

Commercial News®

XXVII:5

The Showcase for American-Made Products and Services

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September/October 2006

USA

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Official Magazine

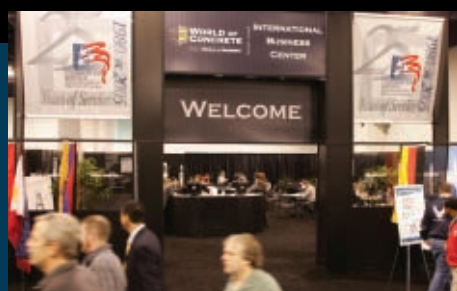
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XXVII:5

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Nominate Your U.S. Partner for an Award

Commercial News USA is now accepting nominations for the 2007 Exporter of the Year awards.

The ThinkGlobal/Commercial News USA Exporter of the Year awards are given to one U.S. company in each of 14 industry categories. An Overall Exporter of the Year winner is also selected.

Winners will be announced in the January-February 2007 edition of Commercial News USA, the official export promotion magazine of the U.S. Department of Commerce.

Winners will be chosen based on the total number of documented export deals completed in 2005, total percentage increase in sales in 2005 compared to 2004, exports as a 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.

A complete list of last year's winners is available online at

www.exporteroftheyear.com. To be eligible for the award, the company must currently be exporting from the United States.

If you would like to nominate one of your U.S. trading partners for an Exporter of the Year Award, please e-mail or fax the name of the company to us. Also, be sure to include the name of a contact person at the company, an e-mail address and a telephone number.

Help us select the 2007 Exporter of the Year winners. E-mail your nomination to award@thinkglobal.us or use our online nomination form at www.thinkglobal.us/award.

Thank you.

All the Best,



Gregory Sandler, Publisher
Commercial News USA

U.S. Department of Commerce, International Trade Administration

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Commercial News®

September/October 2006

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Published for the U.S. Commercial Service by
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A subscription to Commercial News USA is now available by mail. Learn about the latest products and partnerships available from the USA in every issue. Become a subscriber on-line by going to www.thinkglobal.us/subscribe.html or use the reader service form on Page 27.

January 23-26, 2007; Seminars January 22-26

World of Concrete To Host International Buyers in Las Vegas

Join more than 80,000 construction professionals from around the world at the 2007 World of Concrete in Las Vegas, Nevada, January 23-26, 2007; Seminars: January 22-26. The construction industry's largest annual international event features more than 700,000 net square feet of the newest products, ideas and technologies from more than 1,700 exhibiting companies.

"World of Concrete 2007 is one of a select few U.S. trade shows to be chosen by the U.S. Department of Commerce to participate in the International Buyer Program (IBP)," says Senior Show Manager Jackie James. "By partnering with WOC, the U.S. Commercial Service can make a significant contribution to the worldwide attendance in 2007. U.S. embassies, consulates and commercial centers worldwide will promote World of Concrete, help organize delegations and encourage international buyers and distributors to attend. International Visitors who attend through this program will receive free exhibits-only admission and discounted seminar rates."

For more information, contact the nearest U.S. Embassy or Consulate in your country (www.buyusa.gov).



World of Concrete is not only the place to find the newest products, but the place to source new suppliers as well. Product offerings include everything from batch plants, concrete mixing equipment, scaffolding and grout pumps to trucks, loaders, cranes, sawing equipment, business and project management software and more.

The World of Concrete Seminar Program is lauded as one of the finest. More than 10,000 attendees participated in sessions last year. The World of Concrete program is the most in-depth in the industry featuring more than 130 educational sessions in targeted tracks covering everything from Concrete Basics to Decorative Concrete and Business Management Practices. Seminar Master Certificates are awarded to individuals attending four 3-hour seminars in a specific subject track. New this year – 90-minute sessions on "Building Your Business." These sessions will focus on every aspect needed to successfully run and



grow your business. Topics include Field Productivity, Safety, Technology, Legal Issues, Women in Construction, Money Matters, General Business, Sales & Customer Service and more.

World of Concrete features special product and action areas including **The Producer Center**, a dedicated marketplace of materials, equipment, demos and seminars for concrete producers; **Material Handling**, offering trucks, excavators and more for material delivery, distribution, concrete placement and earth moving; **Concrete Repair & Demolition**, housing a display of surface preparation equipment, scarifying, grinding, sawing equipment and other demolition products; **World of Masonry**, showcasing a full range of products, tools, information and technology for masonry professionals; and **Technology for Construction**, featuring the newest products and tools for the commercial construction industry from top Information Technology and systems providers.

Don't miss the Outdoor Action! Each year World of Concrete exhibitors and attendees alike enjoy the entertainment of several popular World of Concrete special events including the exciting Artistry in Decorative Concrete, the competitive Masons' Challenge and more. World of Concrete has action-packed special events to educate and entertain.

For more information about the 2007 World of Concrete event, visit www.worldofconcrete.com

TRA

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AAPEX: The Trade Show for the Global Automotive Aftermarket

The Automotive Aftermarket Products Expo (AAPEX) is the world's largest annual business-to-business event for the \$250-plus billion automotive aftermarket industry. This year's AAPEX will take place Tuesday, Oct. 31, to Thursday, Nov. 2, at the Sands Expo Center, Las Vegas, Nevada, USA.

AAPEX draws the largest number of qualified buyers and sellers from all segments of the automotive aftermarket. It annually greets international visitors from approximately 125 countries, and more than 57,000 buyers including manufacturers, wholesalers, warehouse distributors, jobbers, retailers, independent service providers, technicians, parts stores, manufacturers' reps, exporters, importers and packagers.

Exhibitor participation in AAPEX reached an all-time high in 2005 with 2,060 exhibitors who occupied more than 4,950 booths and 1.2 million square feet of exhibit space. The trade show features every major brand of replacement parts, the largest tool and equipment exhibit of more than 180 companies, suspension and front end products, engines, engine parts and fabricators, paint and body products, heat transfer and mobile air conditioning products and parts, chemicals and lubricants.



Beyond the trade show, a favorite stop for visitors is the AAPEX New Product and Packaging Showcase which displays more than 500 products and unique packaging designs from exhibitors. There are also targeted educational sessions that cover the latest global aftermarket trends and data, and management issues such as growing profits and increasing productivity.

AAPEX participates in the U.S. Commerce Department International Buyer Program. The AAPEX Web site (www.aapexshow.com) is the best source for registration and housing details and complete show information. It offers online registration in seven languages: English, French, German, Japanese, Chinese, Spanish and Portuguese. For hotel accommodations, the Web site has discounted hotel room rates available at 30 Las Vegas hotels that can be reserved by the click of a button. The housing form can also be downloaded and printed for those who prefer this method.



The Web site has a searchable exhibitor list, an interactive floor plan that pinpoints the locations of exhibitors and provides company contact and product information, a description of the AAPEX educational sessions, a schedule of events, a custom itinerary planner and a list of celebrity appearances.

During the show, international visitors are welcomed and encouraged to use the Center for International Commerce and lounge. Interpreters will be available in the center, as well as in the international registration areas, to assist with show information. The center will have computerized product and exporter locator services, meeting space and credit card telephone and fax services. Representatives from the U.S. Department of Commerce and association trade specialists will be on hand and available for consultation.

AAPEX is part of Automotive Aftermarket Industry Week (AAIW), which, in addition to AAPEX, includes the Specialty Equipment Market Association (SEMA) show.

The Automotive Aftermarket Industry Association (AAIA) and the Motor & Equipment Manufacturers Association (MEMA) sponsor AAPEX.

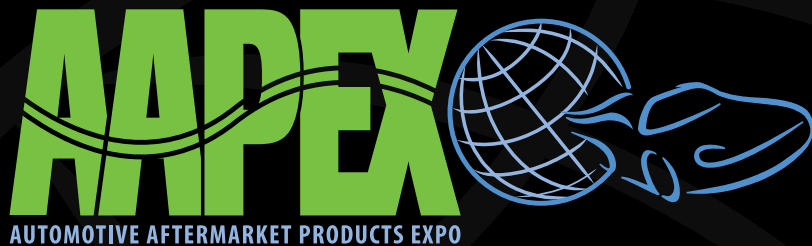
For more information, contact W.T. Glasgow Inc., 10729 West 163rd Place, Orland Park, IL 60467, USA, phone: 708-226-1300, fax: 708-226-1310, e-mail: info@aapexshow.com, Web site: www.aapexshow.com.

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The world's largest business-to-business event
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Every brand of replacement parts, the largest tool & equipment exhibit,
suspension & front end products, engines & engine parts, fabricator/paint &
body products, chemicals & lubricants and much more.

2007 International CES® Set for January 8-11, 2007, in Las Vegas

Experience the Latest in Consumer Technology Innovation for Global Attendees

The International Consumer Electronics Show (CES®), the world's largest consumer technology trade show, is the global launch pad event for the hottest products emerging on the consumer electronics (CE) market. Each year, more than 150,000 industry leaders from more than 130 countries gather at the International CES to experience the latest cutting-edge innovations, network with the "who's who" of the industry and conduct major business deals – all in one location.

For four days in January, it's the place to be for the global CE industry. This year's show dates are Monday through Thursday, January 8-11, 2007 in Las Vegas, Nevada. The 2007 International CES marks the show's 40th anniversary – a major milestone for CES that underscores the show's ability to adapt to the changing needs of the CE industry and to remain integral and relevant for the next 40 years.

In addition, CES continues to reflect the dynamic CE industry by evolving and growing along with the industry. For instance, each CES features more than 20 TechZones – including those focused on hot new industry growth areas such as robotics, consumer VoIP and HD DVD. Since the show's inception in 1967, hundreds of thousands of consumer electronics products have been launched at CES, including trend-setters such as the VCR, CD player, DVD player, HDTV, plasma TV, HD radio and IPTV.



More than 25,000 international attendees from over 130 countries traveled to Las Vegas in 2006 to experience all that the International CES has to offer – hot products, key industry speakers and invaluable networking opportunities. CES welcomes international visitors and more than 60 international delegations with an international attendee lounge, three International Commerce Centers and other customized services described on CESweb.org/international.

The International CES has made its mark as the premier event for fostering international business relationships and fueling the consumer technology industry. Thousands of influential business deals are conducted at CES, covering a wide range of industries including retail, manufacturing, automotive, financial, entertainment and more. CES attendees make up 95% of the U.S. industry's buying power, reinforcing the International CES' global impact.

For the past four decades the International CES has been at the forefront of the ever-changing consumer electronics industry. Want to learn new business strategies for the year ahead? Interested in seeing the hot new products of 2007? Working to develop new partnerships and business deals?

Connect. Engage. Thrive. Businesses succeed when they are represented at the International CES. Will yours? Register today at www.CESweb.org.



Serving as the forum for consumer technology, the International CES attracts top-level industry professionals from around the world, including senior level executives from Fortune 100 companies, renowned venture capitalists, high-ranking U.S. government officials and top representatives from foreign governments.

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2007 International CES®
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www.CESweb.org

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CES®. CONTENT, TECHNOLOGY AND EVERYTHING IN BETWEEN.

The consumer electronics industry is rapidly expanding. From breakthrough products to device entertainment, CES is where the best of the business world gathers each year. See the latest innovations and gain the competitive edge only the world's largest tradeshow for consumer technology can deliver. Register now.

2007 INTERNATIONAL CES® JANUARY 8-11 LAS VEGAS, NV www.CESweb.org



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WIRELESS



The International Builders' Show: February 7-10 in Orlando, Florida

The International Builders' Show®, the largest annual light construction show in the world, attracts more than 100,000 professionals from around the globe. International visitors travel to the show from nearly 100 countries.

The show features more than 1,600 exhibitors from around the world showcasing the latest building products and technologies. A portion of the show's near one million square feet of exhibit space will feature nextBUILD®, formerly techHOMExpo. nextBUILD will feature the next generation of products, services and solutions in automated home management and the latest software for builders. nextBUILD's high-tech focus extends to special education sessions offered during The International Builders' Show.

The International Builders' Show is one of a select few U.S. trade shows to be chosen by the U.S. Department of Commerce to participate in the International Buyer Program. U.S. embassies, consulates and commercial centers worldwide will promote The International Builders' Show, and help organize delegations and encourage international buyers, agents and distributors to attend. International visitors who attend through this program receive a discount on their registration fee. For more information, please contact the nearest U.S. embassy or consulate in your country.

The IBP will also survey exhibitors and international delegates regarding their purchasing and selling interests in order to match exhibitors with prospective buyers.

The International Builders' Show is sponsored by the National Association of Home Builders, the largest building association in the United States, serving more than 230,000 members.

Housing professionals, including home and apartment builders, architects, product manufacturers and those involved in every aspect of residential and light commercial construction are expected to turn out for the event.

Held in one of the largest convention centers in the country, NAHB's annual convention will cover more than 1.5 million gross square feet of space – the equivalent of more than 40 football fields. On display will be the most cutting-edge designs, technologies, products and services available to the home building community, with many exhibitors launching their new products for the year.

The event is the housing industry's largest product showcase, with suppliers spanning more than 300 categories ranging across every niche of the residential and light commercial construction fields. Joining the ranks of such veteran exhibitors as Kohler Co., Whirlpool Corp., Masco Corp. and Andersen Windows are several notable first-time exhibitors with worldwide reach, including Bose Corp., Toyota and CEMEX.

"The International Builders' Show provides a stage for companies to showcase new and exciting products at the largest industry trade show of its kind," said NAHB President David Pressly, a home builder from Statesville, N.C. "The show gives us a preview of the future of our industry and is an event that anyone working in the housing field will not want to miss."

More information about the show is available online at www.BuildersShow.com/International

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Nov. 15 - 18, 2006, Atlanta, Georgia

IAAPA Attractions Expo 2006—Learn What's New in the Amusement and Attractions Industry

The IAAPA Attractions Expo is committed to remaining the leading event in the amusement and attractions industry. This year, exhibitors and visitors will meet at the Georgia World Congress Center in Atlanta for a four-day experience that can't be found anywhere else in the world.

Visitors will have an opportunity to meet more than 300 new suppliers and see hundreds of new products showcased by 1,200 exhibitors.

Features of the show include the IAAPA Attractions Expo exclusive What's New TV channel which will broadcast continuously at the main hotels and at the convention center. It highlights the day's events and the myriad of new products, new people, and new connections.

Also, the What's New Theater has been totally redesigned. This industry billboard showcases the best and newest in attractions, trends, products, facilities and people.

IAAPA Attractions Expo is now part of the International Buyer Program (IBP), organized by the U.S. Department of

Commerce. IBP's network of embassies and commercial posts around the world will facilitate doing business between international attendees and U.S. exhibitors. In addition, the Welcoming Reception will be the perfect environment for networking and meeting new colleagues, both from the U.S. and around the world.

Don't miss this opportunity to increase your revenue by seeing the newest products and services for 2007.

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To attend or exhibit, go to www.iaapaexpo.com



12026

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Your Search Is Over.



Annual Conference and Trade Show of the International Association of Amusement Parks and Attractions

Conference: November 13-17, 2006 | Trade Show: November 15-18, 2006 | Georgia World Congress Center | Atlanta, Georgia USA

Two Special Sections Highlight U.S. Companies

This month's two special sections in Commercial News USA, Medical/Scientific Products & Equipment and Health & Beauty/Fashion, highlight a number of U.S. companies seeking new business partners.

The products shown here are available for immediate export by the U.S. companies who are offering them. Contact information is provided for each of the companies. Contact the American company directly to request more information.

The U.S. Commercial Service will also provide assistance to international buyers and distributors seeking U.S. partners. A list of worldwide offices can be found online at www.buyusa.gov.

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Luster Products Inc. is an African-American owned and operated manufacturer of hair care products for the entire family. Our brands include Pink Oil Moisturizer, hair care for women; Scurl, hair care for men; and PCJ, hair care for children. We also manufacture "Designer Touch," an extensive line of premium, professional salon products sold to hair stylists. We are looking for distributors worldwide. Contact us for further information.



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Medcorp International

Venoscope II Transilluminator

The Venoscope II is designed to safely and effectively locate hard-to-find veins. The Venoscope II utilizes high-intensity dual-wavelength LED lights to illuminate veins, making it safer and easier for medical professionals and their patients. It's light, portable, and effective in many areas including adult, neonatal and pediatric IV therapy, blood draws, sclerotherapy, ambulatory phlebectomy, determining vein size, direction of vein travel, and in the verification of patency of veins.



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Attend a U.S. Trade Show

For a list of upcoming events, visit the International Buyer Program Web page.



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"Rejuvi Tattoo Remover" utilizes a special chemical formula to detach the tattoo color from the skin. It is very effective, simple, economical and less scarring compared with other methods, the company says. It can be used to remove both body tattoo and permanent make-up. The result is considerably better than Laser method, the company adds. PRICE: US\$40/each.



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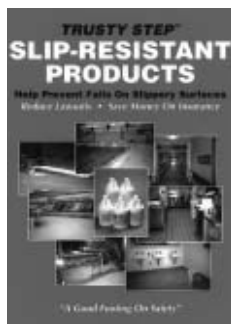
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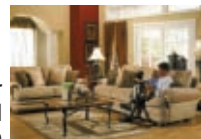
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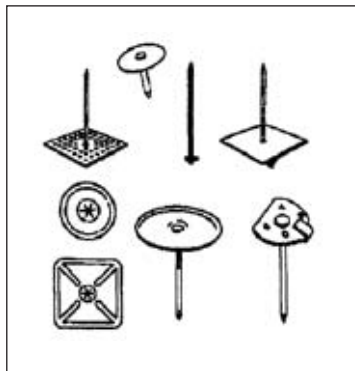
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Exporter of the Year Award for Brown Medical

Brown Medical Industries of Spirit Lake, Iowa, was presented with the ThinkGlobal/Commercial News USA Exporter of the Year™ award from ThinkGlobal Inc., publisher of Commercial News USA, during an international trade event held in Cincinnati in July.

Commercial News USA, the official export promotion magazine of the U. S. Department of Commerce, is a catalog-style magazine distributed to approximately 400,000 readers in 176 countries worldwide. Awards are given to one U.S. company in each of 14 industry categories. Brown Medical Industries, a privately held company, was named Exporter of the Year in the Medical/Scientific category and was also named Overall Exporter of the Year.

Exporter of the Year winners are 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.

To be eligible for the award, the company must currently be exporting from the United States.



Colleen Litkenhaus, Deputy Assistant Secretary of Commerce, U.S. Commercial Service, presented the Exporter of the Year Award to Paul Katzfey, Director of International Sales and Marketing for Brown Medical Industries.

Brown Medical Industries designs and manufactures a variety of orthopedic products including cast and bandage protectors, and finger, hand, arm and leg splints. The company reported that total 2004 export sales increased 38% from 2003. Exports now represent 29% of the company's total sales.

More information about the Exporter of the Year awards is available online at www.exporteroftheyear.com.

Nominate Your U.S. Partner for an Exporter of the Year Award

Commercial News USA is now accepting nominations for the 2007 Exporter of the Year awards.

The ThinkGlobal/Commercial News USA Exporter of the Year awards are given to one U.S. company in each of 14 industry categories. An Overall Exporter of the Year winner is also selected.

If you would like to nominate one of your U.S. trading partners for an Exporter of the Year Award, please e-mail or fax the name of the company to us. Also, be sure to include the name of a contact person at the company, an e-mail address and a telephone number.



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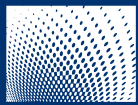


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