

"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>



March 2007 NEWSLETTER

Edited by Antoinette Sooh



TRADE WINDS FORUM: AFRICA, EUROPE & INDIA

MAY 15-16, 2007

Miss a unique opportunity to access
or Commercial Officers from U.S.

Embassies throughout Africa, Europe, and India at the Trade Winds Forum in Arlington, VA. Each of the Senior Commercial Officers is in a unique position to deliver the most up-to-date information on developing opportunities for U.S. business.

Participants will be able to obtain market guidance through customizable regional and industry panel discussions, and register for private consultations with Senior Commercial Officers to obtain specific market advice for your company.

Space is limited so **act now**. For information about the event including a schedule of events and marketing partner opportunities, please visit: <http://tradewindsforum.com/>

LAUNCH OF FEDERAL INITIATIVE TO ATTRACT FOREIGN INVESTMENT



The U.S. Department of Commerce created a new U.S. Government **Invest in America** initiative in order to promote the United States as a destination for foreign investment. Commerce's Invest in America initiative will highlight the advantages of investing in the United States. The initiative will have three key responsibilities:

- Outreach to the international investment community
- Serve as an ombudsman in Washington, D.C. for the concerns of the international investment community as well as work on policy issues that affect attractiveness of the U.S. to foreign investment
- Supporting state and local governments engaged in foreign investment promotion

To learn more about the **Invest in America** initiative, visit:
<http://trade.gov/investamerica/>.



EXPORT REGULATIONS WORKSHOP

BALTIMORE, APRIL 17, 2007

The U.S. Commercial Service is pleased to announce a one-day workshop on **Export Regulations: Ignorance of the Law is No Excuse**. The workshop will take place at the Cruise Terminal at South Locust Point in Baltimore, Maryland.

This one-day intensive seminar will cover major elements of the Export Administration Regulations (EAR) enforced by the Department of Commerce and the International Traffic in Arms Regulations (ITAR) managed by the Department of State.

Speakers will include experts from the Department of Commerce, Department of State, other governmental agencies, the private sector and the State of Maryland Department of Business and Economic Development.

Topics will include:

- When do I need an Export License?
- Obligations under EARs and ITARs
- Overview of Application Procedures
- Regulatory Requirements Relating to Technology, Software and Encryption
- New Rules Involving Countries of Diversion Concern
- Ensuring Compliance and Consequences of Non-Compliance
- Practical Case Studies and Ask the Experts

For more information, please visit:

<http://www.acteva.com/booking.cfm?bevaID=131419> .

WEBINAR SERIES: EXPORT FUNDAMENTALS

Interested in refining your export management skills? The Minneapolis office of the U.S. Commercial Service developed a series of web-based seminars that will **help your business enter and expand in the international marketplace**. Don't miss out, sign up today. For more information please visit:
<http://www.communityseason.com/Web/Navigate.aspx?goto=UsExportWebEvents>.

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MARKET OF THE MONTH: SAUDI ARABIA

The Saudi economy is growing rapidly. Since 2002, Saudi Arabia has enjoyed a budget surplus every year and the country carries large cash reserves. Saudi Arabia is the largest free market economy in the region and is expected to produce more than two-fifths of the GCC (Gulf Cooperation Council) GDPs in 2006. Per capita GDP was expected at \$15,000 in 2006, up 15 percent from 2005. The current population of Saudi Arabia is 23 million people.

The Saudi government has announced large infrastructure projects entailing total investments of **\$283 billion** over the next three years. These projects will offer tremendous opportunities for U.S. companies to tap into this large market. Saudi Arabia remains the U.S. largest trading partner in the Middle East and the 16th largest worldwide, while the U.S. tops other country investors in Saudi Arabia. Total bilateral trade between the United States and Saudi Arabia in 2006 was estimated at \$38.4 billion.

Best prospects for U.S. companies:

- Oil and Gas
- Petrochemical
- Power
- Security
- Telecom/Information Technology
- Medical equipment
- Architecture/Engineering
- Railroad/Automotive/Aviation
- Franchising
- Pollution Control

To view the complete market of the month report please visit:
http://www.export.gov/articles/Saudi_MoM.asp



HEALTHCARE TECHNOLOGIES MISSION

OCTOBER 24 – NOVEMBER 1, 2007

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

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

Space is limited. **Application deadline is August 15, 2007.**

For further event information, please visit:

http://ita.doc.gov/doctm/health_turkey_jordan_egypt_1007.html

BUSINESS SECURITY SEMINAR AT SMITH SCHOOL

The seminar on **Global Security and Enterprise Resilience** will explore the

Global Security

security implications of globalization for business and their impact

Enterprise Resilience

APRIL 12 & 13, 2007

on enterprise resilience and competitiveness. The key purpose of the seminar is to help improve organizational capacity to respond to emergency, catastrophic, and disruptive challenges – whether natural, accidental, or deliberate. These challenges are particularly relevant to multinational corporations and government and non-profit organizations.

Executives from business, government, and non-profit organizations, University professors and graduate students are urged to attend. For more information, please visit:

<http://www.rhsmith.umd.edu/ciber/globalsecurity/> or call (301) 405-9575.

APPLY NOW FOR FOREIGN COMMERCIAL SERVICE OFFICER POSITIONS

The U.S. Commercial Service invites you to apply for a position as a **Foreign Commercial Service Officer**. This position is an opportunity to become a diplomat and represent the United States abroad on commercial matters and assist U.S. companies with their international business development worldwide. It is a challenging career both professionally and personally and offers opportunities to learn new languages and live abroad. You will also be required to move to a post in a new country on a regular basis. As an official representative of the United States government in a foreign setting, you must be prepared to support publicly U.S. policy. The application process is a very competitive and lengthy process, but offers an entry into a rewarding career as a Foreign Commercial Service Officer. For official application information, see <http://www.trade.gov/cs/employment.asp>.



FINANCING & INVESTING DEALS IN EURASIA

Don't miss your opportunity to mingle with international bankers, fund managers and representatives of key U.S. Government agencies at one of the most important Business Information Service for the Newly Independent States (BISNIS) events of the year. The seminar will address **financial developments and challenges** of doing business in Eurasia and **identify financial resources for exports and investments in the region**. The seminar is taking place **April 11, 2007** at the Ronald Reagan Building in Washington, D.C. Space is limited so register early.

For registration information, please contact Olga Lutsenko at (212) 829-5724 or visit:

<http://www.bisnis.doc.gov/bisnis/bisdoc/070411BISNISCTECFinanceFlyer.pdf>

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BUSINESS SERVICE PROVIDER SPOTLIGHT

Locate professional business service providers who can help with everything from translating documents to providing the legal support needed to succeed in the international marketplace.

This month, in the spotlight is “**Samuel Shapiro & Company, Inc.**”. Visit the entire Business Service Provider at: <http://www.buyusa.gov/baltimore/bspdirectory.html>



In our 91st year serving our diverse customer base, Samuel Shapiro & Co., Inc. is an international freight forwarding and Customs brokerage corporation striving to be the finest solution for global transportation and regulatory compliance.

Since 1915, Shapiro has helped guide customers through the sometimes-intimidating intricacies of governmental compliance. The hallmark of our strategy is tailoring our approach to each customer. From customized automation and data reporting to matching the best logistics services to customer needs, we bring the solutions designed for you rather than asking you to conform to us.

The new regulatory environment requires a comprehensive and professional analysis of licensing requirements, commodity specific regulations and boycotts, end use considerations, country specific concerns, and associations with noncompliant or illegal entities.

At the same time, more traditional export hurdles like banking and letter of credit processing, census reporting, foreign country requirements, and cost efficient freight forwarding remain. The combination of challenges can be daunting.

Shapiro's team of dedicated export professionals, all of whom are IATA, IMDG & DOT certified, are here to assist you.

With a full-time export compliance department, proficiency in complicated forwarding and banking services, and a business philosophy that marries the best in modern technology with old-fashioned customer service, Samuel Shapiro stands out in the crowd of providers by designing comprehensive yet customer specific solutions.

To find out more about **Samuel Shapiro & Company, Inc.**, please visit the Maryland Business Service Provider Directory: http://www.buyusa.gov/baltimore/bspdirectory.html?bsp_cat=78000000&bsp_id=9

JUST IN: MARYLAND'S CHINA "SISTERS"

The Maryland China Business Council (MCBC) presents a panel presentation on Maryland's sister state, city and county relationships with the People's Republic of China. Join the MCBC at Baltimore City Hall on April 18 from 5:30 pm to 8:00 pm. For more information, see <http://mcbc.net/Maryland's%20China%20Sisters.htm>.

SELECTED U.S. COMMERCIAL SERVICE 2007 TRADE EVENTS

For information on these events, and to find out information on other international trade events, contact the Baltimore USEAC at 410-962-4539, or visit our trade event directory: www.export.gov/eac/trade_events.asp

Cross-Sector Events

Contact: Alexander Amdur

Libya Build 07

Tripoli, Libya
May 21-24, 2007

In certifying LIBYA BUILD 07, the Commerce Department recognizes the capability and exhibition experience of the organizer of the U.S. Pavilion, International Trade Fairs Inc., and the potential of this show and African market for U.S. building exports. Exhibiting at a certified fair can free you of many exhibition concerns and provide you with excellent pre-

show and on-site support to help you make sales. In addition, International Trade Fairs Inc. provides an excellent U.S. Pavilion. Commercial staff from the U.S. Embassy in Libya will be available at the exhibition to assist participating U.S. firms with their export needs, generate leads, and facilitate contacts between exhibitors and business visitors.

USA Week – Dakar

Dakar, Senegal
June 4-8, 2007

Senegal offers exceptional possibilities for American companies interested in entering the West African market. With its capital city Dakar at the westernmost point of Africa, Senegal is the gateway to the continent. If you are a company looking at the Senegalese market and at neighboring countries (Mali, Mauritania, Guinea and Guinea Bissau) representing forty million consumers, this event is the best marketing decision you can make and it will help you leverage your investment. The event will promote U.S. products and services in nine different sectors, from construction equipment, computers and peripherals, to franchising, telecommunications, wastewater management and power generation

Americas Competitiveness Forum

Atlanta, Georgia
June 11-12, 2007

This event is aimed at improving on the region's competitiveness. Business leaders will participate in roundtable discussions that will showcase creative and effective programs in four tracks: 1) creating solutions in

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education and workforce development; 2) sparking and sustaining innovation; 3) designing successful global supply chain strategies, and 4) fostering small business development and growth. Attendees will have an opportunity to be involved in interactive discussions and explore cutting edge ideas designed to spark innovation, increase economic prosperity and enhance the competitiveness in the Western Hemisphere. There will be networking opportunities with senior government officials from the Western Hemisphere, business visionaries, nonprofit and education leaders. For more information, see <http://trade.gov/competitiveness/acf/>

Aerospace

Contact: Stephen Anderson

Latin America Aero & Defense (LAAD) and Aviation Expo 2007

Rio de Janeiro, Brazil
April 17-20, 2007

LAAD and Aviation Expo are Latin America's key events for the defense and aerospace sectors, with military, aerospace, and defense decision makers from throughout Latin American and the world. The U.S. Commercial Service is providing the Aerospace Executive Service, which includes customized business meetings, exhibitor access to the trade show, a product literature display at LAAD, country briefings and logistical support during the trade mission program.

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.

Architecture/Engineering

Contact: Alexander Amdur

U.S.-Canada Architectural/Engineering Partnering Seminar

Vancouver, British Columbia, Canada
April 23, 2007

U.S. architectural/engineering firms that participate in this U.S. Commercial Service event will gain direct access to Canadian architects and green building industry contacts that are interested in business partnerships in Canada to pursue projects in Canada, the United States, or in other international markets.

Energy

Contact: Alexander Amdur

All-Energy '07

Aberdeen, Scotland
May 23-24, 2007

All-Energy is the UK's largest renewable energy trade shows, and for the first time, incorporates H2 '07, the Hydrogen and Fuel Cells 2007 Conference. Over 250 companies exhibited at the 2006 All-Energy show. The U.S. Commercial Service is organizing a Product Literature Center and Business Information Office to give you a cost-effective presence at the show.

Environment

Contact: Jolanta Coffey

American Water Works Association's ACE 07

Toronto, Canada
June 24-28, 2007

The U.S. Commercial Service's Environmental Team will be providing extensive international programs, including foreign buyer and Canadian distributor matchmaking, and international market counseling, at ACE 07 to reach the over 500 water and wastewater company exhibitors.

IT

Contact: Stephen Anderson

CommunicAsia /BroadcastAsia 2007

Singapore, Singapore
June 19-22, 2007

CommunicAsia 2007, and co-located Broadcast Asia 2007, are the most well-established and comprehensive telecommunications & IT events in Asia. CommunicAsia is an excellent platform for U.S. Information and Communications Technology (ICT) companies interested in selling to Asia. Value added services to be provided for U.S. exhibitors include show time, matchmaking, a briefing for US exhibitors, networking events, welcome kits and market reports. USFCS Singapore will also staff a business information booth at the fair.

Medical

Contact: Jeanne Townsend

Medtrade West

Las Vegas, Nevada
April 25-26, 2007

Medtrade offers a marketplace of over 500 exhibiting companies with new products and business solutions from the leading manufacturers of mobility, respiratory and durable medical equipment. Part of the U.S. Commercial Service's International Buyer Program, which brings foreign buyer

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delegations to meet with exhibitors, and provides international market counseling from our domestic and foreign industry specialists.

Zoomark International

Bologna, Italy
May 10-13, 2007

This rapidly growing sector offers excellent opportunities for American companies. Zoomark International, a biennial show specializing in products and accessories for pets, is the largest pet products show in Italy, the second most important pet exhibition in Europe, and one of the leading shows in the world for this sector.

Clinical Laboratory Expo

San Diego, California
July 15-19, 2007

This annual meeting of the American Association of Clinical Chemistry expects more than 600 companies displaying products and services for clinical laboratories - the premier marketplace and largest exposition of its kind in the world. Part of the U.S. Commercial Service's International Buyer Program.

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, process, and instrumentation for analytical chemistry, biotechnology, and the physical sciences. For more information, please visit: <http://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

One of the largest dental congresses in the world, with an extensive exhibit floor with over 500 exhibitors showcasing the newest materials in dental technology and materials. Part of the U.S. Commercial Service's International Buyer Program.

Safety/Security

Contact: Alexander Amdur

ISC Brazil

Sao Paulo, Brazil
May 2-4, 2007

ISC Brazil is the most important electronic security show in Brazil where manufacturers from around the globe exhibit the latest technologies in the electronic security industry. The U.S. Commercial Service will facilitate business meetings to U.S. companies visiting or exhibiting at the show.

Safety & Security Asia 2007

Singapore
October 31 – November 2, 2007

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

Airport, Port, and Transport Security Show

London
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 US Commercial Service will offer international market counseling, matchmaking, and market research information to US companies.

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U.S. COMMERCIAL SERVICE WEBINAR SCHEDULE

Date	Time	Topic	Cost	Register/Contact
4/3/07	8:00 PM	Finding New Customers in Hong Kong and Pearl River Delta	\$25	https://emenuapps.ita.doc.gov/ePublic/newWebinarRegistration.jsp?SmartCode=7Q1L
4/4/07	11:00 AM	Classifying Product for Import/Export	\$35	http://www.communityseason.com/Web/Navigate.aspx?goto=UsExportWebEvents
4/17/07	1:00 PM	Selling Medical Equipment to Mexico	\$85	http://www.buyusa.gov/healthcare/sa_medequip.html
4/17/07	7:00 PM	Safety and Security Logistics Issues	FREE	http://www.supplychainwebinar.worldtrademag.com/
4/18/07	11:00 AM	Managing Transportation & Logistics	\$35	http://www.communityseason.com/Web/Navigate.aspx?goto=UsExportWebEvents
4/18/07	11:00 AM	Healthcare Opportunities in Turkey, Jordan and Egypt	\$25	http://www.buyusa.gov/healthcare/turkeyjordanegyptweb.html
4/18/07	12:30 PM	ILMAC: Switzerland and the Greater Basel Area's Dynamic Biotech, Chemical and Pharmaceutical Industries	FREE	http://www.buyusa.gov/healthcare/ilmacweb.html
4/18/07	TBD	Common Mistakes with Customs Procedures and Paperwork in Mexico	FREE	Manuel.Velazquez@mail.doc.gov
4/19/07	2:00 PM	Canadian Medical Devices Regulation	\$50	http://www.buyusa.gov/canada/en/medicaldevicesregulations.html
4/25/07	11:00 AM	Ensuring Payment for International Sales	\$35	http://www.communityseason.com/Web/Navigate.aspx?goto=UsExportWebEvents
5/16/07	11:00 AM	Finding International Distributors & Agents	\$35	http://www.communityseason.com/Web/Navigate.aspx?goto=UsExportWebEvents
5/16/07	TBD	Dos and Don'ts of the NAFTA Certificate of Origin	FREE	Manuel.Velazquez@mail.doc.gov
5/30/07	TBD	Logistics Technology	FREE	http://www.supplychainwebinar.worldtrademag.com/
5/31/07	11:00 AM	Protecting Intellectual Property Overseas	\$35	http://www.communityseason.com/Web/Navigate.aspx?goto=UsExportWebEvents
6/12/07	TBD	Finding a Representative in Mexico	FREE	Manuel.Velazquez@mail.doc.gov
6/27/07	TBD	Market Entry Strategies	FREE	http://www.supplychainwebinar.worldtrademag.com/

Future webinars will also be periodically listed at <http://www.buyusa.gov/baltimore/147.html>

Archived Webinars:

Doing Business in India <http://www.export.gov/indiamission/indiawebinarschedule.asp>

China IPR Webinar Series http://www.stopfakes.gov/events/china_webinar_series.asp

Webcasts on Exporting <http://www.globalspeak.com/html/export-gov/webcasts.asp>

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