

Commercial News

XXVI: 8

The Showcase for American-Made Products and Services

www.export.gov/cnusa

November/December 2005

USA



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Letter to Our Readers

Starting on Page 6 of this issue of Commercial News USA, you can read about the winners of the ThinkGlobal/Commercial News USA Exporter of the Year awards. The awards are given to U.S. companies by ThinkGlobal Inc., which publishes this magazine in partnership with the U.S. Department of Commerce. There are award winners in 14 industry categories, as well as an Overall Exporter of the Year.

The 2005 Overall Exporter of the Year and the winner in the Medical/Scientific category is Brown Medical Industries Inc. of Spirit Lake, Iowa. Brown Medical is a designer and manufacturer of a variety of orthopedic products including cast and bandage protectors, and finger, hand, arm and leg splints.

To be eligible for the award, the companies must currently be exporting from the United States. Winners were chosen based on the total number of documented export deals completed in 2004, total percentage increase in sales in 2004 compared to 2003, exports as percentage of total sales, the company's commitment to exporting, the company's commitment to customer service, and the company's innovation and originality in

marketing products or services.

The success of these firms is indicative of how American companies are working to develop new business around the world. With 95% of the world market outside the U.S., it is important for U.S. manufacturers and service providers to expand globally. The Exporter of the Year awards recognize American exporters who have successfully developed new partnerships worldwide.

In addition to these Exporter of the Year award winners, this issue of Commercial News USA features more than 100 other advertisers. All of these companies are interested in developing new business partnerships. If you are interested in learning more about one of our advertisers, send them a fax or an e-mail. You also can use our new online Reader Service request form located online at www.thinkglobal.us/reader

All the Best,



Gregory Sandler, Publisher
Commercial News USA

Commercial News

November/December 2005

USA

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XXVI: 8

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November/December 2005

USA

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Exporter of the Year Award Winners

ThinkGlobal Inc., publisher of Commercial News USA—the official export promotion magazine of the U.S. Department of Commerce—has announced the winners of its 2005 ThinkGlobal/Commercial News USA Exporter of the Year awards. The awards are given to U.S. companies in each of 14 industry categories.

The 2005 Overall Exporter of the Year winner, and the winner in the Medical/Scientific category, is Brown Medical of Spirit Lake, Iowa. Brown Medical is a designer and manufacturer of a variety of orthopedic products.

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AgraCo Technologies Inc.

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Brown Medical

Overall and Medical/Scientific
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Cévan International

Health & Beauty
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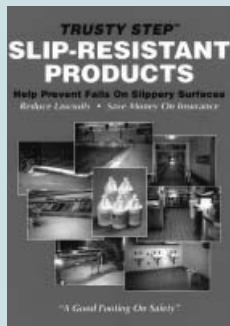
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Golight Inc.

Electrical/Electronics
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Health Enterprises Inc.

Consumer Goods
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Numonics Corporation

Information Technology
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Opinionmeter International

Business Services
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Recreatives Industries

Sports & Recreation
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Environmental
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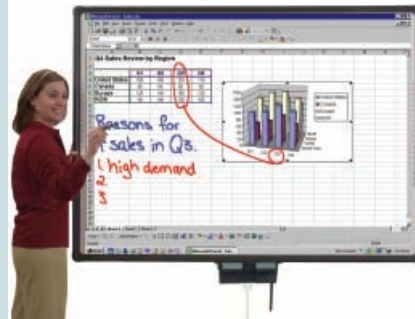
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11312

AgraCo Helps Farmers Grow Better, Longer-lasting Fruits, Vegetables, Flowers

Among its products, Exporter of the Year in the Agriculture category AgraCo Technologies manufactures ethylene removal systems which extend the shelf-life of fruits and vegetables. AgraCo manufactures ethylene removal systems that range from mechanical units for industrial refrigerators and filters for walk-in refrigerators and shipping containers to produce saver sachets which can be placed within individual boxes of fruits and vegetables, flowers or in home refrigerators. The company also manufactures other agriculture-related items such as NitroMax microbial fertilizers, Cleary roach traps and No-Fly Zone™ non-toxic fly traps.

Ethylene gas is a natural gas from the fruits themselves that produces ripening and eventually, spoilage. Removal of ethylene extends the shelf-life of fruit, vegetables and flowers by two to four weeks longer than normal. The ethylene removal systems can be used by anyone who handles such items.

Founded in 2001, AgraCo Technologies began exporting that same year. "Farming takes place somewhere around the world consistently," said company CEO David Webster.

"When we are out of season in the U.S., many overseas markets are just starting their growing season. We believe in exporting and know that we have many needed products. International business may take a little longer to develop, but it is well worth it. Rarely does a sale happen quickly, but in the long term it can be your best business."

The privately-held AgraCo, based in Lafayette Hill, Penn., reported a 34% increase in export sales from 2003. Exports now represent 45% of the company's total sales.



AGS

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10037

Exporter of the Year Award

AgraCo Technologies Has Products That Help You Grow Better Crops, Makes Them Last Longer and Prevents Diseases



"Exporter of the Year" in the Agriculture category, AgraCo Technologies International LLC features a complete line of agricultural and consumer products. Our ethylene removal systems and filters extend the shelf-life of fruits, vegetables and cut flowers. Ethylene gas is a natural gas developed by the fruits and vegetables that produces ripening and eventually spoilage. Our Extend-a-Life filters and Produce & Floral Saver sachets reduce this gas and extend the storage life of refrigerated fruits, vegetables and cut flowers by two to four weeks longer than normal. Some customer tests have shown an increase in life of their tomatoes by 245%, lettuce by 88%, celery by 10% and citrus by 9%.

AgraCo also manufactures Nitro Max microbial fertilizers. This is a natural fertilizer that is good for the environment, safe and easy to use. One gallon diluted with water covers up to 10 acres. Most farmers can reduce their chemical fertilizers by 50% or more and achieve better crops and larger yields.

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Crestcom Franchises: Innovative Educational and Training Systems for Business

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Crestcom produces and conducts video-based, live facilitated training seminars in the areas of leadership, sales and particularly management development. Delivered by authorized distributors and franchisees in more than 50 countries and 23 languages, Crestcom training programs feature world-renowned business authorities including speaker Zig Ziglar, best-selling author Harvey Mackay, sales expert Tom Hopkins, and customer service authorities Patricia Fripp and Lisa Ford.

Crestcom calls its approach to educational training "The Bullet Proof® Manager." The system is a unique combination of live and video instruction that emphasizes involvement, participation and teamwork. It represents a complete departure from traditional training methods and it works with all sizes of organizations from major multi-national giants to small, local organizations.

Founded in 1987, privately-held Crestcom International

began exporting in 1991.

"In a knowledge economy, the greatest service you can deliver is the knowledge of how to better lead and serve people," said Hal

Krause, Crestcom's chief executive officer. "Our corporate motto is 'Trainers to the World.' That is what we deliver worldwide. This award is a great honor to me, our licensees, staff and clients. It validates our commitment to building better managers and leaders worldwide."

The company has reported increased sales from the prior year for the past 12 years. Exports now represent 44% of the company's total sales.



FRA

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Gold Touch: Advanced Plating Systems for Automotive and Other Applications

Gleaming gold or chrome is an attention-getter, whether it's on a motorcycle or on the huge, metallic open shark's mouth that beckons visitors into the Sydney, Australia, Aquarium. Making that gleam even more appealing—and safer to apply—is the mission of Gold Touch Inc. of Cleveland, Ohio, the Exporter of the Year award-winner in the Automotive category.

Gold Touch provides ecologically advanced plating systems for everything from small objects such as jewelry, to larger objects such as motorcycles, automobiles, and yes, that giant shark's mouth in Sydney. The company also provides systems for industrial plating and for plating items that cannot normally be electroplated such as leaves or seashells.

Founded in 1993, privately-held Gold Touch Inc. began exporting that same year. The company reported an increase in total export sales of 390% from 2003 to 2004. Exports now represent 25% of the company's total sales.

"We are successful at exporting for a variety of reasons, including having a sensational product. But a lot hinges on treating and responding to our overseas customers just as we do the customers we have in our own neighborhood," said

GOLD TOUCH I N C

Terry Collins, the company's vice president and general manager. "It takes more time to complete an export sale and our overseas customers appreciate the attention they get from us. Working with a freight forwarder that monitors our shipments closely is also crucial. Many of our export orders arrive as quickly as domestic shipments even though most of our shipments contain hazardous materials."

More information about Gold Touch is available online at www.goldtouchinc.com

SPS

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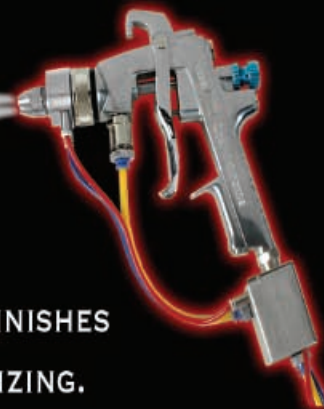
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10578

Health Enterprises Sells Consumer Goods Through International Network of Partners

Health Enterprises Inc., the winner of the 2005 ThinkGlobal/Commercial News USA Exporter of the Year Award in the Consumer Goods category, attributes its international success to developing strong, mutually beneficial partnerships with leading organizations around the globe.



Health Enterprises, Inc.

"As a company, we are committed to developing innovative new products that help improve the lives of people throughout the world," said Glenn Leman, president of Health Enterprises Inc. "In order to get these products to those who need them, we establish partnerships with leading distributors and retailers worldwide."

One such company is Fleming Medical in Ireland, which represents Health Enterprises' in Ireland, and is the company's CE representative for Europe. "Health Enterprises' Acu-Life products offer our pharmacy customers a fantastic range of

fast-moving, niche healthcare products with great margins," said Mark Fleming, the Irish company's president.

Health Enterprises' product line features innovative, consumer products across a number of categories, including medical compliance (pill splitters/crushers), first aid (finger splints/cots, all-natural antiseptic), eye/ear, home health, medical ID jewelry, and lice care.

Currently, Health Enterprises exports its CE-approved product line to more than 45 countries, and continues to seek global partners—especially in Europe and Central and South America.

For more information about Health Enterprises, please contact Mr. Brooke Fishback, international sales manager, at bfishback@healthenterprises.com or send a fax to: + 001-508-695-3061.

MED

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The 2006 FMI SHOW Welcomes Attendees From Around The Globe

Join international retailers, distributors, suppliers, exporters and food industry experts at the world's premier supermarket industry event — the FMI Show, May 7-9, 2006, at McCormick Place in Chicago.

FMI includes five shows in one location: the FMI Show, The U.S. Food Export Showcase, the United Produce Expo and Conference, the Spring Fancy Food Show and All Things Organic.

"International visitors will be particularly interested in the U.S. Food Export Showcase, which will feature producers, processors, and suppliers eager to export American food and beverage products to customers in other countries," said Libby Martin, FMI's director, international membership.

Benefits for International Attendees include:

International Reception. The International Reception on the first day of the show will welcome international attendees and provide opportunities to meet and network with exhibitors interested in exporting. Visitors can meet and mingle with peers and potential business partners, share common concerns, and exchange information and marketing ideas over drinks and hors d'oeuvres.

Group Advantage Program. FMI's International Group Advantage Program makes it easy for international attendees to enjoy special benefits, such as discounted registration rates, exhibitor appointment scheduling and hotel room block assistance for groups of 10 or more. Groups of 30 or more are eligible for group conference suites on the show floor with exhibitor appointment scheduling.

International Trade Center. The International Trade Center at FMI offers an array of services to assist international attendees in exchanging information with peers and in meeting with U.S. suppliers to transact business. Attendees can meet with consolidators to arrange the exportation of products purchased at the show.

Translators. The center will offer translators fluent in Arabic, French, Japanese, Korean, Mandarin Chinese, Portuguese, Russian, and Spanish. Accessible, user-friendly GlobalConnect computers in the Center will allow visitors to access exhibitor product and services listings. Representatives from the U.S. Commerce Department and the U.S.



Department of Agriculture will be available to answer questions and facilitate transactions.

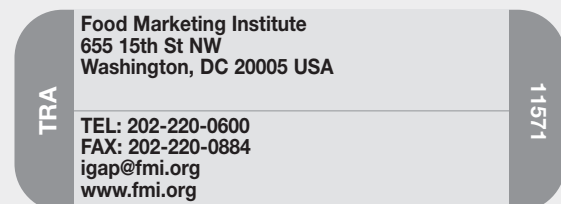
Translation services will be provided for all 'Super' sessions and for "SPEAKS," the state-of-the-industry address.

Education Programs. The FMI Show features a wide range of programs, including Super Sessions, Learning Labs, and Close-Up Sessions. Super Sessions are "big-picture" strategy presentations on current industry trends and issues. Learning Labs are hands-on, tactical discussions where attendees can meet with peers to exchange practical ideas that they can take back to their stores and implement. Close-Up sessions are focused, in-depth explorations of specific industry topics.

Visa Applications and Travel. International industry professionals interested in the 2006 FMI Show should complete an application for a letter of invitation in order for Show organizers to submit visa applications. International visitors are urged to make travel and hotel arrangements as soon as possible.

Information about the 2006 FMI Show, including visa applications and special rates offered through the Group Advantage Program is available at www.fmishow.org or by calling Rachel Alberts at 202-220-0665.

Get your business in shape for the challenges ahead. Register for your spot at the 2006 FMI show today. More information is available online at www.fmishow.org





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- **Group Advantage Program**—receive in-language Show Floor tours, discounts on registration and transportation, and hotel room assistance

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InfoComm 2006 To Welcome International Buyer Delegations in Orlando, June 3-9, 2006

International buyers are already making plans to attend InfoComm 06, the largest event in the professional information communications and electronics arena. The 2006 exhibition will be held in Orlando from June 3-9, 2006.

InfoComm International® and the International Communications Industries Association Inc.® (ICIA), which sponsors the show, announced record participation at InfoComm 05, which was held in Las Vegas in June.

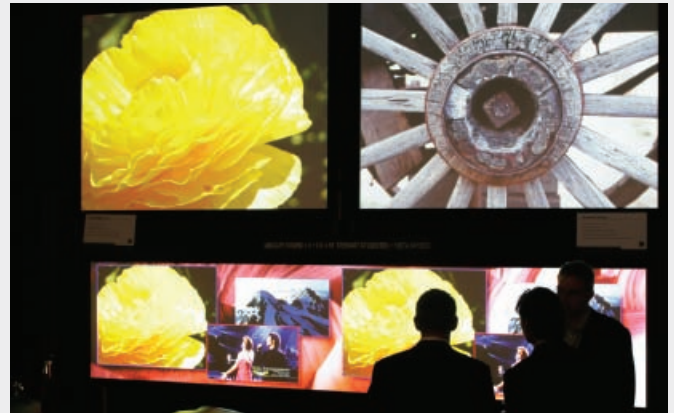
Selected by the U.S. Department of Commerce as an International Buyer Program (IBP) member trade show, InfoComm 05 attracted more than 300 visitors who attended with IBP delegations. Overall, out of a record 26,322 attendees, 4,328 (16%) came from 80 countries around the world.

"The benefits of attending InfoComm are numerous, and international visitors find the conference and exhibition extremely valuable," said Randal A. Lemke, Ph.D., ICIA executive director.

InfoComm is known as a critical trade show for the professional audiovisual industry, offering previews of the latest audio, video, display, projection, conferencing, control, networking and presentation technologies.

"InfoComm 05 mirrors the fast pace of innovations and growth in the AV communications industry," said Lemke. "We introduced new courses and exhibitors this year to address the demand for digital signage, presentations technologies and the residential market as well as audio, collaborative conferencing, streaming media and lighting and staging."

Twenty delegations participated in the IBP program in 2005, receiving red carpet treatment from the moment they stepped off their flights. Additional benefits included complimentary three-day exhibit hall passes, an invitation to the Opening Reception as well as the International Reception, unlimited access to the International Business Center and a matchmaking system to find import and export opportunities.



InfoComm offers the best networking opportunities in the world for international buyers. It provides a forum in which manufacturers, dealers, distributors, consultants and buyers can mingle, discuss business and have fun!

With all the buzz surrounding InfoComm 2005, the 2006 event is sure to be an even bigger hit! Please mark your calendar to join your industry peers in Orlando, Florida, at the Orange County Convention Center, June 3-9, 2006.

Orlando provides an ideal backdrop for emerging industry technologies to take center stage at InfoComm 2006!

Why You Should Attend InfoComm

Groundbreaking Technologies and Innovations

InfoComm exhibitors are always on the cutting edge with the latest in AV technology.

Networking With Your Peers

InfoComm will help you connect with the people and resources you need to make your job easier.

Education and Training

InfoComm is more than just a tradeshow! We offer comprehensive educational courses before and during the show.

InfoComm Welcomes International Delegations

We invite you to contact the Commercial Section of your local U.S. embassy or consulate to join an InfoComm delegation program.



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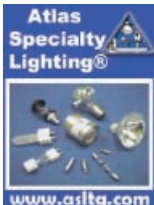
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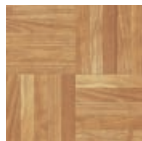
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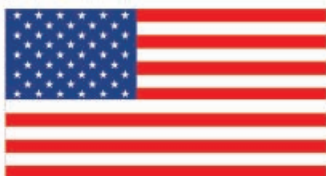
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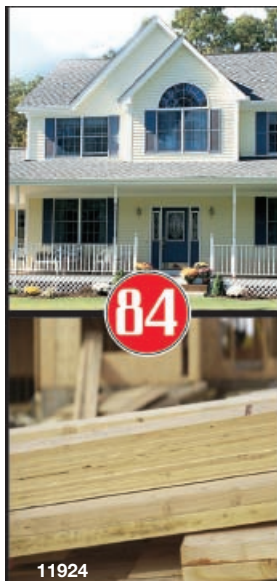
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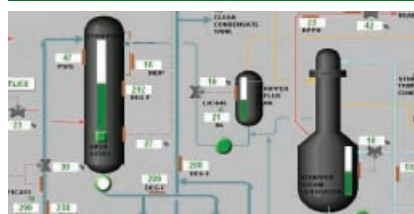
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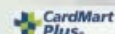
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FasTrackKids: Learning Cleverly Disguised as Fun

Entrepreneurs interested in owning their own business and making a substantial contribution to their community will want to check out FasTrackKids, a worldwide franchise that helps to deliver developmental gains in general knowledge, concentration, problem solving and other educational goals, leading to higher academic performance throughout a child's learning years.

The FasTrackKids system is based on a revolutionary concept in early childhood educational enrichment that encourages creativity and brain development of three to seven year olds; teaches them to apply and transfer knowledge; develops speaking and communication skills; and promotes leadership and personality development.

"It's a fun-filled learning adventure that is highly interactive and includes activities to keep each child's attention focused and lets the teacher concentrate on each child's individual developmental needs," said Jim Gunlock, franchise development manager for FasTrackKids.

The curriculum is delivered via the FasTrackKids Learning Station®, an interactive whiteboard and CD-ROM based lessons in 12 subject areas including traditional subject areas such as mathematics; economics; communication; biology; natural sciences; literature; earth sciences; and speech, drama

& art to more innovative topics like creativity, goals & life lessons, technology, and astronomy. Inventive, original activities enhance the curriculum and children develop self-confidence as they prepare and deliver reports based on the classroom activity in videotaped presentations.

FasTrackKids was established in 1998 and is now one of the fastest growing franchises in the world. FTK has appointed more than 200 licensees in 34 countries. In addition to English, the curriculum has been translated into 10 languages—Arabic, Bahasa Indonesian, Italian, Korean, Portuguese, Mandarin Chinese, Russian, Spanish, Thai and Greek.

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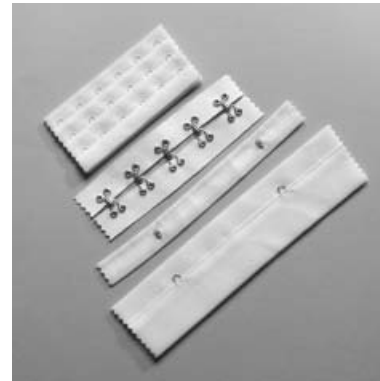
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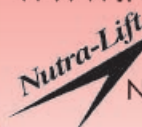


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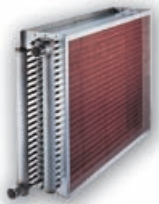
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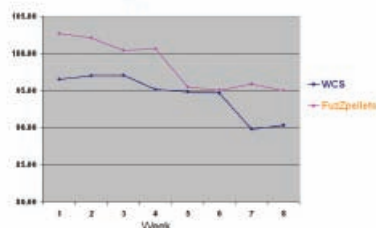


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- ☐ Business Services
- ☐ Consumer Goods
- ☐ Electrical/Electronics
- ☐ Environmental
- ☐ Health & Beauty/Fashion
- ☐ Food/Food Processing
- ☐ Franchising
- ☐ Hotel & Restaurant Equipment
- ☐ Industrial Equipment, Services & Supplies
- ☐ Information Technology
- ☐ Materials
- ☐ Medical/Scientific Products & Equipment
- ☐ Security & Safety
- ☐ Sports & Recreation
- ☐ Telecommunications
- ☐ Trade Shows

1. What is your company or organization's principal business activity?

- ☐ Wholesaler ☐ Dealer ☐ Agent/Broker
- ☐ Industry (Purchasing) ☐ Manufacturer ☐ Service
- ☐ Representative/Distributor ☐ Export Trading Company/Broker
- ☐ Trade Association ☐ Government ☐ Other

2. How many employees work for your company?

- ☐ 1 ☐ 2-10 ☐ 11-50 ☐ 51-100 ☐ 101-500 ☐ Over 500

3. How comfortable are you reading documents written in English?

- ☐ Very comfortable ☐ Comfortable ☐ Somewhat comfortable
- ☐ Not very comfortable ☐ Not comfortable at all

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- ☐ United States ☐ European Union ☐ China
- ☐ South America ☐ Asia Pacific ☐ Mexico
- ☐ Middle East ☐ Canada ☐ Other

5. Do you personally make purchasing decisions?

- ☐ Yes ☐ No

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- ☐ Yes ☐ No (If you check this, skip #7)

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- ☐ 2 ☐ 3 ☐ 4 ☐ 5 ☐ 6 ☐ 7 or more

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- ☐ Very relevant ☐ Somewhat relevant ☐ Not relevant

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