

"Your Gateway to the World"

US Department of Commerce
US & FCS- Baltimore USEAC

300 W. Pratt Street, Suite 300
Baltimore, MD 21201

Office.BaltimoreUSEAC@mail.doc.gov

Tel: 410-962-4539

Fax: 410-962-4529

MARYLAND GLOBAL EXPRESS

The Newsletter of the
Baltimore US Export Assistance Center

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



November 2007 NEWSLETTER

Edited by Jin Kim

THREE COMPANIES RECEIVE EXPORT ACHIEVEMENT AWARDS

The U.S. Department of Commerce recognized LaMotte Company, Vapotherm Inc., and Murray Corporation with Export Achievement Certificates at a ceremony during our recent seminar at Chesapeake College in Wye Mills on October 15. Also in attendance, staff presented letters from Senator Barbara Mikulski, Senator Ben Cardin, and Congressman Wayne Gilchrest to offer special recognition in their excellence of export achievement.

Recently, Commerce has similarly recognized several Maryland companies including Ellicott Dredges, A Division of Baltimore Dredges (2006), Active Data Corporation (2006), The Great Gourmet (2006), Cambridge International (2006), Shore Genetics (2006) and Airpax (2006).

PROTECT YOURSELF FROM CREDIT CARD FRAUDS

U.S. Exports Facilitated by Fraudulent Credit Card Transactions are on the Rise

If you receive a credit card order from Singapore, check its legitimacy before you ship. The U.S. Commercial Service, American Embassy Singapore, has received multiple complaints from U.S. merchants reporting fraudulent credit card transactions committed by companies/individuals purporting to be in Singapore. The initial investigation of the fraudulent transactions has revealed that the shipments are actually being sent to freight forwarders in Singapore and diverted to unknown consignees in neighboring countries. Protect Yourself. Common sense is your best defense. If the order appears "too good to be true" or if you have questions, check it out. If you receive a credit card order from a new customer in Singapore and have any questions immediately contact:

U.S. Commercial Service

Office.Singapore@mail.doc.gov

Tel: [+65] 6476-9037

Fax: [+65] 6476-9080

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.

INTERN SPOTLIGHT LOOKING FOR NEW EMPLOYEES WITH EXPERIENCE IN INTERNATIONAL BUSINESS?

The Baltimore USEAC would like to acknowledge the contribution of **Jin Kim**, our intern for Fall. Jin is graduating in December 2007 with an International Business Degree from Salisbury University's Perdue School of Business. Jin has immigrated to United States in 1995 from Korea and is fluent in Korean and English, Korean being his native language.

At the USEAC, Jin has worked with all the Trade Specialists and played an integral role in assisting USEAC clients with their exporting needs. Jin has coordinated export strategy through research, developed market briefings and assisted in various trade events. Among other responsibilities he coordinates the USEAC newsletter and maintains the client database.

Jin interns with the USEAC 3 full days per week and is an essential part of the staff. Jin is a very sharp, hard-working and dedicated individual with a great sense of humor. With his international background, Jin is an excellent candidate for careers in international business. We would be happy to provide you with copy of his résumé upon request.

Maryland Global Express

The Newsletter of the Baltimore US Export Assistance Center

MARKET OF THE MONTH: PANAMA

Due to its strategic location at the mouth of two oceans, and the meeting of two continents, Panama, has historically served as the crossroad of trade for the Americas. Today the country is not only a maritime shipping and air transport hub, but also an international



trading, banking, and services center. Trade liberalization and privatization over the last several years, along with the hemispheric movement toward Free Trade Agreements, while still in progress, will inevitably increase Panama's global, regional and sub-regional prominence. Panama's dollar-based economy offers low inflation and zero foreign exchange risk. Panama actively seeks foreign investment in all sectors, especially services, tourism and retirement properties. U.S. goods and services enjoy a reputation for high quality and are highly competitive. Panama boasts the highest per capita GDP in the region at around US\$ 4,300 (2006).

Best Prospects for US Company

1. Telecommunications Equipment
2. Construction Equipment & Supplies
3. Travel & Tourism
4. Material Handling Equipment
5. Environmental Equipment/Services
6. Medical Equipment & Supplies
7. Electric Power Systems
8. Hotel & Restaurant Equipment & Supplies
9. Security and Safety Equipment (Niche Markets)
10. Cosmetics and Toiletries (Colon Free Trade Zone)

Read more about Panama's Best Prospects:

<http://www.buyusainfo.net/docs/x-3421748.pdf>

www.export.gov/fta/panama/state

CHINA REDUCATION OF HAZARDOUS SUBSTANCES (ROHS) STANDARD WEBINAR

China RoHS: Scope, Compliance and Factors for Success Webinar

November 7, 1:00-2:15 pm ET

Webinar fee \$35

Background: Organized in cooperation with Underwriters Laboratories, information will detail important "Reduction of Hazardous Substances" regulations that went into effect in March 2007 impacting a wide range of electronic information products and disposal in China. A comparison of similarities/differences to the EU RoHS standard will be made as well as implications for labeling and what a corporation needs to do to comply. Manufacturing and Services, and the Office of China bring their expertise as well.

http://www.buyusa.gov/asianow/chinarohs_webinar.html

DENTAL EQUIPMENT SALES IN CHINA: OPPORTUNITIES BEYOND BEIJING & SHANGHAI

November 19, 7:30-8:45 pm ET

Webinar fee \$50

China's dynamic emerging markets represent great potential for American exporters, and in particular suppliers to the dental equipment industry. Yet, second tier cities such as Tianjin, Nanjing, Shenzhen, and Chongqing are often overlooked as firms rigorously pursue hubs of Beijing, Shanghai and Guangzhou. This program delves into the promising sales opportunities in China's emerging markets for U.S. dental equipment providers, why these second-tier markets are critical to long term market penetration plans, and how to best approach these markets.

https://www.buyusa.gov/asianow/chinadental_webinar.html

MARYLAND INDIA BUSINESS ROUNDTABLE INC. MIBRT

November 27, 7-10pm

Fees: \$75

You are cordially invited to our 3rd Annual Gala & Award Dinner.

MARTINS CROSSWINDS

7400 Greenway Center Drive

Greenbelt, MD 20770

MEET WITH HUNDREDS OF U.S. MEDICAL PRODUCT SUPPLIERS AT MEDICA 2007 IN DUESSELDORF, GERMANY

Once again the United States will be the largest exhibitor group at the upcoming MEDICA show in Duesseldorf, Germany, Nov. 14-17. Over 400 U.S. firms will showcase the latest in medical and healthcare technology. For your information and review, I am attaching the complete U.S. exhibitor list. The U.S. Pavilions at MEDICA 2007 will host over 200 leading American medical and healthcare technology companies showcasing the latest in medical technology and products, diagnostics, E-Health and much more. These cutting-edge companies are looking for agents, distributors and dealers throughout Europe.

Connect directly with these companies at:

<http://www.buyusa.gov/ifp/medica07.html>

Register above and the U.S. Commercial Service at MEDICA will help you connect with exhibitors before, during or after the show.

You are also cordially invited to the traditional U.S. exhibitor reception at MEDICA, where over 200 U.S. firms are looking

Maryland Global Express

The Newsletter of the Baltimore US Export Assistance Center

forward to meeting you. Please join us on Thursday, November 15, in Hall 16, A 05 Medica Media location.

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-nafta.com.

CERTIFIED TRADE MISSION TO SAUDI ARABIA, DECEMBER 1-4, 2007

Director General Israel Hernandez will take part in a Certified Trade Mission, organized by the U.S.-Saudi Arabian Business Council to promote U.S. firms in key sectors: Oil and gas, petrochemicals, mining, construction, real estate development, and education. Space is limited to 15 companies. Recruitment

closes November 2, 2007. Discounts are available to firms applying by October 19, 2007.

Please refer interested clients to Nicole Sanglier, U.S.-Saudi Arabian Business Council, at 888-638-1212, or to the website: http://www.ussabc.org/files/public/Trade_Mission_Flyer_Net.doc

COMMERCIAL SERVICE TRADE MISSION TO SUB-SAHARAN AFRICA MARCH 3-11, 2008

Director General Israel Hernandez will lead a Trade Mission to Accra, Ghana; Lagos, Nigeria; and Johannesburg, South Africa. This is a tremendous opportunity for U.S. exporters seeking an entry into the burgeoning Sub-Saharan regional market. Recruitment closes December 10, 2007. Space is limited to 15 qualified U.S. firms, so please encourage your best clients to apply now! Contact Jessica Arnold (tel: 202-482-2026), Lisa Huot (tel: 202-482-2796), or Mara Yachnin (tel: 202-482-6238). More information, including registration materials and a downloadable flyer, is available on the website: <http://www.export.gov/africamission>

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.

FREE TRADE AGREEMENTS: AN UPDATE

Free trade agreements (FTAs) strengthen the business climate for U.S. companies through the phased elimination of tariffs, improvement of intellectual property regulations, the opening of government procurement opportunities, and the easing of investment rules. Currently, there are nine FTAs in effect that are benefiting U.S. exporters. At present, there are four important free trade agreements awaiting support from Congress. These four FTAs are with Peru, Colombia, Panama, and Korea. Each FTA partner-country except for Peru also has to pass implementing legislation in order for these Agreements to enter into force.

The U.S. Commercial Service is actively engaged in promoting the passage and implementation of the four pending FTAs. In the coming weeks, CS senior officials will be traveling across the country to speak about the importance of FTAs and how implementing these new agreements will strengthen our economy. On Export.gov, the market of the month feature will be promoting the FTA markets under consideration—Peru, Columbia, Panama, and Korea. We will also be hosting webinars, distributing promotional flyers, and utilizing USTR talking points to highlight the opportunities in these markets. We greatly appreciate your support of this very important effort. The four pending Free Trade Agreements—with Peru, Colombia, Panama, and Korea—could have significant effect on U.S. trade.

Maryland Global Express

The Newsletter of the Baltimore US Export Assistance Center

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

U.S. Pavilion at Asian Defense & Security 2007

Bangkok, Thailand
November 7-10, 2007

DEFENSE & SECURITY 2007 will feature state-of-the-art technologies, services and equipment for the Asian military/defense services as well as internal security for land, sea and air. The event provides U.S. manufacturers with exceptional opportunities for sales and networking with Asia's top military decision makers. CS Bangkok is coordinating its support for this event with the organizer, CMP Media (Thailand) Co., Ltd. Both organizations are interested in consolidating U.S. participation (particularly new exhibitors) into a U.S. pavilion. Moreover, CS Bangkok, in order to support U.S. company participation in the fair, will facilitate both market entry counseling and logistics support with CMP Media and the Thai Ministry of Defense (if requested). Assistance with setting up one-on-one meetings with Thai companies will be available for a separate fee. This event has been granted U.S. Department of Commerce Trade Fair Certification.

<http://www.asiandefense.com>

Dubai Air Show

Dubai, United Arab Emirates
November 11-15, 2007

This will be the tenth international aerospace exhibition in the series to take place in Dubai. The 2005 show had 726 exhibitors covering 35,000 square meters in three large exhibition halls on the site adjacent to the airport. There were also 101 aircraft on display, and 35,000 trade visitors attended. The growth in the Dubai Airshow reflects the growth in aviation in the Middle East. The event is supported by His Highness General Sheikh Mohammed Bin Rashid Al Maktoum, UAE Vice President and Prime Minister, Ruler of Dubai and UAE Defense Minister who has provided support and enthusiasm throughout the years as has the Dubai Government, Department of Civil Aviation and the UAE Armed Forces. The Aerospace Products Literature Center contains brochures representing a variety of U.S. companies in the aerospace industry. The brochures are displayed in the Center, and visitors to the center take the brochures of the companies in which they're interested and complete leads

sheets which are then forwarded to the individual companies for follow-up.

<http://www.dubaiairshow.org/airshow07>

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.

DefExpo 2008

New Delhi, India
February 16-19, 2008

India's Defense Exposition (DEFEXPO) is to Land and Naval Warfare Systems what Aero-India is to Aviation and the Air force, sans live demonstrations. A biennial event held at the *Pragati maidan* grounds in New Delhi between 16-19 February 2008 and organized by the Indian Defense Exhibition Organization, DEFEXPO-2004 was clearly India's largest international military exhibition of related systems, covering a display area of 18,000 sq.m and exhibitors from 22 different countries. Although the focus was on Land and Naval Systems, large elements of aviation were also present and these will be covered in extra depth. As with the latter, DEFEXPO-2008 provides an opportunity to view and understand the current trends and technologies of the 21st century Defense Industry.

Farnborough Air Show

Farnborough, United Kingdom
July 14-20, 2008

The Farnborough International Airshow is organized by Farnborough International Ltd (FIL), a subsidiary company of the UK's aerospace trade association, the Society of British Aerospace Companies (SBAC). FIL is focused on delivering an innovative and cost-effective exhibition, maintaining the standing of the show as a world-class event in a competitive global industry. Farnborough International Limited has its permanent headquarters at Farnborough Aerodrome.

Maryland Global Express

The Newsletter of the Baltimore US Export Assistance Center

China - TBD

Looking at a team strategy in China for the coming year; please let me know if you're interested in being involved.

Environment

Contact: Jolanta Coffey

POLECO

November 20 – 23, 2007

Poznan, Poland

Poleco represents one of the largest Central European shows in the technology and devices for water, ground and air protection, noise and vibration control, atmospheric pollution monitoring, wastes (treatment, collection and transport, recycling & utilization, storage), energy, industrial and power industry building, municipal maintenance equipment, environmental organizations and consultancies, specialist publications, investments of local self-governments as regards environment protection.

AQUA-THERM

November 20-24, 2007

Prague, Czech Republic

The trade fair AQUA-THERM Praha that focuses on heating, ventilation, air conditioning, measuring, regulation, sanitary and ecological equipment, has experienced rapid development in recent years. The proportion of foreign exhibitors and visitors is constantly increasing. Last year every ninth visitor and every sixth direct exhibitor was from abroad. Traders came to the trade fair from 22 countries, and exhibitors came from seventeen.

Clean Energy Trade Mission To China & India

January 8-13, 2008 (China)

January 14-18, 2008 (India)

Beijing, Guangzhou, and Hong Kong, China; Kolkata and Bangalore, India

Clean energy technologies have moved to the forefront of energy infrastructure investments in China and India. These two powerhouse economies are seeking to diversify energy sources while reducing carbon emissions in the context of sustained economic growth. Clean energy investments in both nations will be enormous over the next 10 years, so now is the time to enter these important markets...

U.S. companies have the chance to initiate or expand sales in these booming markets when they join the U.S. Department of Commerce on this trade mission to China and India.

Commerce Assistant Secretary David Bohigian will lead the Mission with coordination from Commerce staff in the United States, India, and China.

IT

Contact: Louisa Chiang

Int'l Wireless Communications Expo 2008

Las Vegas, NV

February 27-29, 2008

International Wireless Communications Expo (IWCE) is the one place where all industries and communications professionals come together to share thoughts and ideas on wireless communications technologies. IWCE is the one mobile communications show attracting a multitude of technologies. Presenting you with the information and products that you need to keep pace with the changing regulatory climate and advances in technology. For registrations, contact Registration/Customer service at registration@penton.com

CeBIT

Hannover, Germany

March 4-9, 2008

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

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.

Maryland Global Express

The Newsletter of the Baltimore US Export Assistance Center

Showcase Booth Participation ·Networking and Market Briefing Activities

Greater New York Dental Show

New York, New York

November 23-28, 2007

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.

Arab Health/MedLab Conference 2008

Dubai, U.A.E

January 28-31, 2008

Arab Health

The Arab Health exhibition and congress is the region's premier event for the Middle East bringing healthcare manufacturers, wholesalers, dealers and distributors together with some of the most important and influential decision-makers in the Arab world.

Arab Health touches all aspects of the healthcare industry in the Middle East. Tens of thousands of medical professionals, government officials, wholesalers, dealers and distributors

converge on the Dubai International Exhibition Centre every year for the regions main event for the healthcare industry. There will be something for everyone at Arab Health 2008.

MedLab

It is the largest IVD product show in the region.

As a distinct exhibition area, the MEDLAB is the In Vitro Diagnostics (IVD) area of Arab Health. Of the 43,000 visitors attending Arab Health, 25% (10,000+) have an interest in laboratory products. Of this group, 59% are business (hospital management and distributors) and 41% are medical staff. Linked to MEDLAB is a three-day conference/workshop program in laboratory medicine.

Safety/Security

Contact: Stephen Anderson

Health Achieve 2007

Ontario, Canada

November 5-7, 2007

The U.S. Commercial Service in Canada will participate in the Health Achieve 2007, which encompasses the following activities: exhibition showcase, conference attendance and networking for the benefit of participating U.S. health technology and health service businesses. Program Components include: ·Customized Access - Health Achieve 2007, 3-day Conference (selection) ·U.S. Technology

IAAPA Attractions Expo 2007

Orlando, Florida

November 15-18, 2007

IAAPA ATTRACTIONS EXPO 2007, is the largest show for the amusement and attractions industry, and has been selected to participate in the FY2007 International Buyer Program (IBP). Amusement and attraction industry leaders, decision makers and visionaries gather to view and explore new amenities for their facilities. The show will fill more than 1 million gross square feet of the Georgia World Congress Center in Atlanta. There will be more than 1,100 exhibitors showcasing new products like games and devices, souvenirs, foods and beverages, rides and more. Product categories include, admission/financial equipment, clothing, computer systems/software, construction, consultants, I-tech equipment and services, insurance, participatory play equipment, printing, rides, displays and sets food and beverages, games, gifts/novelties, security equipment, shows/productions, theatrical equipment and more.

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.

Maryland Global Express

The Newsletter of the Baltimore US Export Assistance Center

FDIC Bahrain

Manama, Bahrain

December 9-13, 2007

This is the 2nd time FDIC has been run in Bahrain. This event is a replication of our very successful 77 year old, 30,000 attendee FDIC event in Indianapolis. In Bahrain we expect 5000 visitors from all over the World, predominantly the Gulf States, more than 45% of the exhibiting Companies are directly from the US and a further 25% are US Companies with a local agent. Visitors come from Fire Departments at major industrial Companies as well as Civil Defense Fire Fighters and Fire Officers. The show offers Hands-on training for fire fighters, workshop training and an extensive conference program together with an international 3-day exhibition. We currently have around 40 US exhibitors. Our base for attracting new export minded US Companies comes from our US sales office that also sells exhibition stand space at FDIC Indianapolis. In Indianapolis we attract over 500 Companies. We market to the US Fire industry via brochure, newsletters, press release, advertisements, phone calls, email, fax mailings, direct mail and of course our web site at <http://fdicb07.events.pennnet.com/fl/index.cfm>

Travel and Tourism

Contact: Jolanta Coffey

World Travel Market 2007

November 12-15, 2007

London, England

Staged annually in London under one roof, World Travel Market (WTM) is a must attend, business-to-business exhibition. WTM provides a unique opportunity for the whole global travel trade industry to meet, network, negotiate, conduct business and stay abreast with the latest developments in the travel industry.

Go West Summit

January 21-24, 2008

Colorado Springs, Colorado

The Go West Summit is a marketplace that brings together unique suppliers from the Western U.S. with tour operators looking to expand their tours in the American West region. The Go West Summit has developed into the premier meeting place because of its unique focus and effective format. We provide an intimate business setting structured to give suppliers from a twelve-state, Western U.S. region the opportunity to promote their products and write contracts with tour operators from all the major markets - Asia, Europe, Latin America, Canada, Mexico, Scandinavia and the United States.

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

STAFF DIRECTORY

Bill Burwell
Director
Services, General Manufacturing

Stephen Anderson
Commercial Officer
Aerospace, Defense
Safety and Security

Louisa Chiang
Commercial Officer
Information Technology
Telecommunications
Life Sciences, Education and
Training Services

Jolanta Coffey
International Trade Specialist
Travel and Tourism
Environmental Technology
Energy

Kimberly Robinson
Trade Reference Assistant
General Information
Special Projects

Jeanne Townsend
Senior International Trade Specialist
Healthcare Technologies
Biotechnology & Sporting Goods

Patrick E. Tunison
Chief International Lending Officer
U.S. Small Business Administration, Office
of International Trade

Call us today! 410-962-4539
<http://www.buyusa.gov/baltimore>