



# Maryland Export Express

October 2009

## Baltimore Export Assistance Center Celebrates 5<sup>th</sup> Annual Open House

More than 25 Commercial Service Baltimore clients and friends gathered at the U.S. Export Assistance Center on West Pratt Street on September 28<sup>th</sup> to network and honor hometown export success stories. Columbia, MD- based All – American Environmental Services received the Export Achievement Award from CS Baltimore Director Bill Burwell.

Mr. Conaway founded the Columbia, MD based firm in 1993. The small business provides occupational safety, health, and environmental training programs as well as consulting services focused on hazardous waste site operations and emergency response. AAES, a client of the Baltimore-USEAC since 2000, has enjoyed international successes in Abu-Dhabi, Greece, Indonesia, Malaysia, and Singapore—leading to its recent Export Achievement Award.



## Market of the Month: India



With more than one billion people, one of the world's fastest growing economies and a commitment to free-market democracy, India presents lucrative and diverse opportunities for U.S. exporters. As the country develops rapidly, it requires equipment and services for major sectors, such as energy, environment, healthcare, high tech, infrastructure, transportation and defense. Maryland exports to India, mostly in high tech goods, were \$195 million in 2008. Learn more about what opportunities await you in incredible India. [Click Here.](#)

## Are You NAFTA Smart?

**Friday, October 23 8:00 am – 1:30 pm, Hilton Baltimore, 410 W. Pratt Street, Baltimore, MD.** CS Baltimore, PNC Bank, and FedEx have team up to bring you a unique program on export opportunities in Canada and Mexico. This half day event will highlight: hot market opportunities, how to expand your market share, effective use of export financing programs and logistics. Featured speakers include Commercial Service Officers from Ottawa and Mexico City, along with others, to provide you with essential information on increasing or beginning to do business with the NAFTA Free Trade Zone. One-on-one counseling is available upon request. For registration & detailed event info, [Click Here](#). For questions regarding this event, please contact [Bill.Burwell@mail.doc.gov](mailto:Bill.Burwell@mail.doc.gov) or (410) 962-4539.

## Pursuing Government Contracts in Taiwan

**Friday, November 13 8:00 am – 12:00 pm at the Offices of Whiford, Taylor, Preston, 7 St. Paul Street, 19<sup>th</sup> Floor, Baltimore, MD.** Taiwan's recent accession to the WTO's Government Procurement Agreement (GPA) opens a large potential market for U.S. companies wanting to sell to the Taiwanese Government. Join this half-day seminar to gain insight on the GPS, opportunities for U.S. firms, an overview of upcoming infrastructure projects, tendering procedures, tips on navigating Taiwan's business environment, and legal issues pertaining to pursuing Taiwan Government contracts. For detailed event & registration information, [Click Here](#). For questions or more information about the event, please contact [Janee.Pierre-Louis@mail.doc.gov](mailto:Janee.Pierre-Louis@mail.doc.gov) or call (410)962-4582.

The U.S. Export Assistance Center in Baltimore, Maryland is part of the Commercial Service (CS) of the United States Department of Commerce. With a network of offices in the U.S. and in more than 80 countries, the USCS has the global presence and international marketing expertise to help U.S. companies sell their goods and services worldwide. For more information or help growing your export business, contact us at the numbers below.

For the latest export news, real time trade leads and events, follow us on:

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## Trade Winds Forum – The Americas

April 25 – 30, 2010, Sao Paulo, Brazil

One of most lucrative regions in the world for U.S. companies is the Americas. The countries in North America, Central America, and South America bought more than \$525 billion worth of U.S. merchandise in 2008, up 11 percent from 2007. If you are new to the Americas or are looking to tap into new markets, our signature *Trade Winds Forum* is the ideal launching point for expansion throughout the region. This year's Forum will be held in Brazil, a leading U.S. trade partner and the economic engine of South America. For detailed event & registration information, [Click Here](#). For question or more information contact, please contact [Debora.Sykes@mail.doc.gov](mailto:Debora.Sykes@mail.doc.gov) or call 856.722.1032; or [Shannon.Christenbury@mail.doc.gov](mailto:Shannon.Christenbury@mail.doc.gov) or call 704-333-4886

## 2009 National District Export Council Conference

November 3 – 5, U.S. Department of Commerce, Washington, DC

The Maryland and Virginia District Export Councils are hosting the National District Export Council Conference. District Export Councils members are business leaders and professionals who provide expertise to support the U.S. Commercial Service by offering advice on private sector export matters, promoting and sponsoring export-related seminars, counseling businesses on export-related topics and lobbying the U.S. Congress and other legislative bodies in support of export initiatives. Attendees at this year's conference will hear from U.S. Department of Commerce Secretary Gary Locke and participate in discussions on "Global Competitiveness and Its Impact on U.S. Exports." For more information or to register, [Click Here](#).

## U.S. Commercial Service Mini-Booth Program at the Dubai Air Show

November 15 – 19, 2009. Exhibit at the U.S. Pavilion for only \$3500!

The U.S. Commercial Service is recruiting companies for shared exhibit space at the Dubai Air Show. In 2007, its 10<sup>th</sup> Anniversary, the Dubai Air Show attracted over 850 exhibitors, 45, 421 trade visitors, 140 aircraft static displays and a record-breaking order book of \$155.5 billion. Come be a part of the Middle East's foremost aerospace event. To register, [Click Here](#).



## U.S. Commercial Service/U.S. Trade & Development Agency to Help U.S. Firms Power Up India's Renewable Energy Ambitions

India is one of the fastest growing markets for clean energy technologies. By 2012 a seven-fold market increase is expected for renewable power generation of all forms—from \$3 billion today to more than \$21 billion by 2012. Besides wind and hydropower, solar offers the maximum scope for clean energy development in India. India receives solar radiation equivalent to over 5,000 trillion kilowatt hours per year, but had an installed capacity of only three megawatts as of March 2007. India's national solar plan, "Solar India," seeks to make the country a global leader in solar energy through an ambitious roadmap of solar generation, distribution, and implementation targets. U.S. products, technologies and practices, as well as policies, in the solar power industry can serve to promote greater indigenous power production and solar energy development in India. The U.S. Trade & Development Agency is offering a **business briefing in Washington, D.C on November 5, 2009**. For more information or to register, [Click Here](#). The U.S. Commercial Service 2<sup>nd</sup> Solar Trade Energy Trade Mission to India will take place February 14 – 19. For more information or to register, [Click Here](#).

## Exports Live! Real Deals – Real Profits

October 26, Miami, FL; October 27, Houston, TX; November 9, Detroit, MI; November 10, Chicago, IL; November 16, Los Angeles, CA; and Seattle, WA, November 17.

Learn how local business successfully grew their sales with government solutions. This unique trade event is specially designed for small and medium-sized businesses wanting to start or grow their international sales. For more information and to register, [Click Here](#).



## Export Event Calendar

### Upcoming Webinars

#### Webinar: Export Basics: Understanding Export Controls

October 21, 2009 at 3:00 PM EST

Know the law controlling what you can export and to whom. This Webinar covers the legal and practical aspects of: dual-use items under the Bureau of Industry and Security; trade sanctions under the Department of Treasury, Office of Foreign Affairs; and sales to foreign militaries under the Department of State. You will receive the latest information on how to comply with federal law. For more information, please contact Doug Barry at [Doug.Barry@mail.doc.gov](mailto:Doug.Barry@mail.doc.gov). To register, [Click Here](#).

#### Seminar: Export "Trade" Assistance Program: Session 3

October 27, 2009, November 12, 2009, December 3, 2009 all at 8:00 AM EST

This exclusive training program was carefully designed to give business executives the strategies, insights, and a network of contacts necessary to successfully expand their corporate sales around the globe. If you believe exporting could be a part of your growth strategy, these courses will provide you with the hands on tools and the latest information necessary to succeed. You will also learn about available finance and marketing assistance currently available through state and federal agencies. To register, [Click Here](#).

#### Webinar: Census' Foreign Trade Regulations Series

October 27, 2009 at 2:00 PM EST.

Learn about the Foreign Trade Regulations which are mandatory when exporting products overseas. For example, penalties may be imposed per violation of the Foreign Trade Regulations from \$1,100 to \$10,000, both civil and criminal.

This webinar, presented by Census, is one of a series of five webinars which will talk about the legal requirements, filing requirements, the USFPI, types of shipments, filing timeframes and exemptions of the foreign trade regulations. For more information, contact [Linda.Abruzzese@mail.doc.gov](mailto:Linda.Abruzzese@mail.doc.gov). To register, [Click Here](#).

## Green Build Road Show

**November 2, Pittsburgh, PA; November 4, Denver, CO; November 6, San Jose, CA; November 9, San Francisco, CA; and November 10, Phoenix, AZ. Cost: \$50 per person**

Looking to expand your sustainable construction sales? Look to Europe. With strong demand for environmentally-friendly construction materials, energy and water efficient buildings and green design, Europe is a fertile market for U.S. firms. Tap European sales during the Commercial Service's Green Build Road Show showcasing the newest developments in sustainable building and from U.S. companies. For more information and to register your interest, [Click Here](#).

## *Exporter's Resources*

### Starting an Export Business

The [Maryland Small Business Development Center \(MDSBDC\)](#) network is a partnership between the U.S. Small Business Administration and the University of Maryland, College Park. This Partnership links private enterprise, government, higher education and local economic development organizations to provide management training and technical assistance to Maryland's small business. For information on SBDC programs and services, [Click Here](#).

[SCORE: Counselors to America's Small Business](#) is a nonprofit association dedicated to educating entrepreneurs and the formation, growth and success of small business nationwide. SCORE is a resource partner with the U.S. Small Business Administration (SBA). SCORE provides free on-line and face-to-face counseling, mentoring and training. Business help and advice is available to both start-up and existing businesses. For more information on SCORE programs and services, [Click Here](#).

### Export Financing

The [U.S. Small Business Administration \(SBA\)](#) is an independent U.S. Government agency that helps to aid, counsel, assist and protect the interests of small business concerns, to preserve free competitive enterprise and to maintain and strengthen the overall economy of our nation. The SBA helps Americans start, build and grow businesses. Through an extensive network of field offices and partnerships with public and private organizations, SBA delivers its services to people throughout the United States, Puerto Rico, the U. S. Virgin Islands and Guam. For more information on SBA programs and services, [Click Here](#).

The [Export – Import Bank of the United States \(Ex-Im Bank\)](#) is the official export credit agency of the United States. Ex-Im Bank's mission is to assist in financing the export of U.S. goods and services to international markets. Ex-Im Bank enables U.S. companies — large and small — to turn export opportunities into real sales that help to maintain and create U.S. jobs and contribute to a stronger national economy. Ex-Im Bank provides working capital guarantees (pre-export financing); export credit insurance; and loan guarantees and direct loans (buyer financing). No transaction is too large or too small. On average, 85% of our transactions directly benefit U.S. small businesses. For more information on Ex-Im Bank's programs and services, [Click Here](#).

### Trade Leads and Export Events

[Export.Gov](#) provides U.S. exporters with comprehensive U.S. Government information and resources to assist them to plan their international sales strategies and succeed in today's global marketplace. For trade leads, [Click Here](#). For Export Events, [Click Here](#).

### CS Market Research Library

The Commercial Service maintains a comprehensive market research library. Find the information you are looking for on markets for U.S. products and services in more than 80 countries. The Market Research Library is searchable by industry, country as well as keyword. First-time users will be asked to register to obtain a username and password. To access the latest in the CS Market Research Library, [Click Here](#).