

“Your Gateway to the World”

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MARYLAND GLOBAL EXPRESS

The Newsletter of the
Baltimore US Export Assistance Center

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



August 2007 NEWSLETTER

Edited by Stephen Anderson

BALTIMORE EXPORT ASSISTANCE CENTER OPEN HOUSE: SEPTEMBER 7, 2007



Baltimore U.S. Export Assistance Center will host its 3rd Annual Open House on Friday, September 7, 2007. The Open House will be held at our office at 300 West Pratt Street and followed by a baseball game featuring the Orioles against the Boston Red Sox across the street at Camden Yards.

The Open House is an opportunity to learn about the Center's activities this year and to recognize local businesses with awards for their export achievements. Invited guests include our supporters in the Maryland business community active in U.S. Commercial Service events.

Baseball tickets can be purchased for \$28 and should be done so by August 30, 2007. To register and purchase tickets, please contact Kimberly Robinson by phone (410-962-4539) or email at Kimberly.Robinson@mail.doc.gov.

CHINA SMART: SEPTEMBER 18 WHAT YOUR BUSINESS SHOULD KNOW

On September 18, 2007 in Rockville, Maryland, the U.S. Commercial Service and PNC Bank will present a conference on doing business in China. The event will feature Barry Friedman, the Minister Counselor for Commercial Affairs from the Embassy in Beijing, who will speak about current and emerging issues in China's commercial landscape. A speaker from co-sponsor PNC Bank will be discussing the assessment and management of risk in the Chinese market.

Other speakers will include consultants, legal experts and shipping professionals who will speak on their respective areas of expertise. The day-long event will also feature two local businesses that will share information on their experiences in China. Optional consultations with featured presenters will also be available in the afternoon. For more information and to register, please visit: http://www.buyusa.gov/asianow/chinasmart_mddc.html

Intermediate Deemed Exports Webinar Bureau of Industry and Security August 29: 2 PM EDT

Representatives from the Deemed Exports and Electronics Division will present intermediate-level material on this important national security issue. The presenters will apply basic export controls to the deemed export rule through a technology classification exercise. Included will be a question and answer session to discuss topics such as fundamental research.

Joe Conaty, Export Policy Analyst from the Bureau of Industry and Security, will respond to your questions. International marketing and sales managers, as well as those who specialize in exports are the target audience. Even if you are not yet selling overseas, it's never too late to begin exploring your options.

This webinar costs \$35 and to register, contact Linda.Abbruzese@mail.doc.gov and for questions regarding the program content, please contact oesdseminar@bis.doc.gov

EXPANDING HORIZONS INVESTMENT WORKSHOP FOR MINORITY AND WOMEN-OWNED BUSINESSES

The Overseas Private Investment Corporation (OPIC) will be continuing its workshop series this fall as it hosts "Expanding Horizons: Investment Workshop for Minority and Women-Owned Businesses". OPIC recognizes that minority and women-owned businesses face unique challenges as they enter the international marketplace. Thus, the seminars will allow participants to learn about the challenges and opportunities of overseas investment, U.S. programs that serve to assist minority and women-owned businesses seeking to go global, political risk insurance, accessing capital and OPIC's special products for small businesses.

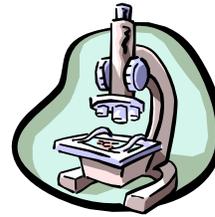
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HEALTHCARE TECHNOLOGIES MISSION

OCTOBER 24 – NOVEMBER 1, 2007

Speakers will include senior government officials from OPIC and other agencies, as well as representatives from businesses currently investing overseas. Networking opportunities will be available and participants will be able to arrange one on one meetings with OPIC officials. The workshops will be hosted in three cities across the country: in Newark, New Jersey on September 27, in Houston, Texas on October 18, and in San Francisco, California on November 15. The registration cost is \$50. For more information about the event and to register, please visit www.trademeetings.com.



You are invited to join the U.S. Department of Commerce's Healthcare Technologies Trade Mission to **Istanbul, Turkey; Amman, Jordan; and Cairo, Egypt**. These markets offer exciting opportunities for U.S. manufacturers of medical equipment to expand their business.

This mission presents unique opportunities, customized options for your company, market overviews, and valuable face-to-face introductions with potential distributors, agents, facility administrators, and purchasing managers.

Space is limited. **Application deadline is August 15, 2007.** For further event information, please visit: ita.doc.gov/doctm/health_turkey_jordan_egypt_1007.html

CHINA-PULSE: SIGN UP AND STAY IN TUNE

The U.S. Commercial Service and the U.S. Embassy in Beijing would like to help you stay up to date on news and opportunities in China by offering a monthly newsletter,

CHINA-PULSE. The newsletter will provide information about current events and trade shows, as well as market research in China's ever-expanding economy. The May 2007 issue focuses on opportunities within China's many Regional Development and Free Trade Zones as well as China's burgeoning domestic logistics markets. The newsletter may be accessed at <http://www.buyusa.gov/china/en/cp0705.html>

CORPORATE EXECUTIVE OFFICE AT MEDICA 2007

At **MEDICA 2007**, held November 14-17, 2007 in Dusseldorf, Germany, the U.S. Commercial Service of the U.S. Department of Commerce will offer a unique way for U.S. 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 2007 provides the ideal opportunity to showcase your product, expand your business to Europe and the world, meet with partners, agents, distributors and customers and make business deals through an exhibition booth.

The showcase expects 136,000 "trade only" visitors from 85 countries. For more information about the CEO program at MEDICA 2007, please contact Tembi Secrist Tembi.Secrist@NOSPAM.mail.doc.gov or Anette Salama Anette.Salama@NOSPAM.mail.doc.gov.

INTERNATIONAL DENTAL EXHIBITION AND MEETING APRIL 4-8, 2008

The International Dental Exhibition and Meeting in Singapore is the most internationally oriented dental trade show in the Asia-Pacific region. The South East Asia region is an especially promising market, where the dental care industry has accelerated rapidly over the last five years. The show provides a high-profile venue for promoting a variety of dental products used by professionals. The exhibition includes all aspects of dental care, repair, prosthetics, dental practice management, furnishings and materials for dental practice and laboratories.

The IDEM has received Trade Fair Certification status from the U.S. Department of Commerce, assuring U.S. exhibitors of U.S. Commercial Service support both in the U.S. and Singapore. For additional information about exhibiting or attending IDEM 2008, please contact Darrin Stern, Koelnmesse Inc. by phone (773) 326-9925 or email at d.stern@koelnmesse.com.

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Selected U.S. Commercial Service 2007 Trade Events

For information on these trade events and seminars, and for more on other international events, visit our trade event directory: www.export.gov/eac/trade_events.asp.

Aerospace

Contact: Stephen Anderson

Asian Aerospace International Expo and Congress

Hong Kong, China
September 3-6, 2007

The Asian Aerospace International Expo and Congress will offer exhibitors and trade visitors the key to Asia, the fastest growing aviation market in the world. Asian Aerospace is expected to become the preeminent global commercial aerospace event, with a renewed focus on all aspects of commercial and business aerospace. The event will also include information about composite materials, ancillary equipment and services. Endorsement by the General Administration of Civil Aviation of China (CAAC) will ensure participation by top Chinese aviation officials.

China Aviation Summit 2007

Beijing, China
September 19-22, 2007

China Aviation Summit 2007, co-organized by C5 China and the Organizing Committee of Aviation Expo China, will bring together leading international aviation industry executives, government regulators and industry associations to discuss developments, challenges and opportunities in China. China Aviation Summit will provide unique insights into opportunities for business development throughout China's Aviation Sector. There will be ample time for networking, including face-to-face meetings with exhibitors from 21 countries and regions across the globe.

NBAA 2007

Atlanta
September 25-27, 2007

The Commercial Service's Aerospace Team plans showtime activities and trade promotion efforts at the 2007 show of the National Business Aviation Association. The Exhibitor Prospectus for NBAA 2007 is now available and CS plans for the show will be publicized in future newsletters.

Inter Airport Europe 2007

Munich, Germany
October 9-12, 2007

At Inter Airport Europe 2007 Commercial Specialists, Juergen Mueller and Moritz Holst, will conduct a pre-show outreach campaign to local German buyers. Working out of the USA Pavilion during the show, the specialists will meet with U.S. exhibitors, provide market input, ad-hoc interpreting, logistics assistance, and one-on-one counseling sessions to assist in finding European representatives. The thirty-year old German event has established itself as the leading trade show for airport equipment, technology and services.

Korea Aerospace and Defense Exhibition 2007

Seoul, Korea
October 16-21, 2007

The aerospace and defense industry is rapidly developing in Korea with the creation of new aerospace technologies and the increased cooperation of overseas companies. The defense industry sector in Korea currently ranks as sixth largest worldwide. The event will consist of both outdoor and indoor exhibitions, demo and acrobatic flights, and aerospace seminars. Hosted at the Seoul Airport, the event boasts 225 exhibiting companies and over 1,000 other visitors.

Dubai Air Show

Dubai, United Arab Emirates
November 11-15, 2007

The Dubai Air Show 2007 will concentrate on showcasing three key developing markets; aircraft interiors, training and simulation, and unmanned systems. The event will feature delegations from both military and civil sectors. Event organizers will also provide resources for successful networking opportunities.

Singapore Air Show

Singapore
February 19-24, 2008

The Singapore Airshow is one of the top three international air shows and is set to build on last year's success. The event will feature a Regional Air Chief conference, an international procurement conference, static aircraft displays, aerobatic flying displays, and an airport pavilion. The show will focus on the Asia-Pacific region, which is the world's fastest growing civil and defense aviation zone.

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Environment

Contact: Jolanta Coffey

HUSUMwind 2007

Husum, Germany

September 18-22, 2007

HUSUMwind, the world's largest wind event, is being held in September in Germany, the world's single largest market for wind energy. The show is projected to welcome 600 exhibitors and 16,000 visitors this year. The Department of Commerce will be providing export counseling services and translator services in the USA Pavilion.

Environmental Trade Mission

Bulgaria, Romania and Turkey

October 1-5, 2007

Bulgaria and Romania, as the newest members of the European Union and Turkey, as an official EU candidate, offer exciting new opportunities to environmental companies looking to expand their business. The U.S. Department of Commerce's Environmental Trade Mission to Bulgaria, Romania and Turkey provides a cost-effective way to meet potential business partners and government decision makers in these fast growing markets.

Enviro-Shiga 2007

Nagahama City, Japan

October 24-26, 2007

The U.S. Commercial Service in Osaka will be organizing a USA Pavilion at the 10th annual, International Environmental Business Exhibition, Enviro-Shiga. The event features a wide range of environmental products and services from water, soil and air treatment to environmental biotechnology and agriculture, environmental civil engineering to monitoring and analysis eco-friendly Products.

IT

Contact: Stephen Anderson

Infosecurity New York

New York, New York

September 11-12, 2007

Infosecurity New York will feature over 175 companies offering the latest technologies in access control, email and network security, intrusion protection, anti-spam and firewall solutions. The event also features unique hands-on education sessions and the brand new Security Operations Center, highlighting the convergence of IT and physical security.

CeBIT

Hannover, Germany

March 4-9, 2007

CeBIT is the world's largest IT and telecommunications trade fair. In 2006, the event featured over 6,200 exhibitors from 70 countries and welcomed more than 430,000 guests. Last year, business worth close to 11 billion euros was facilitated through this internationally prestigious event. Exhibitors from business process, communications, digital equipment and systems, banking and finance, cutting-edge research and public sector divisions will all be represented. For more information, please visit:

www.buyusa.gov/germany/en/cebit.html

Medical

Contact: Jeanne Townsend

ILMAC

Basel, Switzerland

September 25-28, 2007

ILMAC, the Industry Exhibition for Research and Development, Environmental and Process Technology in Pharmaceuticals, Chemicals and Biotechnology, will take place September 25-28, 2007, at the Exhibition Center Basel, in Switzerland. The event has been granted Trade Fair Certification by the U.S. Department of Commerce and is a key opportunity for U.S. firms providing products and services in all the industrial applications of process technology. The exhibitors will include representatives from research and development, piloting, service and process, environmental and safety technology fields.

RICHMAC

Milan, Italy

October 2-5, 2007

Is your company interested in taking part in an Italian trade show? Join the U.S. Pavilion at RICHMAC, the only Italian trade show featuring products, technologies and instrumentation for analytical chemistry, biotechnology, and the physical sciences. For more information, please visit:

<http://www.buyusa.gov/italy/en/richmac.html>

MEDICA 2007

Dusseldorf, Germany

November 14-17, 2007

MEDICA is the largest and most prestigious medical technology show in the world, with over 4,000 exhibitors, and over 134,000 international visitors. The U.S. Commercial Service organizes customized assistance to make the most of your visit to the show, including matchmaking appointments, a personal assistant, European market counseling, and European-wide promotion of your company.

Greater New York Dental Show

New York, New York

November 23-28, 2007

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The Greater New York Dental Show is one of the largest dental congresses in the world. Over 500 exhibitors showcase the newest materials in dental technology and materials on the extensive exhibit floor. This even is part of the U.S. Commercial Service's International Buyer Program.

Safety/Security

Contact: Stephen Anderson

Defense Systems & Equipment International

United Kingdom
September 2007

This event will provide U.S. companies with a major opportunity to explore UK and European defense and homeland security markets. As the world's largest tri-service defense show, with a reputation for hosting high-level military and government delegations from around the world, DSEi is an excellent means of developing contacts, trade leads and sales. A substantial U.S. Pavilion, organized by the Association of the United States Army (AUSA), will also feature at this show.

MILIPOL International Internal State Security

Paris, France
October 9-12, 2007

With more than 812 exhibitors and over 24,000 visitors, MILIPOL Paris is the most prestigious international showcase for expertise in homeland security matters. MILIPOL serves as both a platform for security and law enforcement technology and a meeting place for public and industrial sector leaders. Exhibition areas include computing, mobility, design consultancy and training services, arms, ammunition, optics, optronics, fabrics, uniforms and special equipment.

Community@Security

Utrecht, The Netherlands
October 30- November 1, 2007

This is the largest event in the Netherlands featuring safety and security equipment including burglar alarms, security services, cameras, CCTV, fire alarms and IP.

Safety & Security Asia 2007

Singapore
October 31 – November 2, 2007

Safety & Security Asia covers a wide spectrum of safety, security and anti-terrorism products, and is regarded as the most international safety and security technology and equipment show in the Asia-Pacific Region. The U.S. Commercial Service will provide U.S. exhibitors with matchmaking appointments, a networking reception, and market counseling from our staff throughout Asia.

International Security National Resilience

London, United Kingdom
December 4-5, 2007

The conference and exhibition will provide a unique environment to focus on technological solutions for: intelligence and threat assessment, border and transport security, counter-terrorism, critical infrastructure protection, crisis management and resilience, emergency preparedness and response. The National Defense Industrial Association (NDIA) is organizing a U.S. Pavilion at ISNR for the first time. ISNR is the first European event with official participation by the US Department of Homeland Security.

Airport, Port, and Transport Security Show

London, England
December 4-5, 2007

This show is Europe's leading transport and border security event. The U.S. Product Literature Center will offer American firms the best opportunity to raise their international market profile, test market interest, collect actual trade leads and identify potential partners in the UK and Europe.

Travel and Tourism

Contact: Jolanta Coffey

La Cumbre

Fort Lauderdale, Florida
September 5-7, 2007

La Cumbre – The Americas Summit, is the premier marketplace for travel professionals from throughout the Americas. The U.S. Commercial Service will offer international market counseling, matchmaking, and market research information to U.S. companies.

Southeast Asia Exploratory Mission

Vietnam, China, Malaysia and Singapore
October 5-12, 2007

Learn how to target and benefit from emerging markets by participating in this mission trips organized by the Travel Industry Association and the U.S. Commercial Service. This exploratory mission will put you face to face with key players in the local travel industry and U.S. Embassy officials in each country. Be one step ahead of your competitors and decide for yourself if this market is right for you.

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