

**Maryland Global Express**  
**The Newsletter of the Baltimore US Export Assistance Center**

**MARYLAND GLOBAL EXPRESS**

The Newsletter of the  
**Baltimore US Export Assistance Center**  
**“Your Gateway to the World”**

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

[US Department of Commerce](#)  
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**SEPTEMBER 2008**  
**NEWSLETTER**

Edited by Doug Friedman

**SAVE THE DATE: INDIA**  
**BUSINESS FORUM ON**  
**OCTOBER 27, 2008**

Carmine D’Aloisio, Minister – Counselor for Commercial Affairs at the US Commercial Service in Delhi, India will headline a business forum featuring senior U.S. Department of Commerce officials, EXIM Bank executives and regional business leaders. The event will address current market opportunities, government supported financing programs and emerging business models for India.

Mr. D’Aloisio has worked for the United States Department of Commerce U.S. Commercial Service for more than 20 years. Before his current posting, he was the Minister-Counselor for Commercial Affairs at the American Embassy in Korea. From November 2001 to July 2002 he served as Acting Deputy Assistant Secretary, International Operations. His extensive overseas experience has included assignments in The Philippines, Thailand, Kuwait, Saudi Arabia (Riyadh and Dhahran) and Italy.

The U.S. Commercial Service invites you to discover one of the fastest growing markets in the world. Experts forecast that in the next 15-20 years, 40% of India’s population-more than 400 million people, will enter India’s middle class. Furthermore, India is projected to become a top-ten market for U.S. goods and services by 2009 and to have and maintain a fast growth rate in the world by 2011.

The US Commercial Service currently has seven offices throughout India in: Ahmedabad, Bangalore, Calcutta, Chennai, Hyderabad, Mumbai, and New Delhi.

**Event:** Passage to India – Emerging Business Opportunities  
**Venue:** Gaithersburg Marriott Washingtonian Center  
9751 Washingtonian Blvd, Gaithersburg, MD 20878  
**Date:** October 28, 2008  
**Cost:** \$125

**Registration:**  
<https://emenuapps.ita.doc.gov/ePublic/newWebinarRegistration.jsp?SmartCode=900T>

This seminar will include country experts and industry leaders with proven experience in doing business in India, including:  
Carmine D’Aloisio: Minister-Counselor for Commercial Affairs, U.S. and Foreign Commercial Service-New Delhi, India  
Holly Vineyard: Deputy Assistant Secretary, U. S. Department of Commerce  
Diane Farrell: Member of the Board of Directors, The Export – Import Bank of the United States  
Ron Somers: President, U.S. – India Business Council  
Banashri Bose Harrison: Minister of Commercial Affairs, Embassy of India

For more information, contact: [Janis.Kalnins@mail.doc.gov](mailto:Janis.Kalnins@mail.doc.gov)

**Hotel Information**

Gaithersburg Marriott Washingtonian Center  
9751 Washingtonian Boulevard Gaithersburg, Maryland  
20878 USA

- Phone: 1-301-590-0044
- Fax : 1-301-212-6155
- Sales: 1-301-590-0044

Information on [Driving Directions, Parking, Transportation Services, and Area Airports](#)

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### Selected U.S. Commercial Service 2008 Trade Events

## Trade Winds Forum: Eastern Europe Trade Mission and Business Conference in Warsaw, Poland April 20-22, 2009.

In keeping with OIO-Europe and the Mid-Atlantic Network's continued collaboration, the 2009 program will offer a Pan-European Business Conference, client consultations with Senior Commercial Officers and business-to-business matchmaking meetings with prospective partners from Poland and the surrounding markets of the Czech Republic, Slovakia, Hungary and Lithuania.

Following review by the Trade Events Board, we plan to launch recruitment in September so please be on the alert for additional details from our event team.

We are very excited to be working with the Europe SCOs once again and we look forward to building on our past success in Crystal City (2007) and Turkey (2008) with another successful program in Poland in 2009.

## GALVANIZING MARYLAND RESOURCES TO MEET WATER MANAGEMENT & TECHNOLOGY NEEDS IN ASIA OCTOBER 23RD 7:00 AM - 2:00 PM THE CENTER CLUB, BALTIMORE, MARYLAND, USA

Speakers include:

- The World Bank and U.S. Trade Development Agency
- Biotechnology and Venture Capital leaders
- Industry technology/Sustainability leaders
- Maryland Government & Academic Water Experts

For more info, click [here](#)<sup>8</sup>

## THE CHINA BUSINESS INFORMATION CENTER OF THE US DEPARTMENT OF COMMERCE

EVENT: CHINA EARTHQUAKE RELIEF: REBUILDING SCHOOLS  
SUSTAINABLY WEBINAR

VENUE: YOUR COMPUTER

DATE: SEPTEMBER 22, 2008, 5:30-6:45 PM PT

LEARN MORE/REGISTER:

[HTTP://WWW.BUYUSA.GOV/ASIANOW/CHINAEARTHQUAKERELIEF.HTML](http://www.buyusa.gov/asianow/chinaearthquakerelief.html)

## FEDEx CERTIFIED TRADE MISSION TO INDIA, NOVEMBER 9- 15, 2008

FedEx is sponsoring its first U.S. Department of Commerce-Certified Trade Mission to India, November 9-15, 2008, with stops in New Delhi, Hyderabad, and Mumbai. This trade mission offers a unique opportunity for U.S. firms to launch or expand business in one of the world's most dynamic markets; the mission will put participants in face-to-face contact with Indian business executives, industry decision-makers, government officials, commercial specialists, and others. The U.S. Commercial Service will help participants find partners, distributors, agents and buyers in India. For more information, please visit the mission website:

<http://offer.van.fedex.com/m/p/fdx/ind/trademission.asp>

**International Security Conference:** Attached below is the Announcement Cable for the upcoming **International Security Conference and Exposition** to be held in **Las Vegas, Nevada**, APRIL 1-3, 2009 at the **Sands Expo and Convention Center**. Please promote this IBP event to all your clients, partners and other interested parties. For more information about the show, please visit the show's website: <http://WWW.ISCWEST.COM>.

If you have questions about the event or would like additional information, please contact **Edward Kimmel**, the IBP Project Officer in charge of coordinating this IBP event and he will get back with you as soon as possible.

Thank you in advance for all your efforts and hard work in promoting and recruiting delegations to attend **International Security Conference and Exposition**. As

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always, thanks for supporting the International Buyer Program. We're looking forward to seeing you at the show!

**NEW MARKET RESEARCH:** A short sampling follows - for more info on these & other free reports go to <http://www.export.gov/mrktresearch/index.asp> directly.

Brazil - Anatel Modifies Fixed-Line Operators' Universal Access Obligations  
Brazil - Federal Development Bank Approves US\$146mn to Fund Telecom Carrier  
Brazil - Communications Ministry to Invest US\$17mn in Wireless Internet Solutions  
Australia - IT Security Market  
Canada - Ontario's ICT market  
Canada - Opportunities in Ontario's IT Corridor  
Canada - US-Canada ICT Partnering Seminar  
China - Internet Development  
Czech Republic - Electronic Industry  
Egypt - Tender for 2nd Fixed Line License Postponed  
Germany - Micro- and Nanomanufacturing Market Update  
Hong Kong - Telecommunications & Broadcasting  
Indonesia - Cellular Services  
Italy - ICT Security  
Kenya - Wireless Industry  
Malaysia - Broadband  
Mexico - Fixed, Mobile and VoIP Telecommunications  
Mexico - Sending Samples To Mexico  
Netherlands - Healthcare IT  
Russia - Roadmap for Importing Encrypted Products  
Singapore - Government IT Procurement 2008  
Singapore - Broadband Market  
Singapore - Government-wide Standard ICT Operating Environment  
South Korea - Resource Recycling Policy for Electronic Products  
Taiwan - Worldwide Interoperability for Microwave Access (WiMAX)  
Thailand - Electronic Industry  
Turkey - Digital Broadcast Market  
West Bank - The Palestinian Information & Communications Technologies Sector

### Selected U.S. Commercial Service 2008 Trade Events

#### Energy

Contact: Louisa Chiang

#### **POWER-GEN INTERNATIONAL**

Orlando, Florida  
December 2-4, 2008

POWER-GEN International is the world's largest power

generation event and has been chosen by the U.S. Department of Commerce to participate in the International Buyer Program. More than 17,000 attendees from 75 countries will participate. This year's event will feature 200 speakers on business and technical issues pertaining to the energy, environmental and technology industries and sectors. POWER-GEN will also offer in-depth pre-conference technical courses and opportunities for new product and services launches.

For more information contact:

Sarah Syverson, Event Manager  
POWER-GEN International  
1421 S. Sheridan  
Tulsa, OK 74112 USA

Tel: 918-832-9343

Fax: 918-831-9729

Email: [pgievent@penwell.com](mailto:pgievent@penwell.com)

Graphics of America, Feb 26-28, 2009

#### **INTERNATIONAL EVENTS:**

for more info on these and other upcoming programs, go to <http://www.buyusa.gov/siliconvalley/intl.html>

South Africa - Aerospace Executive Service (AES) at Africa

Argentina - Expo-Comm Argentina September 26

France - Forum de l'Electronique September 30 - October 03

Japan - Japan Aerospace 2008 October 01 - 05

Turkey - CeBIT Bilisim Eurasia 2008 October 07 - 12

Switzerland - WORLDDIDAC Basel 2008 October 29 - 31

China - PT/Expo Comm Telecom October 21 - 25

Austria - Trends in Telecoms November 13

United States - IAAPA 2008 November 18 -21

Germany - Electronica 2008 USA Pavilion November 11 - 14

France - SCS Automation December 09 - 12

Germany - Systems 2008 October 21 - 24

China - 2008 Int'l Printed Circuit & Electronics Assembly Fair

December 05 - 07

#### **Aerospace**

#### **EUROSATORY**

#### **EURONAVAL**

#### **Naval Defense and Maritime Exhibition**

*Paris-Le Bourget, France*

*October 27-31, 2008*

Euronaval is the leading international trade fair for naval defense. Since 2002, it has expanded its scope to the maritime sector and industrial activities associated with State actions at sea. The last edition of Euronaval, in October 2006, featured 345 exhibitors from 27 countries, 31,100 professional visitors, and 85 official delegations. Euronaval remains the meeting-place for decision makers in the defense world and is a must in

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exhibitions devoted to naval defense. Equipment and materials featured at the show include:

**Territorial Defense:** Force Projection, Peacekeeping, through lifeLogistic support, Training

**Maritime Safety State Actions At Sea:** Maintaining public order, Combating illicit trading, Fisheries enforcement, Life saving at sea, Surveillance of shipping lanes, Pollution prevention and control, Hydrography, oceanography

**Satellite Navigation:** Navigation applications, Transmissions, Position fixing, Tracking identification, Surveillance, Early warning

Kallman Worldwide International (KWI) is organizing the USA National Pavilion at this event. For more information, please contact: Ellen Demarest, tel: (201) 251-2600; e-mail: ellend@kallman.com

### **Environment**

Contact: Jolanta Coffey

For more Environmental Technology events visit <http://www.buyusa.gov/environmental/upcomingevents.html>.

### **Medical**

Contact: Jeanne Townsend

Check out the Healthcare website:

[www.buyusa.gov/healthcare](http://www.buyusa.gov/healthcare)

Check out the new Clinical Research published on:

**Japan, 2008 AACC Market Brief 03/01/2008**

**Malaysia, Clinical Diagnostics 04/01/2008**

**Philippines, Clinical Laboratory Products 03/01/2008**

### **Corporate Executive Office (CEO) at MEDICA 2008**

*Dusseldorf, Germany*

*November 19-22, 2008*

At **MEDICA 2008** 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 2008** provides the ideal opportunity to:

- Showcase your product to over 137,500 "trade only" visitors from 85 countries.
- Expand your business to Europe and the world.
- Meet the finest partners, agents, distributors and customers from the 4,960 exhibitors.
- Strike business deals without the expense of an exhibition booth.

As a CEO participant you will receive:

• **Full access to the CEO Business Center:** a shared office center directly on the show floor with a comfortable work area. You will have a table with four chairs, unlimited Internet access, telephone, fax, and a photocopy machine available. Reception and hospitality service will also be provided.

• **A dedicated multilingual personal assistant** will work exclusively with you during the show to arrange a daily schedule of meetings with high-potential business partners, agents, and/or buyers.

• **Advanced promotion to top local contacts in more than 32 countries in Europe and beyond.** Commercial specialists in the U.S. Embassies and Consulates will distribute a brochure (in English and German) where your company and products will be prominently featured. This brochure will also be distributed at MEDICA and other medical trade shows. Interest in your company will be captured (and sent to you) and matchmaking appointments will be arranged for you with visitors to MEDICA at the CEO.

• Complimentary promotion and listing on the **official MEDICA portal** at <http://www.medica.de> and on the websites of our U.S. Commercial Service offices throughout Europe. Through these powerful tools, you will keep your company and its products in front of MEDICA customers and international businesses all year long!

• **Individualized counseling and market strategy discussions** with US Embassy commercial specialists as part of the Showcase Europe Medical Showtime program.

• A MEDICA admission pass and show catalog (a \$100 value).

• Local accommodation listings and other useful travel information.

The participation fee for this program is **\$4,900 for four days. Fees do not include travel, lodging or incidentals.**

#### **Contact:**

**Jeanne Townsend**

Senior International Trade Specialist

(410) 962-4518

[Jeanne.Townsend@mail.doc.gov](mailto:Jeanne.Townsend@mail.doc.gov)

### **The 12th Healthcare Industry Forum (HIF), organized by Beijing Pharma and Biotech Center (BPBC),**

*Beijing, China*

*Oct. 22nd-24th, 2008*

The annual **HIF**, beginning in 1997, boasts the most influential high-level forum, with a long history in the

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healthcare industry, and it has maintained its motto to “Analyze industry situation, Solve developing problems, Construct healthy future”. For eleven years, the HIF has been dedicated to bringing together VPs, CEO's and executives of both China/Beijing and western companies for inspirational communications and collaborations. The thoughts and opinions emerged on the HIFs witnessed the development of the Chinese biopharmaceutical industry, which makes HIF become an important windows for Chinese biopharmaceutical industry to look into the global market. The 12th HIF will be under the theme of “One World One Standard”, consisting of a plenary session open to 400-500 participants, a co-located event for about 100 participants and 2 parallel roundtables for up to 40 invited participants

### Itinerary will include:

*Co-Located Event- ABO Partnership Meeting  
Leveraging Your Competitiveness with Our Capability  
October 23rd, 2008(Thursday)*

*Roundtable I- Technology Transfer Summit  
Process Management, Escorting the Technology Transfer  
October 24th, 2008(Friday)*

*Roundtable II- BioCapital China Summit  
October 24th, 2008(Friday)*

### Safety/Security

Contact: Louisa Chiang

#### **SEGURSHOW SAFETY AND SECURITY**

*Caracas, Venezuela  
October 29-31, 2008*

SEGURSHOW 2008 is the most important specialized business forum for the Safety & Security industry in Venezuela. This annual event promotes U.S., European and Latin American products and services related to fire, safety, automation, and security. More than 3,500 executives of the safety and security industry, are expected to visit. SEGURSHOW 2008, which is sponsored by the National Fire Protection Association, the International Fire Service Training Association, the American Society for Industrial Security, the Latin American Security Association, and the Venezuelan Security Association. The U.S. Commercial Service at the U.S. Embassy in Caracas (CS Caracas) strongly supports the event as well.

For More Information: Contact: Ms. Betty Castro, at [Betty.Castro@mail.doc.gov](mailto:Betty.Castro@mail.doc.gov) Tel: (58 212) 907-8398; Fax: (58212) 975-9653. Website: [www.buyusa.gov/venezuela](http://www.buyusa.gov/venezuela).

### **MILIPOL Qatar 2008:**

Qatar International Exhibition Centre  
Doha, Qatar  
November 17-19, 2008

Building on the success of previous years the 7<sup>th</sup> edition of **Milipol Qatar** will address viable solutions for the Region's governments who are faced with the challenges in the area of internal state security, local community, industrial site security and civil defense. Centrally located in the Middle East, Qatar is home to the U.S. Central Command for the region.

**Milipol Qatar**, the gateway to the Middle East security market, is a highly effective way of accessing this important market and offers the ideal opportunity to promote your products and services to a high level targeted audience of key decision makers from the region.

In 2006 **Milipol Qatar** featured 245 exhibitors from 36 countries. 3,900 decision makers from 69 countries as well as 170 official delegations from 24 countries. **Milipol Qatar 2008** offers an unprecedented opportunity to enter into or build existing relationships in one of the fastest growing industry sectors today-security and defense.

Kallman Worldwide, Inc., organizers of international trade fairs since 1963, is pleased to have once again been appointed the U.S. agent for **Milipol Qatar**.

For additional information please contact Ellen Demarest, Kallman Worldwide at (201)-251-2600.

### Travel and Tourism

Contact: Jolanta Coffey

#### **ITB Asia 2008**

*Suntec, Singapore  
October 22- 24, 2008*

ITB Asia, the three day B2B trade show and convention, will have its debut October 22 to 24, 2008 in Singapore and will focus on Asia buyers. Outbound buyers of medium sized enterprises, as well as suppliers of the Asia-Pacific are joined by exhibitors of the worldwide tourism value chain. For additional information or to apply please visit: <http://www.discoveramericapavilion.com/itbasia2008.html>.

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The Discover America Pavilion at ITB Asia promotes the United States as the world's premier travel destination in a customer- and user-friendly environment, offering cost-efficient full-service participation alternatives:

### **BasicBooth**

Complete, furnished individual turn-key booth

US\$ 3510

### **WorkStation**

Complete, furnished shared turn-key booth

US\$ 2100

### **MeetingPoint**

Meeting space in Pavilion Lounge

US\$ 1200

### **Sponsorships & Advertising**

Advertising and Promotional Opportunities

from US\$ 1500

All Discover America Pavilion participation alternatives include listing in the Official Show Catalogue, Exhibitor Pass(es), and access to all Pavilion services.

## **WORLD TRAVEL MARKET 2008**

*Excel, London*

*November 10- 13, 2008*

Last year, some 4.2 million travelers from the United Kingdom visited the United States, spending more than \$13.3 billion, or \$3,200 per person, and a 23% increase in U.K. arrivals is projected by 2011. 2/3 of the U.K. visitors came to the U.S. on vacation and 1/3 used a travel agency as an information source to plan the trip. WTM - World Travel Market is the U.K.'s premier international event for the travel industry, with some 22,500 travel & tourism professionals attending, more than half of whom are qualified international travel industry buyers as members of the Meridian Club. In addition, WTM is covered annually by over 3,000 members of the international press WTM promotes the United States as the world's premier travel destination in a customer- and user-friendly environment, offering cost-efficient full-service participation alternatives:

### **Basic Booth**

Complete, furnished individual turn-key booth \$8409.22

### **WorkStation**

Complete, furnished shared turn-key booth \$4940.67

### **Sponsorships & Advertising**

Advertising and Promotional Opportunities from \$605

All Discover America Pavilion participation alternatives include listing in the Official Show Catalogue, Exhibitor Pass(es), and access to all Pavilion services.

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