

# Commercial News<sup>®</sup>

XXVIII:3

The Showcase for American-Made Products and Services

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May/June 2007

# USA



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XXVIII:3

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May/June 2007

# USA

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In order for you to continue to receive the print copy of the magazine, you must fill out a subscription renewal form. You will notice that a form is included on Page 14 of this issue that asks you to confirm or update your contact information and to provide us with information about your interests.

Because international postal rates are increasing, we can only mail Commercial News USA to readers who request to receive the magazine. It is important that we receive your most up-to-date mailing address and preferences for delivery of Commercial News USA.

We also need to know more about your business interests. This will help us improve the magazine and ensure that we provide you with the relevant information about products and services that you will find useful.

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Thank you.



Gregory Sandler, Publisher  
Commercial News USA

## Commercial News<sup>®</sup>

May/June 2007

USA

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The Business Services Special Section in Commercial News USA, highlights a number of U.S. companies seeking new business partners around the world in this key industry.

The products and services advertised here are available for immediate export by the U.S. companies who are offering them. Contact information is provided for each of the companies. Interested buyers and distributors should contact the American company directly to request more information.

The U.S. Commercial Service also will provide assistance to international buyers and distributors seeking U.S. partners. A list of worldwide offices can be found on-line at [www.buyusa.gov](http://www.buyusa.gov).

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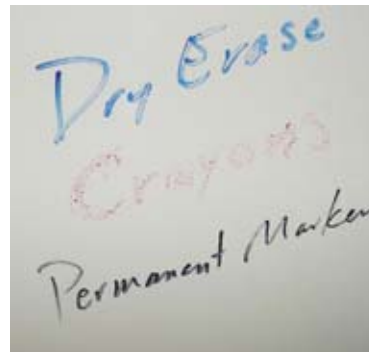
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September 24-27, 2007, in Las Vegas

## ASIS International Annual Seminar and Exhibits Provides Solutions to Security Professionals' Challenges

ASIS International's 53rd Annual Seminar and Exhibits promises to be the place where solutions start for record numbers of security management professionals and executives from business and government who will share ideas, experiences, and inspiration. By offering powerful educational programs and keynote sessions, networking events, and the security industry's premier show, ASIS 2007 will demonstrate security's influence and power to the world.

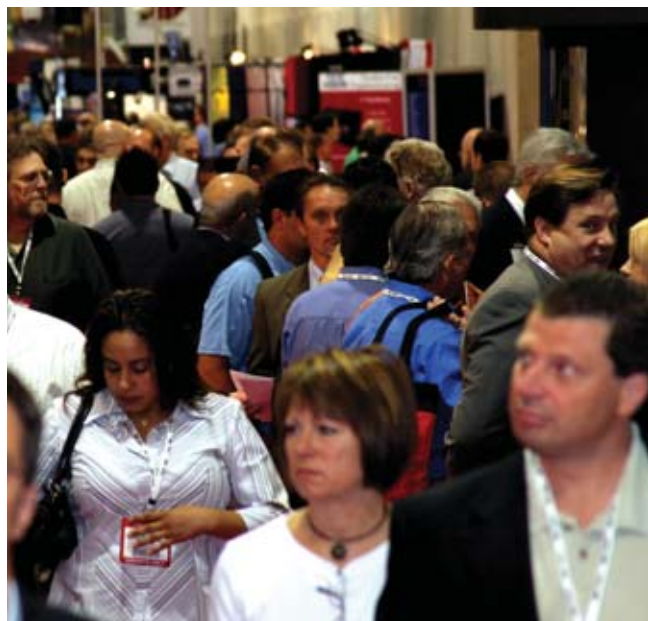
As the leading event for security professionals worldwide, the Seminar and Exhibits also offers an unparalleled networking opportunity. ASIS 2007 will bring together more than 23,000 security, business and government professionals representing more than 90 countries for the exchange of ideas, information and experiences, shared in a variety of settings in educational sessions, after-hours events, and on the trade show floor.

ASIS 2007 boasts more than 270,000 net square feet of the latest security technology and innovations and provides a showcase for more than 950 companies demonstrating the cutting-edge security products and services that are shaping the industry today.

In a global environment increasingly concerned with protecting organizations, people, places, and information, the availability of a single trusted source to address these issues has never been more valuable. ASIS International has been providing just such a resource for more than 50 years by delivering a wide array of security solutions in a one-stop event—the Annual Seminar and Exhibits.

ASIS 2007 offers the largest and most comprehensive educational program in the industry with more than 150 high-quality and insightful sessions on every aspect of security across industry sectors.

In addition, keynote addresses by such business and political luminaries as Tom Peters, one of the most influential business thinkers of all time and co-author of "In Search of



Excellence," and Henry Kissinger, a former Secretary of State and Nobel laureate, will serve as highlights of the event's educational offerings.

Christopher Gardner, author of "The Pursuit of Happiness" and the inspiration for the recent movie of the same name, will close out the program by sharing the amazing story that has taken him from the rags of homelessness to the riches of Wall Street and beyond in a heartfelt presentation addressing the keys to self-empowerment, beating the odds, and breaking cycles.

*For more information and/or to register for the ASIS International 53rd Annual Seminar and Exhibits, please visit [www.asisonline.org/asis2007](http://www.asisonline.org/asis2007), contact 703-519-6200, or e-mail [asis@asisonline.org](mailto:asis@asisonline.org).*



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For information, visit [www.asisonline.org](http://www.asisonline.org) or call 703-519-6200.

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October 30–November 1, 2007, in Las Vegas

# AAPEX: The World's Automotive Aftermarket Event

The Automotive Aftermarket Products Expo (AAPEX) is the world's largest business-to-business event for the \$268 billion global automotive aftermarket industry. This year, AAPEX will take place 30 Oct. – 1 Nov., at the Sands Expo Center, Las Vegas, Nevada, USA.

AAPEX is part of Automotive Aftermarket Industry Week (AAIW), which also includes the Specialty Equipment Market Association (SEMA) show. In 2006, more than 115,000 professionals from around the globe attended AAIW.

AAPEX draws an international audience from more than 150 countries and is certified as part of the U.S. Department of Commerce International Buyer Program. Its Center for International Commerce (CIC) is designed to make international attendees' visits to AAPEX highly productive and profitable. The CIC has computerized product and exporter locator services, interpreters and private meeting spaces, as well as credit card, telephone and fax services. Representatives from the U.S. Department of Commerce and association trade specialists also will be on hand and available for consultation.

Last year, nearly 40 official international buying delegations traveled to Las Vegas as part of the International Buyer Program. International visitors interested in attending as part of an official delegation should contact their local U.S. Embassy or Consulate.

AAPEX also provides international buyers with a powerful online tool – Netzone – that can be used to set up appointments and connect with exhibitors before the show even starts. Netzone is on the AAPEX Web site, [www.AAPEXShow.com](http://www.AAPEXShow.com).

Each year, AAPEX features more than 2,000 exhibitors and nearly 5,000 booths showcasing globally recognized brands and cutting-edge technology for the automotive aftermarket. It has every brand of replacement part, and a tool and equipment section with more than 150 companies represented. The popular New Product and New Packaging showcases line the entryway to the show, displaying the latest product innovations and packaging trends.

The show attracts buyers from nearly every industry segment, including manufacturers, wholesalers, warehouse distributors, jobbers, retailers, independent service providers, technicians, parts stores, manufacturers' reps, exporters, importers and packagers.

In addition to the show, the AAPEX educational program delivers critical data and information on global aftermarket trends and profitability. Previous sessions have focused on consumer buying trends, achieving additional profits and partnering with customers.



AAPEX registration opens in early May on the AAPEX Web site, [www.AAPEXShow.com](http://www.AAPEXShow.com). Registration is provided in several languages, including English, French, German, Japanese, Chinese, Spanish and Portuguese. Housing can also be done online.

Buyers are reminded to start the VISA application process early. The AAPEX Web site has a link to the State Department, which has specific information regarding VISAs. The site also has an exhibitor list and floor plan, a schedule, show hours and a list of famous celebrities who attend AAPEX.

There is also a link to Las Vegas attractions, shows and events, dining, shopping and casinos. Las Vegas is the city that never sleeps and there's plenty to see and do, regardless of the time of day or night. For a look at the Las Vegas attractions, visit [www.visitlasvegas.com](http://www.visitlasvegas.com).

*The Automotive Aftermarket Industry Association (AALA) 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: 1-708-226-1300, fax: 1-708-226-1310, e-mail: [info@aapecxshow.com](mailto:info@aapecxshow.com), Web site: [www.AAPEXShow.com](http://www.AAPEXShow.com).*



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Industry leaders and telecommunications professionals from more than 100 countries and U.S. territories will assemble in Chicago on June 18-21 at NXTcomm 2007, the telecommunications industry's most important trade show, global forum, and marketplace for the business of communications and entertainment technology.

Programs, education sessions, and an all-star lineup of communications and entertainment industry CEOs/keynote speakers at NXTcomm 2007 will explore every aspect of global communications, including infrastructure, entertainment and content, and applications.

Need to know more about the industry's most exciting and informative show?

### How much does it cost to attend NXTcomm 2007?

Exhibits Only Registration: \$150 USD. Onsite Exhibits Only Registration: \$195 USD per registrant.

### Who are the keynotes?

AT&T Chairman and CEO Ed Whitacre; Bell Canada President and CEO Michael Sabia; Cisco Chairman and CEO John Chambers; GE Vice-Chairman and Executive Officer and NBC Universal Chairman Bob Wright; Motorola Chairman and CEO Ed Zander; and Verizon Communications Chairman and CEO Ivan Seidenber.

### Does NXTcomm feature education programs?

Yes, programs will be offered by our conference partners. Separate fee required.

### What are the benefits for international attendees of attending NXTcomm 2007?

- An International Trade Center (ITC) exclusively for international buyers
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- Interpreters in the ITC
- Transportation between McCormick Place and official show hotels
- Opportunity to join a delegation and save the \$150 USD registration fee

### How do I receive a visa?

Apply early to the U.S. Department of State, which provides instructions and online application forms at [www.travel.state.gov/visa\\_1750.html](http://www.travel.state.gov/visa_1750.html)

### How do I reserve a room?

When you register online for the show



([www.NXTcommShow.com](http://www.NXTcommShow.com)) you can immediately link to the hotel reservations page of the website.

### How should I plan my time at NXTcomm 2007?

By using NXTcommSHOW, a personalized (and complimentary) networking and business development tool that will help your time at NXTcomm 2007 be your most productive all year!

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*Need more information? It's all available at [www.NXTcommShow.com](http://www.NXTcommShow.com). Register now and join telecommunications industry leaders from around the country and around the world for the industry's most exciting, informative, and productive show and marketplace.*

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With the National Restaurant Association Show coming up May 19-22 in Chicago, Commercial News USA is highlighting the Hotel & Restaurant Equipment/Food/Food Processing category. This section features a number of U.S. companies seeking new business partners around the world in this fast-growing industry.

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. Interested buyers and distributors should contact the American company directly to request more information.

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

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- 1  2-10  11-50  51-100
- 101-500  More than 500

**5. How much does your company spend each year on products and services from other countries?**

- Less than \$100,000
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- Very comfortable
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- Yes  No

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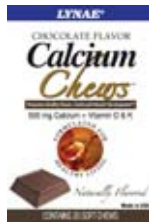


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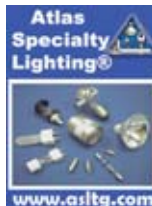


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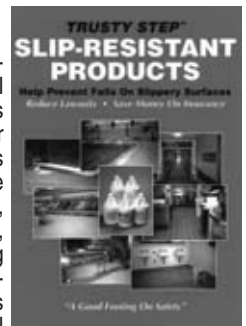


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- Somewhat comfortable
- Not comfortable at all

## 6. Where does your company currently import products from (check all that apply)?

- Africa
- Asia/Pacific (except China)
- Canada
- Central America
- China
- European Union
- India
- Mexico
- Middle East
- South America
- United States
- Other

## 7. Do you personally make purchasing decisions?

- Yes    No

## 8. How many people in your company read each issue of Commercial News USA?

- 1    2    3    4    5    6
- 7 or more

## 9. How would you rate the relevancy of Commercial News USA to your business?

- Very relevant
- Somewhat relevant
- Not relevant

## 10. How many purchases have you made from companies as a result of reading Commercial News USA?

- None    1    2-3    4-5    6-10
- More than 10

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