007. Major plans are also underway to build a number of residential/commercial "lifestyle cities". Most notably, the \$2.5 billion Pearl of the Gulf project will house 30,000 residents in 7,500 units, making it the country's largest real estate venture. In addition, the 30 square km North Bay Development will include the building of a residential commercial community featuring among other things a theme park.

Airport: The new Doha Airport is expected to become the 5th largest airport in the world, capable of handling 12 million passengers. With 52 contact gates, an Emiri Terminal, shops and restaurants, the airport will cost \$5.5 billion and will be completed by 2009.

Port: Doha's new \$2.5 billion port will be built on a 500-hectare area reclaimed from the sea, four kilometers east of Doha International Airport. The new port will have the capacity to handle three million container ships a year. The new port design concurs with environmental and security standards set by international maritime organizations.

**Qatar - continued**

Other significant construction projects in Qatar include Education City (\$1 billion; Qatar Foundation + Qatar Petroleum), Hamad Medical City (\$600 million; Public Works Authority), Qatar Broadcasting Complex (\$65 million; Public Works Authority), Qatar National Bank Headquarters (\$55 million; Qatar National Bank), Qatar Petroleum Headquarters Complex (\$150 million; Qatar Petroleum), and the Qatar Library (\$125 million, Qatar Petroleum). Local contractors in Qatar recognize the superior quality and performance of U.S. construction equipment. Given the high temperatures and humidity in the Gulf, U.S. air condition manufacturers and equipment suppliers will also find good opportunities in Qatar.



Trade Leads

Consultants needed for Azerbaijan's Corridor Project

The Asian Development Bank has recently approved action for funding on the East-West Road Corridor Improvement Project in Azerbaijan. The Project has four components: (i) reconstruction of 127 km of a two-lane paved road on the Yevlakh-Ganja and Qazakh-Georgian border sections of Azerbaijan's primary east-west road transport corridor, (ii) improvement of ten local roads totaling about 65 km in the project area, (iii) support for road sector reform through institutional strengthening, and (iv) cross-border facilitation at the border with Georgia at Red Bridge. Interested consultants and suppliers should contact their local U.S. Commercial Service office.

The Largest International Hospital to be built in Beijing

After 4 years of preparation, the Peking University International Hospital project was approved by the Beijing Municipal Planning Commission, and plans project the building to start during November 2005, and operation during 2007. Total investment is USD300 million (RMB 2.48 billion), wholly raised by Peking University International Hospital Investment Management Co. Ltd.

This new international hospital is located in Zhongguancun Science and Technology Park of Zhangping District, in the northwest part of Beijing. The hospital will cover 20 hectares, with total construction space reaching 290,000 square meters, and holding 2400 patient beds. The whole building includes one large comprehensive medical center, several specialized treatment centers and one physical exam center.

Conceptual designing is needed for a new residential-commercial project in Chengdu

Sichuan Hua Xing Co., Ltd., is seeking U.S. architects for a new residential project located in downtown Chengdu, China. The project will be consisted of two 29-stories commercial-residential buildings covering a construction area of 55 thousand square meters.

Trade Leads

Urban Regeneration Schemes in Amman

The local Abdali Investment and Development Company (ADIC), a public-private partnership between state-owned National Resources Investment and Development Company Corporation (Mawared) and Saudi Oger, is reviewing bids for site preparation work on its proposed regeneration of the Al-Abdali district in Amman. The Greater Amman Municipality is already carrying out basic infrastructure work leading to new site.

Under the proposed fast-track schedule, the site preparation work will be awarded by the end of the first quarter. Once the basic infrastructure is in place, a number of plots will be sold to investors to develop according to the master plan. The first phase, which is scheduled to be completed by 2008, will include construction of a landmark 55-story tower and the American University of Jordan (AUJ) with associated off-campus housing.

The estimated \$1 billion mixed-use-development, covering 350,000 square meters, is aimed at regenerating Amman. Other elements of the city include the construction of three high-rise towers, shopping centers, high rise office blocks and residential plazas up to 50 floors, plazas and pedestrian passes line with cafés, the King Hussein Memorial Library, performing arts building, a major conference center, commercial and residential areas and medical districts.

Goods and Consultants needed for Indonesian Water Service Project

The Asian Development Bank has approved funding for the Republic of Indonesia for a project to provide rural water supply and sanitation facilities and services to about 1,000 communities in 20 districts in the provinces of West and Central Kalimantan, Jambi, and Bengkulu, combined with capacity building for districts and communities, and sanitation and hygiene behavioral change programs. The project will finance 538 person-months of consulting services to support central project management and 6,256 person months of domestic consultants at the provincial and district levels.

Chilean company seeks US exporters

A Chilean company needs to diversify its current portfolio of suppliers for products aimed at SME businesses. Requirements are for small generators from 0.8kva to 6kva, industrial generators from 7kva to 40kva, electric hammers (Makita/Bosch type), pressure washers, concrete spreaders, vibrators and compactors. This company is located within the Free Trade Zone of Iquique and serves not only the Chilean market, but also Peru, Bolivia and Paraguay. The company currently imports products mostly from China, but needs to introduce a higher quality line of products, ideally made in the U.S.

To the best of our knowledge, the information contained in this report is accurate as of the date published. However, The Department of Commerce does not take responsibility for actions readers may take based on the information contained herein. Readers should always conduct their own due diligence before entering into business ventures or other commercial arrangements

Trade Leads

Guangdong to build new Chaoshan Airport

Recently released by Provincial Airport Administration Group Corp., the Chaoshan Airport project is scheduled to start construction by the end of this year. The site of the subject airport has been selected near Tian'e hill at the border of Paotai Town and Denggang Town in the Jiedong County of Jieyang City. The Group estimates that passengers would reach three million annually after the first 3-5 years of operation. Soon after the new airport is operational, the existing Shantou Airport would be returned for military use.

It was also released that the total investment would reach USD 278 million (RMB 2.3 billion), in which the Provincial Airport Administration Group Corp. would provide 60%, China Southern Airlines 25%, and local Jieyang, Shantou, and Chaozhou governments would cover the remaining 15%.

The location of the new Chaoshan Airport is about 20 km from the downtown areas of Shantou city, Chaozhou City, and Jieyang City. The new airport would be connected by several highways that would also provide convenient transportation network for the east part of Guangdong Province and the southern part of Fujian Province.

Qatar needs used construction heavy equipment

As Doha witnesses a boom in the building and construction sector, the need for heavy equipment and construction material has increased accordingly. HASSANESCO, a trading and contracting company in Doha, is looking forward to importing reconditioned construction heavy equipment from the United States.

The types of reconditioned heavy equipment required by HASSANESCO are excavators, shovels, dozers, and loaders.

Qatar's import regulations regarding the import of heavy equipment stipulate that the age of the equipment, when it reaches Qatar, should not exceed 7 years.

Links

For more trade leads, market research, and export information, please visit:

<http://www.export.gov>

Additional trade resources may also be found at the following websites:

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

<http://www.trade.gov/td/tic/>

<http://www.bis.doc.gov>

<http://lcweb2.loc.gov/frd/cs/cshome.html>