

Commercial News®

XXIV:4

The Showcase for American-Made Products and Services

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July/August 2008

USA

Global Appalachia Special Section

Products & Services from
the Appalachian Region
of the United States 12

Table of Contents 3

Trade Shows 5

Success Story: Vitamec USA 33

Company Index 34

Free Information 35

New York
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July/August 2008

USA

Table of Contents

TRADE SHOWS 5

Trade Shows Special Section **TRA**

GLOBAL APPALACHIA SPECIAL SECTION 12

Global Appalachia Special Section

AUTOMOTIVE/AVIATION/MARINE 19

Auto Parts/Accessories & Service Equipment **APS**

Airport Equipment **APG**

Trucks, Trailers & Buses **TRK**

Port & Shipping **PRT**

BUSINESS SERVICES 20

Management Consulting **MCS**

Services (other) **GSV**

Trade Promotion **ZSV**

Printing/Graphics Arts Equipment **PGA**

Education & Training **EDS**

HEALTH & BEAUTY/FASHION 21

Cosmetics & Toiletries **COS**

Vitamins **VIT**

Apparel **APP**

BUILDING/CONSTRUCTION/ HARDWARE 22

Building Products **BLD**

ENVIRONMENTAL 23

Pollution Control Equipment **POL**

Water Purification **WPF**

SAFETY & SECURITY 24

Security & Safety **SWC**

CONSUMER GOODS 24

Consumer Goods **GCG**

Packaging Equipment **PKG**

MEDICAL/SCIENTIFIC PRODUCTS & EQUIPMENT 25

Medical Instruments, Equipment & Supplies **MED**

INDUSTRIAL EQUIPMENT, SERVICES & SUPPLIES 26

General Industrial Equipment **GIE**

Air Conditioning, Heating

& Refrigeration Equipment **ACR**

Packaging Equipment **PKG**

SPORTS & RECREATION 27

Sporting & Recreation Products **SPT**

FRANCHISING 28

Franchising **FRA**

HOTEL & RESTAURANT EQUIPMENT/ FOOD/FOOD PROCESSING 29

Food Processing/Packaging Machinery **FPP**

Processed Food **FOD**

INFORMATION TECHNOLOGY/ TELECOMMUNICATIONS 30

Computers & Peripherals **CPT**

Telecommunications Equipment & Services **TEL**

ELECTRICAL/ELECTRONICS 30

Electronic Components **ELC**

Electrical Lighting Equipment & Supplies **ELO**

INDEX OF ADVERTISERS 34

READER SERVICE FAX BACK FORM 35

Request Free Information

Profit from finding an American business partner. Request information directly from the companies you want to do business with today.

Or fax back the free Reader Service form on Page 35 to request information from many different companies.

Commercial News USA Advertisers Receive "E" Award

Eight current or past Commercial News USA advertisers received the prestigious "E" and "E-Star" awards during a ceremony held in May at the White House in Washington, D.C.

The award winners included Automation Alley, Environmental Dynamics, Health Enterprises Inc., It Straps On, Neutrex, Now International, the Port of Houston Authority, and Vitamec USA.

These successful U.S. companies and organizations were among 19 honored by President George W. Bush and Commerce Secretary Carlos M. Gutierrez for their outstanding commitment to strengthening America's global competitiveness.

Commercial News USA congratulates all the winners and, in particular, those companies that have promoted their products and services in this magazine. We encourage our readers to contact these companies.

Automation Alley is a technology business association driving the growth and image of Southeast Michigan's economy through a collaborative culture that focuses on work-force and business development initiatives (www.automationalley.com).

Environmental Dynamics Inc. manufactures environmental and pollution control products (www.wastewater.com).

Health Enterprises Inc. is a manufacturer and distributor of health care products (www.healthenterprises.com).

It Straps On Inc. is a prime manufacturer of stainless steel banding, buckles, wing seals, and sign brackets (www.itstrapson.com).

Neutrex Inc. is a manufacturer of plastic molding machinery purging compounds. (www.neutrex.com).

NOW International is a manufacturer of vitamins and supplements (www.nowfoods.com).

The Port of Houston Authority is a public port authority known for its economic contribution to the State of Texas (www.portofhouston.com).

Vitamec USA Inc. manufactures a variety of dietary supplements. (www.vitamec.com).

Vitamec USA also is the featured Success Story in Commercial News USA this month. To learn more about the company's success, please turn to Page 33.

Also featured in this issue is a special section that focuses on the Appalachian region of the United States. There are 40 companies represented in this section, which begins on Page 12.

As always, we encourage you to directly contact potential American partners or use our Reader Service form on Page 35.

All the Best,



Gregory Sandler, Publisher

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February 3-6, 2009; Seminars February 2-6, 2009, in Las Vegas

World of Concrete Gears Up for 2009 Show

With 84,789 professional registrants from around the world, World of Concrete 2008 in Las Vegas, Nevada, delivered the second largest event in its 34-year history, second only to WOC 2007's record-breaking show. This February, WOC 2009 will present the newest concrete and masonry products, ideas, and technologies from 1,700 exhibiting companies in more than 900,000 net square feet.

WOC 2009 will once again feature 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 and 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.

New in 2008 and returning for 2009 will be the GREEN-SITE area of the show floor located in the South Hall, Level 2. In this well-attended area, exhibitors will showcase green building technologies and products along with interactive displays, video and live presentations, and valuable information on this growing sector of the commercial and residential construction industries.

The World of Concrete Education Program is lauded as a world-class feature at the show with targeted 3-hour sessions covering everything from Concrete Fundamentals to Decorative Concrete and Business/Project Management in addition to 90-minute topics including Leadership/Management, Technology for Construction, Green Building, Safety/Risk Management, and more.



As a member of the 2009 International Buyer Program (IBP), World of Concrete management and the U.S. Commercial Service will work closely in the global promotion of the show bringing international buyers and exhibitors together to expand business both domestically and overseas. As part of the program, delegations from all over the globe attend World of Concrete to network, see new products and connect with U.S. exhibitors interested in exporting goods and services.

With such a wide variety of events, demonstrations, educational sessions and much more, it is no wonder why World of Concrete continues to create an important and vital marketplace for attendees and exhibitors, and it was named by Tradeshaw Week as one of the Top 50 Fastest-Growing Tradeshows in 2007. Stay current on the latest information at www.worldofconcrete.com.

World of Concrete 2009 returns to the Las Vegas Convention Center, February 3-6; Seminars 2-6, and will continue to build upon its reputation as THE annual international commercial construction show for the concrete and masonry industries.



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September 24-26, 2008, Miami Beach, Florida

IFE Americas — 11th Americas Food and Beverage Show Welcomes International Attendees!

The IFE Americas—11th Americas Food and Beverage Show welcomes food professionals from around the world to beautiful Miami Beach on September 24-26, 2008, for the Western Hemisphere's largest two-day food and beverage trade show.

Come join nearly 4,000 food retailers, distributors, exporters, importers, and food service professionals from more than 30 countries who will gather to share ideas and innovations, present new products, and explore new sales, marketing, distribution, and branding opportunities.

"The Americas Food and Beverage Show provides a great opportunity for U.S. companies to interact with buyers from Canada, Latin America/the Caribbean, South America, and from around the world," said Dewitt Ashby, director, trade shows, for the National Association of State Departments of Agriculture. "The adoption of the IFE Americas brand is expanding the reach of the event into Europe, Asia, and the rest of the world."

The show is sponsored by the National Association of State Departments of Agriculture (NASDA) and the U.S. Department of Agriculture (USDA). The Foreign Agricultural Service (FAS) of the U.S. Department of Agriculture (USDA) works to promote the export of U.S. agricultural products and reports on agricultural production and market development in all areas of the world. USDA and FAS work in conjunction with NASDA to help promote the USA Pavilion at the Americas Food and Beverage Show and Conference.

Discover New Opportunities

Attending the Americas Food and Beverage Show will provide the answers attendees are looking for. Whether the challenges are in sales, sourcing, or services, the Americas Food and Beverage Show is the marketplace that brings the food and beverage industry together.

Who should attend the Americas Food and Beverage Show? Virtually any purchasing decision-maker in the food industry who is interested in the unparalleled opportunities the show will provide to generate leads, network with peers, discover new products, share ideas, and sample products from around the world.

What To See and Do

On the show floor, the aisles will be packed with new and tasty foods and beverages from more than 33 countries around the world such as Brazil, Canada, Colombia, Cyprus, Italy, Morocco, Malaysia, and South Korea. The event is strongly endorsed by trade promotion groups from Argentina, Australia, Austria, Brazil, Canada, Chile, Colombia, Italy, Peru,



Poland, South Africa, Spain, Thailand, and Turkey.

International visitors will be particularly interested in the International Buyers Reception as well as "must see" events such as the VI Annual Americas Food and Beverage Awards Presentation, III Annual Americas Chef Competition, the New Products Showcase, the Trends Theatre, and the Conference programs in addition to the 350 or more exhibiting companies.

If you have any questions, please visit the IFE Americas—11th Americas Food and Beverage Show web site at www.americasfoodandbeverage.com or contact our Show Management Office by phone at +1-305-871-7910 or by email at afb@worldtrade.org.

Mark your calendar to attend the IFE Americas — 11th Americas Food and Beverage Show in Miami Beach, September 24-26.



September 24-26, 2008 Miami Beach Convention Center
11th Americas Food & Beverage Show & Conference

"IFE Americas is the best way to reach buyers from all over the Americas. It is a focused business event and our company closed many deals at the show. The organization overall was superb and the team service was excellent."

Loren Psaltis, Cartoon Candy, South Africa

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September 24-26, 2008

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Contact: 305-871-7910 or afb@worldtrade.org for more information

21-23 October in Charlotte, NC - USA

IFAI Expo 2008 - A World of Technical Textiles

Join more than 450 leading suppliers at IFAI Expo 2008, the largest technical textiles event in the Americas, where you can source new suppliers, make a purchasing decision, update yourself on new industry developments, and network with industry peers and colleagues from around the world.

You'll see the latest product innovations for emerging and niche end-markets, including for the construction, filtration, digital printing, medical, and architectural industries and for the military. Thirteen special symposia and workshops will feature more than 90 expert speakers.

For international buyers, IFAI Expo is a dynamic showcase of existing and emerging technologies, linking both ends of the value chain, from fiber producers to end-product manufacturers. More than 8,000 industry professionals (exhibitors and attendees) representing more than 64 countries will attend.

IFAI Expo 2008 is an official U.S. Department of Commerce International Buyer Program event. To join a delegation, contact the U.S. Commercial Service Office Trade Specialist in your country (visit www.buyusa.gov). At IFAI, an experienced Commercial Service officer will provide

market analysis and matchmaking services and help arrange private meetings with U.S. sellers and business partners. Don't miss the Welcome Reception on 21 Oct. and the International Visitor Welcome Reception on 22 Oct.

With seven market-specific publications and more than 2,000 member companies located in 50 countries, the Industrial Fabrics Association International (IFAI) is the largest technical textile trade organization in the world.

For registration and general visitor information, visit www.ifaexpo.com. To purchase an exhibit stand, contact Sarah Hyland at +1-651-225-6950 (schyland@ifa.com). For assistance in preparing a visa application, contact Tracie Coopet at +1-651-222-2508 or tkcoopet@ifa.com.

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November 17-21, Orange County Convention Center – Orlando, Florida

Attractions Industry Welcomes International Attendees

IAAPA Attractions Expo is the premier product exposition and education and networking event for the amusement and attractions industry. Each year, more than 25,000 attendees from nearly 100 countries attend the show to access more than 500,000 square feet of exhibit space, 1,100 exhibitors, and 90 education sessions and special events.

The show, ranked 35th among all trade shows held annually in the U.S., is hosted by the International Association of Amusement Parks and Attractions. IAAPA is the global leader in connecting buyers and suppliers in the attractions industry and has members from theme parks, amusement parks, family entertainment centers, waterparks, museums, zoos and aquariums, casinos, and hotels and resorts around the world as well as the manufacturer and supplier community.

The show offers a number of resources, sessions, and events for international attendees including dozens of sessions with Spanish interpretation and other translation services, and exclusive social events for attendees from Asia, Europe, and Latin America.

Attendees can also visit the International Business Lounge to connect with colleagues, conduct business, or just take a few minutes to relax. Appointments for language assistance can be

scheduled in the lounge, and professional interpreters will be available to assist in Chinese, French, German, and Spanish. Basic business services such as photocopying, faxing, and Internet access are also available to international attendees.

Through IAAPA's partnership with the U.S. Department of Commerce, the Buyer Matching Program will help to match buyers with companies interested in discussing international trade, joint ventures, licensing agreements, or direct purchases. This easy, computerized database can be found on site in the International Business Lounge or at www.IAAPA.org.

For more information on IAAPA Attractions Expo, Asian Attractions Expo, Euro Attractions Expo, or any other IAAPA event, product, or service, please contact IAAPA at +1 703-836-4800 or marketing@IAAPA.org.

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Orange County Convention Center
North/South Building
Orlando, Florida USA



To register or exhibit, visit www.IAAPA.org.

12026

December 2-4 in Orlando, Florida

POWER-GEN International 2008: World's Largest Power Generation Event

More than 17,000 attendees from 75 countries will gather in Orlando, Fla., December 2-4, 2008, for POWER-GEN International, the world's largest power generation event. This year marks the event's 20th anniversary, and special events are being planned to celebrate the milestone.

Featuring presentations from more than 200 speakers in 14 tracks, POWER-GEN International addresses a broad range of business and technical issues including power industry trends and strategies, power plant technology, renewable energy, environmental issues, distributed generation/on-site power, gas turbine technologies, plant performance, emerging technologies, and more.

Co-located for the second year with POWER-GEN International is NUCLEAR POWER International, a new exhibition and conference. NUCLEAR POWER International delivers conference sessions from industry leaders focused on the nuclear power new-build renaissance, and also sessions addressing the existing nuclear power asset fleet.

This year's POWER-GEN International offers an in-depth curriculum of 14 Competitive Power College pre-conference courses covering a range of topics from beginner courses to advanced technical sessions. Other educational offerings include Mega-Sessions, technical tours to Orlando-area power plants, targeted roundtable Networking Breakfasts, and the Power Engineering magazine Networking Reception. Attendees include professionals from electric utilities, independent power producers, merchant plants, co-generators and self-generators, unregulated generation subsidiaries, industrial facilities, project development companies, architect/engineering firms, OEMs, and others.

Featuring the world's largest industry exhibit floor with more than 1,100 exhibiting companies from around the world,



POWER-GEN International is also the platform for numerous new product launches and unveilings—a showcase for products and services such as boilers, turbines, engines, boiler water and feedwater treatment services, computer hardware and software, controls and instrumentation systems, engineering and construction services, generators, plant electrical systems, pumps, valves and valve actuators, and more.

POWER-GEN International 2008 has been chosen by the U.S. Department of Commerce to participate in the International Buyer Program, a joint U.S. government-industry effort designed to stimulate U.S. exports by promoting major U.S. industry exhibitions to international markets.

As part of the International Buyer Program, a USDOC Global Business Center will be located on-site at POWER-GEN International. Services for international delegates and exhibitors interested in establishing international business relationships include translation assistance, matchmaking services, conference rooms, business services, market information, and trade lead assistance.

Participants of international delegations receive the following:

- Complimentary admission to the exhibit floor
- 50% discount on registration fees for conference sessions
- Informal briefing at show (upon request)
- International Reception (free admission)
- Access to the USDOC Global Business Center, offering meeting rooms (staffed by USDOC personnel to provide assistance), translators, telephones, fax machines, photocopier as well as a lounge area with refreshments
- Complimentary hotel room (up to three nights) for embassy delegation leaders heading a delegation of at least 15 international buyers (excluding spouses, family members, or guests).

For more information about joining a delegation, contact your local U.S. Commercial Service office. To register, visit www.power-gen.com or call 918-832-9343.

Power-Gen Powered by PennWell

Power-Gen International is presented by Power Engineering magazine and owned and produced by PennWell Corporation, a diversified media company in Tulsa, Okla. PennWell provides 45 authoritative print and online publications, 60 conferences and exhibitions, research, databases, and Internet-based services to strategic global markets. Industries served by PennWell include oil and gas, power generation and distribution, electronics, semiconductor manufacturing, lasers, fiber optics, water and wastewater, computer graphics, communications, dentistry, and fire service. In addition to its corporate headquarters in Tulsa, PennWell has offices around the U.S. and international offices in London and Hong Kong. For more information, call +1-918-831-9160 or visit www.power-gen.com.

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11598

AAPEX 2008, November 4-6, 2008, in Las Vegas

AAPEX Attracts International Buyers with Authority and Experience

International buyers pack more than their suitcases when they head for the Automotive Aftermarket Products Expo (AAPEX), set for Tuesday, Nov. 4, through Thursday, Nov. 6, 2008, in Las Vegas, Nevada, USA. They also bring with them many years of experience and the authority to make buying decisions and recommendations.

These findings were reported by the 11,000 international buyers who registered for Automotive Aftermarket Industry Week (AAIW) in 2007. AAPEX and the SEMA Show make up AAIW and are held annually in November in Las Vegas.

In their response to demographic questions, 90 percent of international buyers have the authority to make either buying decisions or buying recommendations while at AAIW. Nearly 50 percent have been in business 11 or more years, while approximately 20 percent have been in business between six and 10 years. An additional 18 percent have been in business three to five years.

Approximately 25 percent of international buyers report that they import 76 percent to 100 percent of their business from the U.S., with nearly 18 percent saying that 51 percent to 75 percent of their business is imported from the U.S.

"International buyers have long been a very important part of AAPEX, which is the largest business-to-business event for the \$270 billion global automotive aftermarket industry," said Bill Glasgow Sr., AAPEX show manager.

AAPEX is held at the Sands Expo Center in Las Vegas. It will be co-located with the SEMA Show, which will be held the same week at the Las Vegas Convention Center. The two shows draw more than 115,000 professionals from approximately 150 countries. As part of AAIW, AAPEX is certified by the U.S. Department of Commerce as an International Buyer Program (IBP) event. As an IBP participant, AAPEX has an onsite Center for International Commerce (CIC) with 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 are in the CIC and available for export counseling.

In 2007, 45 official international buying delegations traveled to Las Vegas as part of the IBP. International visitors interested in being part of an official delegation to the 2008 AAPEX should contact the commercial specialist for the automotive sector in their local U.S. embassy or consulate.

AAPEX will feature more than 2,000 exhibitors and nearly 5,000 stands that display globally recognized brands and cutting



edge technology. Every brand of replacement part will be on display at AAPEX, and a tool and equipment section will house more than 150 companies. AAPEX will also include networking opportunities and educational sessions on many of the most pressing issues and challenges facing the automotive aftermarket industry.

For more information or to register, visit the AAPEX Web site at www.AAPEXShow.com. Buyers are reminded to start the visa application process early and to use the AAPEX web site's link to the State Department for more specific information regarding visas.

AAPEX is jointly sponsored by the Motor & Equipment Manufacturers Association (MEMA) and the Automotive Aftermarket Industry Association (AAIA).



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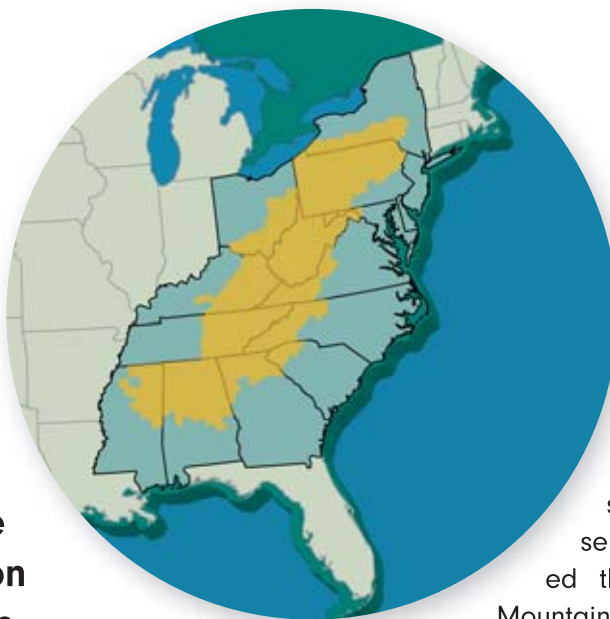
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11848

Global Appalachia

Special Section



Featuring Products & Services from the Appalachian Region of the United States

The Commercial News USA Global Appalachia section highlights American businesses and organizations that are looking for partners, distributors and investors around the world.

This section, sponsored by the U.S. Commercial Service, part of the U.S. Dept. of Commerce, is designed to inform readers about the many products and services available from American companies located in the 13 states that comprise the Appalachian region.

This special section on the Appalachian region of the United States features 40 American companies and organizations that are looking for new business partners to sell and distribute their products around the world. These companies are actively seeking buyers and distributors for their products and services.

The Global Appalachia section includes products and services from companies located throughout the Appalachian Mountains, from southern New York to northern Mississippi. Appalachia includes all

of West Virginia and parts of 12 other states: Alabama, Georgia, Kentucky, Maryland, Mississippi, New York, North Carolina, Ohio, Pennsylvania, South Carolina, Tennessee, and Virginia.

The region's economic fortunes were based in the past mostly on extraction of natural resources, particularly coal, and manufacturing. Manufacturing is still an economic mainstay, but is no longer concentrated in a few major industries. The modern economy of the region is gradually diversifying with a heavier emphasis on services and widespread development of tourism.

Today, Appalachian firms produce a diverse range of products. Readers of Commercial News USA are encouraged to contact the companies represented on the following pages for more information.

Appalachia USA: A Growing Force in Global Commerce

Covering 200,000 square miles in the eastern United States, Appalachia follows the spine of the mighty Appalachian Mountains through 13 states from New York southwestward to Mississippi. This is a land of great natural beauty and home to a distinctive cultural heritage. Appalachia is rich in natural resources featuring world-class hardwoods and boasting a powerhouse of energy resources including both conventional fossil fuels as well as renewable and alternative energy sources. Appalachia produces more than a third of America's coal and its electrical utilities provide 15% of the nation's electrical output.

Appalachia is home to 23 million residents and features a skilled workforce known for its dependability, craftsmanship, and entrepreneurial spirit. A highly-respected educational network works to prepare and constantly update the workforce, while Appalachia's popular quality of life helps business attract and retain a productive and dependable employee base.

As a recognized center of manufacturing excellence, Appalachia features a balanced diversity of chemicals and plastics; motor vehicles; transportation/industrial machinery; aerospace; and 21st century information, communication, and pharmaceutical/medical technologies. Centered among some of North America's strongest production hubs and consumer

markets, Appalachia is itself a powerful logistics crossroads, well-served by air, rail, maritime, and its very own Appalachian Development Highway System, all working together to assure the capacity needed for fast, dependable, cost efficient, and secure access to the global marketplace of the 21st century.

Appalachia USA—A growing force in global commerce.

For more information, contact Scott Hercik at shercik@arc.gov.



Scott Hercik
Appalachian Regional Commission
 1666 Connecticut Avenue, NW, Suite 700
 Washington, DC 20009-1068

TEL: 202-884-7700
shercik@arc.gov
www.arc.gov

ASZ

12365



Visit Appalachia

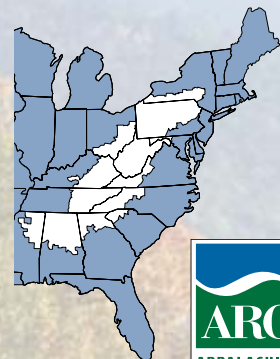
Discover the natural beauty, rich cultural heritage, and outdoor adventures of Appalachia. Hiking, canoeing, rock-climbing, whitewater rafting, Appalachian music, arts and crafts, museums and historic sites—Appalachia offers something for every traveler. Find out more about vacationing in Appalachia at www.visitappalachia.com.



Appalachia USA

*Alabama • Georgia • Kentucky • Maryland • Mississippi
 New York • North Carolina • Ohio • Pennsylvania
 South Carolina • Tennessee • Virginia • West Virginia*

Appalachia is a vibrant region known for its plentiful natural resources, high-quality workforce, and innovative and entrepreneurial businesses. Building on a synergy of regional coordination and cooperation among its 13 member states, 72 local development districts, and 23 million residents, Appalachia is becoming a growing force in the world marketplace and an increasingly respected competitor and business partner in the global economy of the 21st century. For more information contact shercik@arc.gov.



12365

Latrobe Foundry Machine & Supply Co.**Aluminum Pipe Fittings**

Established in 1933, Latrobe Foundry Machine and Supply Co. manufactures and machines a broad range of high-quality flanged and threaded aluminum pipe fittings in numerous stock sizes and styles. Experience plus quality control—from material specification through final production—ensure products of exceptional performance and durability. Please contact us to discuss your aluminum fitting needs.



GIE

Latrobe Foundry Machine and Supply Co.
Dept. CN
P.O. Box 431
Latrobe, PA 15650 USA
TEL: 724-537-3341
FAX: 724-537-0482
sales@latrobefoundry.com
www.latrobefoundry.com

12341

SMG Valves**Manufacturer of Industrial Plug Valves**

SMG Valves manufactures Chem-Plug®, a sleeved valve in 150 and 300 ANSI classes used in corrosive applications, pharmaceuticals, pulp and paper, textiles, and water treatment plants. They also produce Permaseal®, a non-lubricated, tapered plug with two individual seats for a double seal and bi-directional shut off. Also, Key Port®, a compact, lightweight, high flow capacity valve for natural gas. Key Port® products are "U.L. Listed" and CSA certified.



PVC

SMG Valves
A unit of SMG Inc.
7693 Manchester Highway
Morrison, TN 37357 USA
TEL: 931-668-5377
FAX: 931-668-5378
sales@smg-global.com
www.smg-global.com

12384

P&D Creative Co. Inc**U.S. Manufacturer Seeks Strategic Partners**

P&D Creative, a leading U.S. manufacturing company, is seeking strategic partners and distributors to promote advanced earth-friendly household and industrial cleaning products based on a revolutionary colloidal technology. Their super-concentrated cleaning products are 100% human, environment, and aquatic safe and are the most advanced in the industry. These products are high margin, specially formulated for industrial and institutional applications, and exceed the strictest of environmental regulations.



ICS

Marketing Director—Export
P&D Creative Co. Inc., Dept. CN
P.O. Box 2165
Hagerstown, MD 21742 USA
TEL: 301-797-3503
FAX: 301-797-7402
sales@pdcreativeinc.com
www.pdcreativeinc.com

12389

Ace Wire Spring & Form Co.**Specialists in Custom Springs and Wire Forms**

Ace manufactures precision compression, extension, torsion springs as well as complex wire forms and spring assemblies using the latest in CNC equipment. They can assure their customers of consistent quality, lower costs and deliveries tailored to the customer's requirements. Allow their outstanding engineering staff to assist you with your spring and wire form design challenges. From prototypes to production, they will exceed your expectations.



GIE

Sanford Glick
Ace Wire Spring & Form Co., Dept. CN
1105 Thompson Avenue
McKees Rocks, PA 15136 USA
TEL: 412-331-3353
FAX: 412-331-1602
sglick@acewirespring.com
www.acewirespring.com

12353

PBM Inc.**Valve Solutions**

PBM is a manufacturer of ball valves and specialty valves for controlling and automating process lines. PBM Adjust-O-Seal® allows easy inline maintenance. Sanitary and industrial valves are available in two-way, flush tank, diverter port, and multi-port styles with three different port sizes. PBM also manufactures transmitter isolation valves, double block and bleed valves, check valves, and rising stem sampling valves. PBM combines specific application requirements with creative engineering and quality manufacturing processes.



PVC

PBM Inc., Dept. CN
1070 Sandy Hill Road
Irwin, PA 15642 USA
TEL: 724-863-0550
FAX: 724-864-9255
info@pbmvalve.com
www.pbmvalve.com

12381

Kanawha Scales & Systems**Engineered Solutions for All Your Weighing Needs**

Kanawha Scales & Systems specializes in engineered solutions for bulk material handling needs. World leaders in the design and engineering of train and truck loadouts, they have units loading on five continents such as rail coal systems loading 3,000 to 12,000 tph and iron ore systems loading 3,000 to 24,000 tph. These systems can be configured for manual/attended or fully automated/unattended operations. Let their experienced staff assist you with all your weighing needs.



GIE

Mr. Bill McHale, VP of Sales
Kanawha Scales & Systems, Dept. CN
P.O. Box 569
Poca, WV 25159 USA
TEL: 304-755-8321
FAX: 304-755-3327
sales@kanawhascales.com
www.kanawhascales.com

12406

Corley Manufacturing Co.**Seeking Representatives for Modern, Rugged, Efficient Sawmill Machinery**

Since 1905 Corley has supplied high quality equipment to lumber manufacturers worldwide and backed it up with fast, reliable service. For almost 30 years, through its Lewis Controls division, Corley has provided computerized controls along with optical scanning and optimization systems. Corley/Lewis offers machinery and controls for every aspect of the primary log breakdown process including bandmills, log carriages, edgers with and without scanning/optimization, head-rig slabbers, circular gang resaws, both vertical and horizontal linebar band resaws, hydraulic and electric carriage feed drives, hydraulic log turners, trimmers, control systems, and turn-key mill design and implementation.



FOR

Chip Corley
Corley Manufacturing Co., Dept. CN
Box 471
Chattanooga, TN 37402 USA
TEL: 423-698-0284
FAX: 423-622-3258
corley@corleymfg.com
www.corleymfg.com

12367

Service Pump & Supply Inc.**New Cyclone Rockduster for Coal Mines**

Service Pump & Supply's new Cyclone Rockduster operates up to eight hours on one fill and has an adjustable flow rate. There is no plugging on discharge with up to 300 feet of discharge hose capability. It can discharge dust up to 1,000 feet and each unit can be easily moved with a two-wheel dolly. The company, in business since 1980, is currently seeking international representatives.



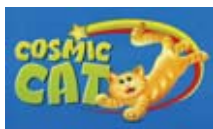
PVC

Danny Vance
Service Pump & Supply Inc., Dept. CN
1111 Vernon Street
Huntington, WV 25704 USA
TEL: 304-429-6731
FAX: 304-429-6736
sps@servicepump.com
www.servicepump.com

12397

Cosmic Pet Products**Catnip, Toys, and Accessories for Cats**

Cosmic Pet Products manufactures cat-related products and ships them worldwide. They offer a wide variety of high quality products through many pet shops, catalog houses, and e-commerce web sites. Cosmic Pet Products is the world's leading manufacturer of corrugated cat scratchers, catnip, catnip treats, and is the largest manufacturer of catnip toys in the United States. Other products include cat treats, organic cat treats, grooming tools, cat toys, and other items.



PET

Leon Seidman
Cosmic Pet Products, Dept. CN
16014 Business Parkway
Hagerstown, MD 21740 USA
TEL: 301-797-3115
FAX: 301-797-0866
leon@cosmicpet.com
www.cosmicpet.com

12359

Little Cottage Co.**Distributors Wanted**

Little Cottage Co. is a manufacturer of outdoor playhouses and garden sheds. They offer an easy-to-assemble do-it yourself kit, each precut and preassembled, with panelized wall sections. At Little Cottage Co., their quality craftsmanship, dedication to service, and innovative products make them a leader in their industry. They are currently seeking international partnerships. Their high-end playhouses and storage sheds will provide you with an elaborate and innovative product line.



GCG

Dan Schlachach
Little Cottage Co., Dept CN
4070 SR 39
Millersburg, OH 44654
TEL: 330-893-4212
FAX: 330-893-6406
dan@cottagekits.com
www.cottagekits.com

12368

AIR FRESHENER PROGRAM**Distributors Wanted**

Exclusive
Contracts
Available



• **NO FRANCHISE FEES**
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MANUFACTURED IN U.S.A.

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INTERNATIONAL
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Phone: 412-252-2000 • Fax: 412-252-1010

Ask for "Lisa"
lvasko@airscent.com
website: www.airscent.com

12029

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Since 1946 – Inventor of the First Fan Freshener –

Sun & Soil LLC**International Distributors Wanted for New Fabric Protector**

Now carry a unique line of stain resistant, water repellent, and waterproofing coatings for interior and exterior carpets and fabrics that stops "sun fading," stains, and soiling. Spray applied, it is invisible when dry and will not change the color or feel of the textile. It is available in various size containers for retail or wholesale distribution. U.S. Patent Approved in March 2007; pending in Canada, Japan, Australia, and E.U.



GCC

Karl Scheidler
Sun & Soil LLC, Dept. CN
1357 State Route 28
Loveland, OH 45140 USA
TEL: 513-575-0025
FAX: 513-575-0422
www.RayAndRain.com
www.SolarShieldProtection.com

12387

Almost Heaven**Saunas and Steam Rooms**

Almost Heaven offers the lowest pricing on the highest quality genuine Scandinavian-style saunas and Tylo-brand steam rooms and sauna heaters as well as Tylo and Mr. Steam-brand steam generators. They also offer wooden hot tubs and acrylic spas plus parts, components, and accessories for all of the above. Products are available worldwide for indoor and outdoor, home and commercial use at wholesale prices to the public.



GCC

Art Glick
Almost Heaven Group, Dept. CN
HC 67 Box 539BB
Renick, WV 24966 USA
TEL: 304-497-2610
sales@almostheaven.net
www.almostheaven.net

12395

Jeannette Specialty Glass**Illuminating Products by Jeannette Specialty Glass**

Optimize the illumination output of your most advanced designed units with JSG's "Hard Roc" borosilicate glass reflectors and fresnel lenses, custom molded and finished to your exact specifications. Their glass exceeds the most stringent thermal-shock requirements guaranteeing maximum durability and performance. Jeannette Specialty Glass, with 100 years experience, can promise consistent quality; competitive pricing; and fast, dependable delivery.



HOW

Ted Yester
Jeannette Specialty Glass, Dept. CN
215 N. Fourth Street
Jeannette, PA 15644 USA
TEL: 724-523-5567
FAX: 724-523-0123
yester@j-s-g.com
www.jeannettespecglass.com

12379

Intromark Inc.**Looking for Unique New Products To Buy or Sell?**

Intromark offers cutting-edge unique devices and tools that provide solutions to everyday problems. Most items have never before been sold outside of the U.S. They are looking to establish exclusive foreign distribution territories. Call or visit them on the web at www.UnSeenOnTV.com for more information on the coolest new products for your country and to see how you can become their exclusive importer.



GCC

Intromark Inc., Dept. CN
217 Ninth Street
Pittsburgh, PA 15222 USA
TEL: 412-288-1300 FAX: 412-338-0497
marketing@intromark.com
www.UnSeenOnTV.com
www.Intromark.com

12407

JSG Oceana Glass**Distributors Wanted for JSG Oceana Glass**

JSG Oceana Glass has specialized in the design, creation and production of breathtaking home glass decor products for more than 100 years. All of their sinks are made in the USA and meet the highest quality of standards in the plumbing industry. JSG Oceana manufactures their sinks to be thermal shock, scratch, impact, and stain resistant, and they carry the UPC certification from IAPMO. They have perfected their own formulation of borosilicate glass, known as "Hard Roc" glass, which is used when manufacturing all of their designer glass products. JSG Oceana has a 50,000 square foot warehouse to fill your containers timely. Please visit their website to view all of the products available for export.



HOW

Christina Yerep
JSG Oceana, Dept. CN
215 N. Fourth Street
Jeannette, PA 15644 USA
TEL: 724-523-5567
FAX: 724-523-0123
customerservice@o-ceana.com
www.jsgoceana.com

12380

Because...

**you have
infrastructure that
is deteriorating**

**because...
infiltration costs
are growing**

**because...
corrosion is an
ongoing battle**

You Need

SPRAYROQ
Protective Lining Systems

**the all-in-one solution
that rehabilitates
your infrastructure,
controls infiltration,
manages corrosion
and gives you
peace of mind.**



12351

**205.957.0020
www.sprayroq.com**

Mason Corp.**High Quality Steel and Aluminum Building Products**

Mason Corporation, a producer of quality aluminum and steel building products since 1948, offers international distribution and representation opportunities for our products. These include aluminum patio covers and carports, walkway and dock covers, window screen frame, mobile home roofing systems, window screening, glass and screen rooms, lattice shade structures, deck drainage systems, gas station (petrol) canopy materials, car wash canopy materials, and more. Distributors, joint partners, and manufacturer's agents are sought.



BLD

David Moore, Export Manager
Mason Corporation, Dept. CN
123 W. Oxmoor Rd.
Birmingham, AL 35209 USA
TEL: 205-942-4100 Ext. 1314
FAX: 205-945-4393
dmoore@masoncorp.com
www.masoncorp.com

10862

Centiva**Centiva-High Performance Flooring**

Centiva offers distinctive vinyl tiles and planks for the commercial market. Their award winning products offer numerous colors, sizes, patterns, and textures. Flowing curves or store logos can be incorporated into the floor design with their high-tech cutting capabilities. Centiva maintains an outstanding reputation with short lead times, excellent designs, numerous color choices, personal attention, and the desire to create flooring for every step you take.



BLD

John Bonney, Director of Sales
Centiva by International Floors of America Inc.
1701 Mars Hill Road, Dept. CN
Florence, AL 35630 USA
TEL: 256-767-4990
FAX: 256-760-1763
info@centiva.com
www.centiva.com

12366

Schonstedt Instrument Co.**Underground Locating Equipment**

SCHONSTEDT
INSTRUMENT COMPANY

Making Locating Easier Since 1953

Schonstedt Instrument Co. manufactures two types of instruments to locate underground objects. They offer pipe and cable locators to find and trace any linear, electrically conductive material such as telephone, cable TV, and fiber optic lines, water/sewer and gas pipes, process piping, and AC power lines. They also produce magnetic locators to find ferrous metals such as boundary markers, paved-over valve and manhole covers, drums and storage tanks, valve boxes, well casings, etc.

CON

Schonstedt Instrument Co., Dept. CN
100 Edmond Road
Kearneysville, WV 25430 USA
TEL: 304-725-1050
FAX: 304-725-1095
info@schonstedt.com
www.schonstedt.com

12105

Insulating Coatings Corp.**Stop Leaks, Save Money and Energy with Astec® Re-Ply™**

Astec Re-Ply fluid-applied roof and wall systems use your existing roof or wall to build a durable, waterproof and highly solar- and heat-reflective surface. Eliminate the need for roof tear-off and costly landfill use. Astec's ceramic coatings lower interior temperatures making buildings easier to cool and lowering expensive cooling cost.



BLD

Rick Thomas, International Sales Team
Insulating Coatings Corp., Dept CN
103 Main Street
Binghamton, NY 13905
TEL: 607-723-1727
FAX: 607-723-1700
rthomas@icc-astec.com
www.icc-astec.com

12167

Gamma Technologies**International Fishing Distributors**

Gamma Technologies is a manufacturer and supplier of Gamma brand fishing lines and Frog Hair brand fly-fishing tippets and leaders. Our "processed" materials offer a unique combination of high breaking strain, knot strength, flexibility, and shock resistance. Please contact us for more details on the unique benefits of a Gamma "processed" line. Gamma Technology: "Better Fishing Through Science."



SPT

Mr. David Kukleski
Gamma Technologies, Dept. CN
200 Waterfront Drive
Pittsburgh, PA 15222 USA
TEL: +1-412-323-0335 ext. 218
FAX: +1-412-323-0317
gsi@corp.gammasports.com
www.gammafishing.com

10534

Apex Powersports**International Distributors Wanted**

Apex Powersports offers a full line of after-market parts and accessories for motorcycles, four-wheelers, or all-terrain vehicles. They have more than ten years of experience shipping internationally. View their entire inventory on their website.

SPT

Apex Powersports, Dept. CN
938 Cookson Avenue South East
New Philadelphia, OH 44663 USA
TEL: 330-308-8900
www.apex-powersports.com

12405

Herwin Inc.**Guardsmith® Industrial Guardrail**

Herwin's Guardsmith® industrial guardrail is designed to withstand forklift impacts of 10,000 pounds at four miles per hour. It incorporates a unique external fastening system that guarantees structural integrity. It is available with single or double posts in rail lengths from two to ten feet and is powder-coated in safety yellow. Guardsmith® is shipped with all the necessary fasteners and floor anchors and is easily assembled with ordinary hand tools.



SWC

Herwin Inc., Dept. CN
2995 Clay Pike
Rilliton, PA 15678 USA

TEL: 724-446-2000
FAX: 724-446-0988
sales@herwin.biz
www.guardsmith.com

12362

Harry E. Smith & Associates**Stop N' Hold® Pallet Jack Stop**

This unique pallet jack stop is designed to eliminate damage to freight and trailer doors due to runaway pallet trucks. Stop N' Hold® is lightweight, easy to use, easy to store, and allows any freight carrier to secure their pallet truck during transit. This inexpensive product is an ideal solution for the trucking and freight industry.



SWC

Harry E. Smith & Associates, Dept. CN
2995 Clay Pike
Rilliton, PA 15678 USA

TEL: 724-446-3000
FAX: 724-446-3222
stop@harryesmith.com
www.harryesmith.com

12361

Cyclops Industries Inc.**High Pressure, High Temperature Safety Sight Glass Assemblies**

Cyclops Industries' products are used in a variety of applications including pharmaceutical, wood and paper mill, oil sands, energy, brewery, and many more. They work closely with their clients to ensure that the product that will best fit the customer's needs by designing and manufacturing to customer specifications. Their product is sold worldwide through representatives in Texas and Canada. Allow them to quote your company for your safety sight glass applications.



SWC

Kim Mack or Ted Hudson
Cyclops Industries Inc., Dept. CN
P.O. Box 8614, 432 3rd Avenue
South Charleston, WV 25303 USA
TEL: 304-744-9486
FAX: 304-744-2505
cyclops@wvdsi.net
www.cyclopswv.com

12400

Adroit Medical Systems**Temperature Therapy Products for Heating and Cooling Applications**

Adroit Medical Systems is a manufacturer of unique temperature therapy systems for localized applications of heating or cooling of medical patients. We offer simple systems for individual use or sophisticated systems for hospital use. Custom designs for private label applications are welcome. Made in the USA.



MED

Scott Gammons, Vice President
Adroit Medical Systems Inc., Dept. CN
1146 Carding Machine Road
London, TN 37774 USA

TEL: 865-458-8600
FAX: 865-458-0880
adroitmed@aol.com
www.adroitmedical.com

12385

LW Scientific**Seeking Distributors: Microscopes and Other Laboratory Products**

LW Scientific is a leading manufacturer of microscopes and centrifuges for the medical, veterinary, dental, educational, and industrial markets. The new LW Scientific I-4 microscope offers quality infinity optics at a savings of 50% over other infinity microscopes. LW Scientific microscopes now offer the best technology available for disease diagnosis—the new, portable Lumin fluorescing lens and compact illuminator. This affordable system converts a standard microscope into a fluorescing microscope.



MED

Carol James, International Sales Manager
LW Scientific Inc., Dept. CN
865 Marathon Parkway
Lawrenceville, GA 30045 USA

TEL: 770-270-1394, ext. 4343
FAX: 770-270-2389
carolj@lwscientific.com
www.lwscientific.com

10834

Qorpak**Qorpak Seeking International Distributors**

Division of All-Pak, Inc.

With more than 25 years of experience, Qorpak is an international supplier of laboratory packaging, chemicals, and equipment. Their new, 2008 Qorpak Catalog contains over 2,200 new items and is your one-stop source for all of your lab products. For a free copy of their catalog or if you are interested in becoming an international distributor for Qorpak, email them at info@qorpak.com, call direct at 1-412-257-3100, or visit www.qorpak.com.

LAB

Doug Jacobs, Director of Sales
Qorpak, a division of All-Pak, Dept. CN
Corporate One West, 1195 Washington Pike
Bridgeville, PA 15017 USA

TEL: 1-412-257-3100
jacobsd@qorpak.com
www.qorpak.com

11096

Earth Creations**Organic Apparel and T-shirts**

Earth Creations has been producing natural and earth friendly clothing since 1996. They use sustainable, certified organic fabrics with a unique, proprietary natural clay dyeing process. Their men's, women's, children's, and infants' imprinted sportswear uses designs that celebrate the outdoors and nature. They also produce casual women's apparel. All products are made in the USA and Earth Creations supports a fair trade and sweatshop-free philosophy for a sustainable living. International distributors sought.



APP

Roman Bielcik
Earth Creations Inc., Dept. CN
3056 Mountainview Way
Bessemer, AL 35020 USA

TEL: 205-426-2302
FAX: 205-426-2311
roman@earthcreations.net
www.earthcreations.net

12382

Prozone Water Products**Ozone Systems for Commercial and Residential Pools**

Prozone's PZ2 Series ozonators are for pools that range from 25,000 to 1.2 million US gallons (95,000 to 4.5 million liters). These compressor driven ozone systems can inject ozone under most hydraulic conditions, reducing odor and chlorine use. The PZ2 Series advanced hybrid ozone generator is built with commercial grade compressors, solid state power supplies, and muffling to ensure quiet operation. Easily retrofittable, systems require no special skills to install.



WPF

Ron Brook
Prozone Water Products
2610 Sixth Street
Huntsville, AL 35805 USA

TEL: 256-539-4570
FAX: 256-539-4225
rbrook@prozoneint.com
www.prozoneint.com

11734

O.C. Inc.**Enhance the Flavors of Your Wines**

O.C. Inc., a division of Clarksville Stave & Veneer Co. Inc., has specialized in high quality oak barrel alternatives and oak chips since 1975. They offer a wide variety of products in both American and French oak. O.C. Inc. also provides flavor and chemical analysis. Their products are registered with the U.S. Food & Drug Administration. Find out why, after more than thirty years, they say, "There's No Substitute for Experience."



FPP

E. Todd Nathan
O.C. Inc., Dept. CN
191 Seif Road
Piketon, OH 45661 USA

TEL: 740-289-1251
FAX: 740-289-1253
ocinc@zoomnet.net
www.oakchipsinc.com

12369

Ohio Valley Regional Dev. Commission

Relax Amid Nature's Splendor

Nestled in the Appalachian foothills, this region is far from ordinary. With its rolling hills, welcoming faces, and rich history, there's truly something for everyone along Ohio's Appalachian Adventure Trail. Attractions include hiking trails along unique sandstone outcroppings, ancient Native American mounds and petroglyphs, distinctive art galleries featuring local works of art, and lively festivals showcasing regional flavor. Featured in the April 2008 issue of National Geographic Traveler Magazine.



TRV Ohio Valley Regional Development Commission
9329 State Route 220 East, Suite A
Waverly, OH 45690-9012
12383
TEL: 740-947-2853
FAX: 740-947-3468
www.TheAdventureTrail.com www.ovrdc.org
info@TheAdventureTrail.com

FormSoft Development

Software and Forms For All Your Shipping Needs

FormSoft Development provides software solutions for many types of shipping situations such as hazardous materials, exports, non-restricted articles, NAFTA shipments, Israel shipments, shipper's letter of instructions, straight bills of lading, VICS bills of lading, and many more. They can be printed on NCR laser paper; in two, three, or four-part colored sets, with UCC bar code fonts, and in a variety of label formats. We also provide consulting.



CSF Pat Conte
FormSoft Development Corp., Dept. CN
P. O. Box 819
Greensburg, PA 15601
12404
TEL: 724-850-8000
FAX: 724-850-8003
pconte@softforms.com
www.softforms.com

GBC Materials

A Leader in High Volume Ceramic and Glass Components



Materials

GBC Materials, a division of Morgan Advanced Ceramics, is a leading supplier of a wide variety of dry-pressed ceramic and glass components ranging from .020 to 2.0 in. They are designed for miniature electronic devices including telecommunications, military, and industrial applications. Their ongoing investment in new technologies to enhance production and quality make them an ideal source for economical solutions requiring precision parts used in demanding or severe environments.

CRM GBC Materials, Dept. CN
A Division of Morgan Advanced Ceramics
580 Monastery Drive
Latrobe, PA 15650 USA
12345
TEL: 724-537-7791
FAX: 724-537-4910
gbcmaterials.sales@morganplc.com
www.gbcmaterials.com

The Webb Law Firm

Protecting Intellectual Property

A leader in the practice of intellectual property law for more than 160 years, The Webb Law Firm has helped innovators ranging from individual inventors to multinational companies to advance their technologies and safeguard their discoveries. Attorneys concentrate their practice exclusively in intellectual property law which includes patents, trademarks, copyrights, unfair competition, trade secrets, licensing and related litigation. One of the oldest intellectual property firms in the United States, The Webb Law Firm represents clients in industries such as steel and glass, advanced manufacturing, life sciences, information technology, semiconductors, communications, medical devices and business methods. The firm employs 85 individuals including 30 attorneys and three patent agents. Highly knowledgeable and experienced, attorneys hold dual degrees in law and the sciences and com-



Patent, Trademark & Copyright Law

bine their legal expertise with an in-depth personal understanding of business.

GSV Randall A. Notzen
The Webb Law Firm, Dept. CN
700 Koppers Building, 436 Seventh Avenue
Pittsburgh, PA 15219 USA
12375
TEL: 412-471-8815
FAX: 412-471-4094
webblaw@webblaw.com
www.webblaw.com

Asheville-Buncombe TCC

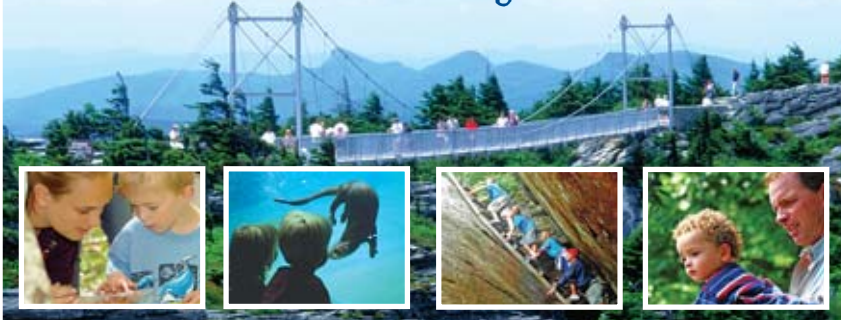
International Student Coalition Does Research For Incubator Clients

The A-B Tech Small Business Center/ Incubator has created the nationally recognized International Student Business Growth Coalition to perform research for incubator clients. MBA and honor students from Western Carolina University, associate-level business students from A-B Tech, and students from international schools in Mexico, India, China, Belgium, and South Africa work with businesses in world markets and provide research and a final report, free of charge. Contact Russ Yelton.



GSV Asheville-Buncombe Tech. Comm. College
Small Business Center/Incubator, Dept. CN
1465 Sand Hill Road, Suite 1060
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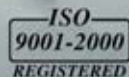
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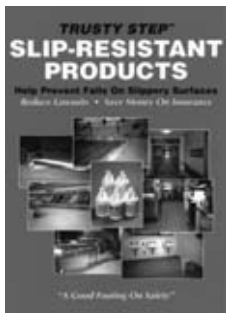
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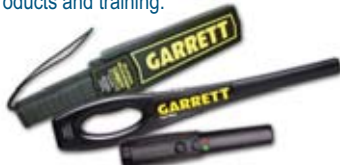
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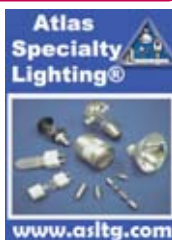
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Vitamec Receives Prestigious “E” Award

U.S. Department of Commerce Secretary Carlos M. Gutierrez joined President Bush at the White House in May to present Vitamec USA Inc. of Van Nuys, Calif., with the Presidential ‘E’ Award for excellence in exporting.

“Vitamec is helping to keep America competitive in the global marketplace. I commend them for contributing to last year’s record in goods and services. Thanks to Vitamec and the thousands of others that compete in the global market, U.S. exports last year rose 12.6 percent over the previous year to more than \$1.6 trillion making an important contribution to U.S. economic growth,” said Gutierrez.

The “E” Award is the highest honor the federal government can give to American people, firms or organizations that have made significant contributions to the increase of American exports. This marks the 46th Anniversary of the Presidential E-Award created by President John F. Kennedy in 1961.

“If you are looking for international exposure for your product, the Commercial News U.S.A. magazine is your best bet.”

“Vitamec USA Inc. is honored to be receiving this E-Award. We greatly appreciate the federal and state export assistance programs that have been a driving force behind our success in international markets,” said Viken Momdjian, president Vitamec USA. “Through this assistance, children from around the world have been able to enjoy Mr. Tumee, the innovative line of children’s gumees supplements.”

Much of Vitamec’s export growth is a direct result of advertising in Commercial News USA, the Commerce Department’s export promotion magazine. “If you are looking for international exposure for your product, the Commercial News USA magazine is your best bet,” said Momdjian.

Vitamec (www.vitamec.com) launched the “Mr. Tumee” line of children’s gumees vitamins in 2001. Mr. Tumee is pectin-based, with 100% natural flavors; is vegan certified; and comes in a variety of formulas, flavors, and shapes. To satisfy the many different tastes of children and their parents around the world, the Mr. Tumee line was expanded to include sugar free and certified organic gumees.

Because of its success with Mr. Tumee, Vitamec USA has launched three new children’s supplements called Space Gummies, Gummi King and Primovitamins. These products also have achieved significant success in international markets.



President George W. Bush welcomed Viken Momdjian, left, of Vitamec USA Inc. and his son Garen Momdjian, right, to the White House following the company's receipt in May of the 2007 President's “E” Award for Export Achievement. Vitamec has developed many new markets around the world working with partners it found through Commercial News USA.

White House Photo by Chris Greenberg



“These innovative products,” said Momdjian, “have brought much excitement to children in Iraq, Jordan, Indonesia, Morocco, and many others as they share the healthy lifestyle and fun of their counterparts in the United States.”

Index

All advertisers are listed in alphabetical order followed by the state they are located in, their Reader Service Request Number and the Page Number on which their ad appears. If you would like to receive information from an advertiser, please circle their number on the next page and fax back your request.

Company	Number	Page	Company	Number	Page
AAPEX, IL	11848	2,11	JSG O-ceana, PA	12380	15
Ace Wire Spring & Form Co. Inc., PA	12353	14	Jones Truck Sales, PA	12063	20
Adroit Medical Systems, TN	12385	17	Justice Brothers, CA	10756	19
Air-Scent, PA	12029	15	Kafko International, IL	12336	23
Almost Heaven Group, WV	12395	15	Kanawha Scales & Systems, WV	12406	14
Apex Powersports, OH	12405	16	Latrobe Foundry Machine & Supply Co., PA	12341	14
Appalachian Regional Commission (ARC), DC	12365	13	Lifetime Products Inc., UT	10814	24
Aqua Purification Systems, CA	10114	23	Litebeams Inc., CA	10820	19
Asheville-Buncombe Technical Community College, NC	12394	18	Little Cottage Co., OH	12368	15
Atlas Specialty Lighting, FL	10143	25	Luster Products, IL	11871	21
Axis Overseas LLC, LA	12346	26	LW Scientific Inc., GA	10834	17
Imprintor, IL	12347	20	Mason Corporation, AL	10862	16
Bee-Line Corp., MA	11812	26	Matrix Pro-Systems, CA	12357	27
Bell Lifestyle Products, MI	10180	25	Maui Wowi Hawaiian, CO	11720	28
Better Packages Inc., CT	11882	26	McLean International Marketing Inc., WI	10866	24
Bio-Microbics Inc., KS	10201	23	Medcorp International, CA	10869	25
Brown Medical Industries Inc., IA	10243	25	Metropolitan Vacuum Cleaner, NY	10886	30
BTL Electronics, NY	12317	30	MRO Warehouse Inc., CA	12390	26
BuildBlock Building Systems LLC, OK	12349	22	MDC Laboratories, NV	10941	25
Catalytic PURE AIR, CA	10276	25	New York Institute of Finance, NY	12204	20
Center for International Trade Development (CITD), CA	12293	20	OC Inc., OH	12369	17
Centiva, AL	12366	16	Opinionmeter Inc., CA	10993	20
Cèvan International, CO	10286	21	OVRCDC/Appalachian Adventure Trail, OH	12383	18
Chef Paul Prudhomme's Magic Seasoning Blends, LA	10295	29	P & D Creative Company Inc., MD	12389	14
Cherokee Adventures, TN	12403	18	PBM Inc., PA	12381	14
Clippership RV, AK	12329	20	PDQ Precision Inc., CA	11018	25
Corley Manufacturing Co., TN	12367	14	Peck Marine Terminal, VA	12396	19
Cosmic Pet Products, MD	12359	15	Perpetual Prosperity Pumps Foundation, DE	12402	24
CrestCom International Ltd., CO	11543	28	Poly Conversions Inc., IL	12408	24
Cyclops Industries, WV	12400	17	Power-Gen International, OK	11598	10, 36
Diversified Coatings Inc., CA	12054	22	Prenatal Cradle, MI	11823	21
Earth Creations Inc., AL	12382	17	Battery Doctors, CA	11081	19
Enecon Corporation, NY	10457	26	Prozone Pool Products, AL	11734	17
E-Z Up International Inc., CA	12401	27	Qorpak, div. of All-Pak Inc., PA	11096	17
FasTracKids International Ltd., CO	11667	28	Rainbow Play Systems, TX	11112	27
Five Star Products Inc., CT	12399	22	Re-Bath LLC, AZ	12398	29
Formsoft Development Corp., PA	12404	18	Recreatives Industries Inc., NY	11117	27
GAMMA Technologies, PA	10534	16	Rejuvi Laboratory, CA	11129	21
Garrett Metal Detectors, TX	10540	24	Schonstedt Instrument Company, WV	12105	16
GBC Materials-Div. of Morgan Advanced Ceramics, PA	12345	18	Scienco/FAST Systems Inc., KS	11997	29
GlobalTel, FL	10572	30	Sealed Unit Parts Co. Inc. (Supco), NJ	11189	26
Gold Cast Products, AR	10573	22	Seiki International Inc., CA	11684	20
Gold Touch Inc., OH	10578	19	Service Pump & Supply Inc., WV	12397	14
Golight Inc., NE	10582	30	Mozart International 888, LA	12264	21
Grandfather Mountain, NC	12386	18	SMG Valves a Unit of Southern Mfg., TN	12384	14
Grandstand Sports & Memorabilia Inc., NY	10590	27	Sno Biz, MN	10360	28
Harry E. Smith & Associates, PA	12361	17	Sprayroq Inc., AL	12351	16
Health Products Corp., NY	10625	21	Sun & Soil LLC, OH	12387	15
Healthysell, FL	12195	21	Synthetic Surfaces Inc., NJ	11292	23
Herwin Inc., PA	12362	17	The Original Log Cabin Homes, NC	10825	23
Homewatch CareGivers, CO	11995	28	The Webb Law Firm, PA	12375	18
IFE Americas, DC	12196	6,7	Trusty-Step International, MA	11386	24
Industrial Fabrics Association International (IFAI), MN	11789	8	United Coatings, WA	11856	22
Insulating Coatings Corp., NY	12167	16	Vitamec USA Inc. CA	11502	32, 33
Int'l Assoc. of Amusement Parks & Attractions (IAAPA), VA	12026	9	Vortex Spray Liners Inc., CA	11438	27
Intromark Inc., PA	12407	15	World of Concrete, TX	11842	1,5
Jeannette Specialty Glass, PA	12379	15			

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Company Name

Your Name

Job Title

Street Address

City

Province

Country

Postal Code

Telephone Number

Fax Number

E-mail

Web Site Address

Signature

Date

Please indicate the business categories you are interested in (check all that apply):

- ☐ Agricultural
- ☐ Automotive/Aviation/Marine
- ☐ Building/Construction/Hardware
- ☐ Business Services
- ☐ Consumer Goods
- ☐ Electrical/Electronics
- ☐ Environmental
- ☐ Health & Beauty/Fashion
- ☐ Food/Food Processing
- ☐ Franchising
- ☐ Hotel & Restaurant Equipment
- ☐ Industrial Equipment, Services & supplies
- ☐ IT/Telecommunications
- ☐ Materials
- ☐ Medical/Scientific Products & Equipment
- ☐ Safety & Security
- ☐ Sports & Recreation
- ☐ Trade Show

1. What is your job category?

- ☐ Executive Management (Chairman, President, Owner, Partner, General Manager, Managing Director, CEO, COO, CFO)
- ☐ Senior Management (Vice President, Sales/Marketing, Engineer, Purchasing, Traffic/Distribution, Product Manager, Import/Export, Operations, Customs)
- ☐ Other Professional Management (Lawyer, Doctor, Professor, Government, NGO, Non-Profit)
- ☐ Non-Management (Administrative Assistant, Secretary, Intern)

2. What is the principal business activity of your company or organization?

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

3. How many employees work for your company?

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

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

- ☐ Less than \$100,000
- ☐ \$100,000-499,999
- ☐ \$500,000-999,999
- ☐ More than \$1,000,000

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

- ☐ Very comfortable
- ☐ 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
- ☐ More than 6

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

- ☐ Very relevant
- ☐ Somewhat relevant
- ☐ Not relevant

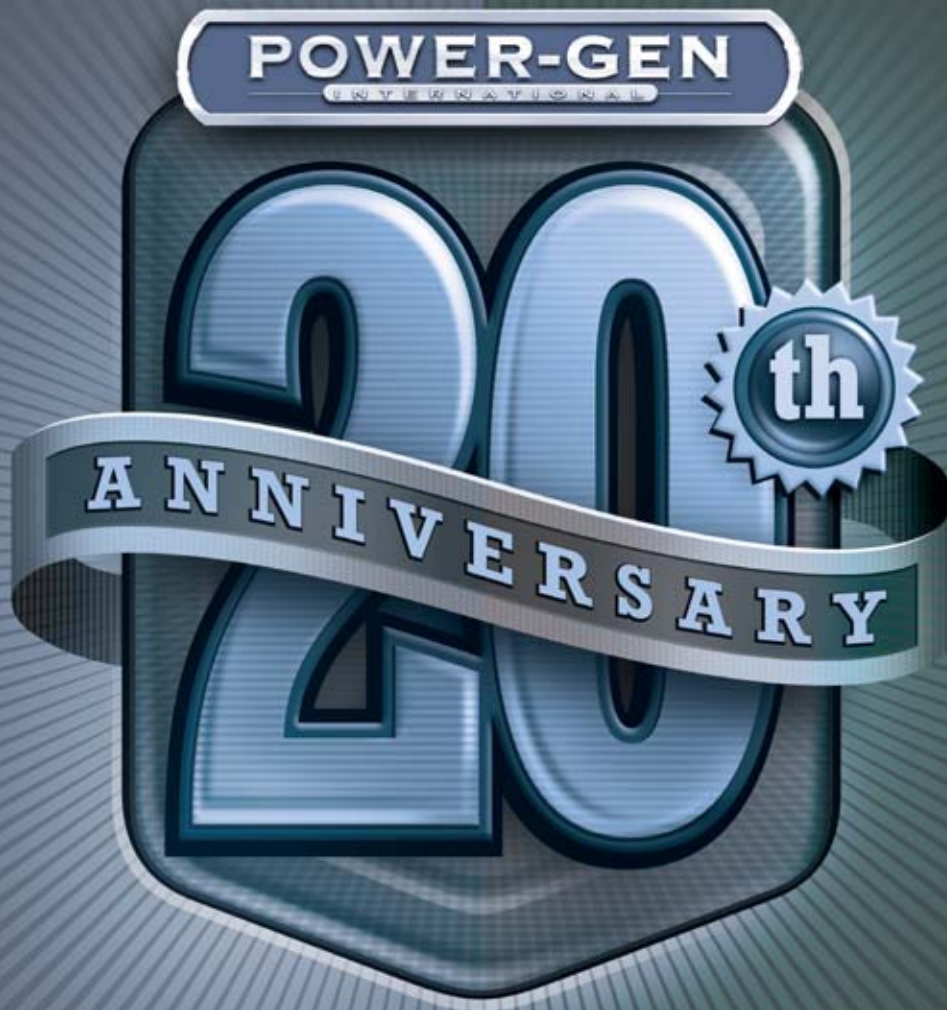
10. How many purchases have you made from companies as a result of reading Commercial News USA?

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

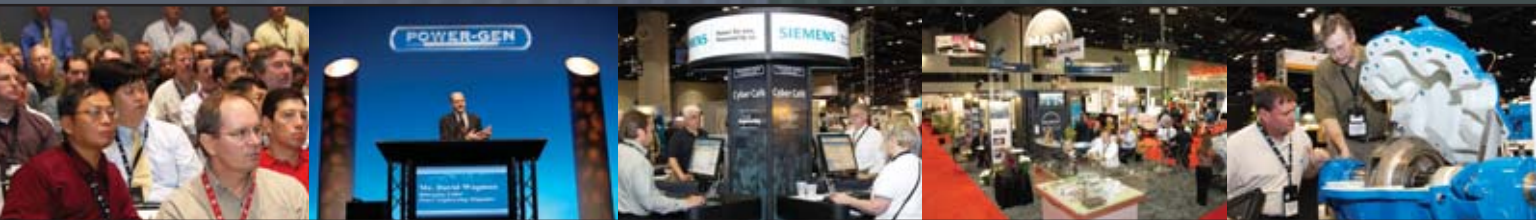
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