HA P AMERICAN EXPORTERS SEEKING PARTNERS WORLDWIDE

www.export.gov/cnusa



ACTION REQUIRED: ACTION REQUIRED Respond Using Form

Made in the USA

Table of Contents	3
Trade Shows	5
Product Listings	17
USA Product Showcase	28
Company Index	30
Free Information	31

This magazine is online

Cette magazine est en ligne Esta revista está online Este revista está en línea

这本杂志在网上 잡지 온라인에서 제공<u>됩니다</u> هذه المجلة متوفرة على شبكة الانترنت

cnusa.thinkglobal.us

FINDING THE RIGHT BUSINESS OPPORTUNITY HAS NEVER BEEN EASIER.

Master license opportunities are available in countries throughout the world. Let United Franchise Group guide you to the brand that is best for you and your country.

With over 25 years of franchising success, UFG can offer you the support and experience needed to jump-start you into your own business.















To learn more visit http://UnitedFranchiseGroup.com/cnusa



Contents

Trade Show5)
Medical/Scientific Products & Equipment	,
Agriculture	,
Automotive/Aviation/Marine	3
Building/Construction/Hardware19 Building Products Architectural/Construction/Engineering	>
Industrial Equipment, Services & Supplies)
Franchise	Ď
Hotel & Restaurant Equipment/ Food, Food Processing23 Processed Food	5

Sports & Recreation Sporting & Recreation Products Pleasure Boats	24
Consumer Goods	24
Environmental	24
Safety & Security	25
Health & Beauty/Fashion Cosmetics & Toiletries Vitamins	25
Business Services Trade Promotion Transportation Services & Logistics	25
Showcase	28
Index of Advertisers	30
Reader Service	31

July/August 2012

Commercial News USA is online at www.thinkglobal.us

Request Free Information

Request information directly from the companies you wish to do business with or fax back the free Reader Service form on Page 31 to request information from many different companies.

Buy More U.S. Goods and Services with Competitive Financing

The United States government has extended the charter of the Export-Import Bank of the United States (Ex-Im Bank). The bank, which is 78 years old, offers assistance to companies around the world that buy American products.

The Ex-Im Bank is the official export credit agency of the United States. Its mission is to assist in financing the export of U.S. goods and services to international markets. The bank does not compete with private sector lenders, but provides export financing products that fill gaps in trade financing.

The bank supports the financing of U.S. goods and services purchased by creditworthy international buyers that have difficulty obtaining credit through traditional financing sources. Ex-Im Bank provides working capital guarantees (pre-export financing); export credit insurance; and loan guarantees and direct loans (buyer financing).

International buyers must work with their American partners in order to take advantage of Ex-Im Bank programs.

One of the bank's primary short-term programs is export credit insurance,

which enables U.S. companies to offer U.S.-dollar credit directly to international customers. An open-account credit can be an attractive substitute for letters of credit and cash in advance. This insurance is available for purchases of bulk commodities, consumables, and spare parts, in addition to capital goods. The application must come from a U.S. company.

The bank also provides term financing, up to seven years on sales under \$10 million, for international buyers of U.S. capital goods or services. This can help buyers with lower financing costs and lower interest charges due to U.S. government support of the transaction. Again, the application must come from a U.S. company.

For international buyers, these programs offer opportunities to help increase the volume of American goods and services that you can purchase. For more details on these programs, talk with your American trading partners, contact the U.S. Commercial Service at the embassy in your country, or visit the bank's website at www.exim.gov.

U.S. Department of Commerce, International Trade Administration

Secretary of Commerce John Bryson

Undersecretary of Commerce for International Trade Francisco J. Sánchez Acting Director General U.S. Commercial Service Ambassador Charles A. Ford

Commercial Service Offices www.buyusa.gov

Commercial News USA, © 2012. Copyright is not claimed for individual listings contained in this work, and permission is hereby granted to make copies of individual listings for research, development, reference, study, educational, or teaching purposes. Reproduction of any other portion of this work for advertising or promotional purposes, for creating new collective works, or for resale, is prohibited without the express written permission of the United States Government. The U.S. and Foreign Commercial Service grants ThinkGlobal Incorporated, P.O. Box 865, Northampton, MA 01061, a paid-up license to exercise all rights under the copyright claimed herein.

Firms supplying product and/or service information in Commercial News USA attest that their products and/or services are available for immediate export. ThinkGlobal Incorporated and the U.S. Government do not endorse any product or service, nor any company herein, and assume no responsibility for the accuracy of this data or for the outcome of any business transaction resulting from this publication. ThinkGlobal Incorporated and the US&FCS make no representation concerning the quality or effectiveness of any of the products or services advertised.

ThinkGlobal Incorporated • www.thinkglobal.com • 413-586-8588

Commercial News USA

July/August 2012 • Vol. 33, No. 4

Editor and Publisher Gregory Sandler greg@thinkglobal.us

Art Director Stan Fede stan@thinkglobal.us

Website Developer lan Ricci iricci@thinkglobal.us

Office Manager Leah Bateman Ibateman@thinkglobal.us

Administrative Assistant Carla Colson ccolson@thinkglobal.us

Account Manager Javier Velasco

Interns Caroline Marsden Wen Zhu



Official Magazine

Advertising Information

For information about advertising in the magazine, please call 1-800-581-8533 from within the United States or send an e-mail to cnusa@thinkglobal.us. For all other questions, please send an e-mail to info@thinkglobal.us.

Free Subscription Offer

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 online by going to www.thinkglobal.us/subscribe or use the form on Page 31.

Published for the U.S. Commercial Service by:

ThinkGlobal Incorporated P.O. Box 865 Northampton, MA 01061 USA Tel: 413-586-8588 • Fax: 413-584-1688 info@thinkglobal.us www.export.gov/cnusa

All the Products. All the People. All in One Place.

^{2003 - 2012} **10** Years of Excellence

ABC KIDS EXPO® Oct. 14-17, 2012 Louisville, KY

Join us as we celebrate a decade of success at the 2012 ABC Kids Expo[®], the premier juvenile products show in the world. With nearly 15,000 attendees and exhibitors, this gala event promises to be your best opportunity yet to meet face-to-face with international buyers, media and fellow suppliers.

- The newest, most innovative products and services in the industry
- More than 900 exhibitors
- Nearly 1 million square feet of exhibit space
- Updated and expanded showcase areas and runway shows

You can't afford to miss this private industry event. Register now to attend the 10th Annual ABC Kids Expo!

ABC Hotline: 210.691.4848 www.theabcshow.com Fax: 210.691.4849 E-Mail: info@theabcshow.com

ABC Kids Expo

Furniture

Gea

October 30 - November 1, 2012 at the Sands Expo Center, Las Vegas, Nevada, USA AAPEX Connects Buyers with U.S. Manufacturers that Export

The global vehicle population is experiencing tremendous growth – and the U.S. automotive parts exports market is growing with it, up 14 percent from 2010 to 2011 according the U.S. International Trade Commission. What is the best way to connect with U.S. manufacturers that export? Attend the Automotive Aftermarket Products Expo (AAPEX), Tuesday, Oct. 30 through Thursday, Nov. 1, at the Sands Expo Center in Las Vegas, Nev.

"What is the best way to connect with U.S. manufacturers that export? Attend the Automotive Aftermarket Products Expo (AAPEX)."

In 2010, the world vehicle population – passenger cars, buses, trucks and other commercial vehicles – exceeded 1 billion. According to the Automotive Aftermarket Suppliers Association's (AASA's) annual global analysis, "World Motor Vehicle Market Report," regions experiencing the greatest growth included Africa, South America, North America, East and South Asia and Eastern Europe.

The Automotive Aftermarket Industry Association's (AAIA's) analysis of U.S. International Trade Commission data notes that several countries had at least \$100 million in U.S. auto parts exports in 2011 and significant growth from 2010 to 2011. The following is additional global automotive aftermarket data from the AAIA Digital Aftermarket Factbook.

North America: Of the \$46 billion in U. S. parts exports to foreign countries, 78 percent went to its neighbors, Canada and Mexico. U.S. parts exports to Canada totaled \$21 billion in 2011, up 8 percent from the previous year. By comparison, total parts exports to Mexico totaled only \$15 billion in 2011, but were up 19 percent compared to 2010.

Asia & Pacific Rim: The second largest U. S. export parts market was Asia and the Pacific Rim with \$4.3 billion and accounting for 9.4 percent of the \$46 billion total. The destinations of these exports by country were China with nearly \$1.2 billion in U.S parts exports, up 22.1 percent; Australia, with \$742 million and a 34 percent growth; South Korea at \$635 million reflecting an 81 percent growth; and Singapore with \$230 million and a 28 percent growth. India finished out 2011 with \$173 million, up 32 percent, while Thailand had \$119 million, for an increase of 21 percent.

Europe: The third largest market for U. S. export parts was Europe with \$3.2 billion and representing 6.9 percent of the total. Within Europe, the countries to watch include the United Kingdom, with nearly \$602 million in U.S. parts exports in 2011, up 27.5 percent; Belgium, with \$294 million and a growth of 21 percent; and Russia, with \$171 million representing a 195 percent growth over 2010. Germany continued to have the largest dollar volume of U.S. parts exports within this region, with approximately \$857 million, but growth from 2010 and 2011 was smaller at 1.2 percent.

South America: Three countries within South America demonstrated strong growth from 2010 to 2011: Brazil at \$625 million, up 19 percent; Chile at \$252 million for an increase of 24 percent; and Colombia, with \$158 million, up nearly 36 percent. Venezuela was the largest market in South America for U.S. auto parts exports in 2011 with approximately \$658 million, but growth was smaller at 14 percent.

Middle East & Africa: Within the Middle East and Africa, South Africa had \$177 million in U.S. auto parts exports, for an increase of 21 percent. The largest market in this region for U.S. auto parts exports in 2011 was Saudi Arabia with approximately \$220 million or 5 percent over 2010.

International buyers can start identifying the U.S. manufacturers at AAPEX that



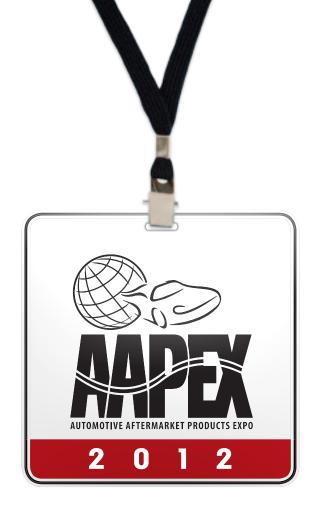
export by visiting the AAPEX Web site, www.aapexshow.com, and navigating to 'Product Search' from the 'Find Products & Exhibitors' tab. Select the option 'We are a US company' before searching. For additional assistance, contact Judy Novak, AAPEX event management, at: judy.novak@aapexshow.com.

AAPEX represents the \$395 billion global motor vehicle aftermarket and is jointly sponsored by the Automotive Aftermarket Suppliers Association (AASA) and the Automotive Aftermarket Industry Association (AAIA).

For more information, visit the AAPEX Web site, www.aapexshow.com, or e-mail: info@aapexshow.com. International buyers also can follow AAPEX on social media: AAPEX Facebook page, www.facebook.com/ AAPEXShow, Twitter page, www.twitter.com/ AAPEXShow, and within the AAPEX Show Group on LinkedIn, Tiny.cc/aapexlinkedin.



How to Contact: W.T. Glasgow, Inc. 10729 West 163rd Place Orland Park, IL 60467 USA Tel: 1-708-226-1300 • Fax: 1-708-226-1310 info@aapexshow.com **www.AAPEXShow.com** Reader Service #11848



Driving

Products Solutions Education Innovations Relationships

New Business

OCTOBER 30 - NOVEMBER 1

TUESDAY - THURSDAY Sands Expo Center, Las Vegas, Nevada USA

www.aapexshow.com



December 11-13, 2012 in Orlando, Florida POWER-GEN International 2012: World's Largest Power Generation Event

POWER-GEN

ore than 20,000 attendees from 92 countries will gather in Orlando, FL, December 11-13, 2012, for POWER-GEN International, the world's largest power generation event. This year marks the event's 24th year.

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.

NUCLEAR POWER International will be co-located with POWER-GEN International for the sixth year and will deliver conference sessions from industry leaders focused on nuclear power's role in today's changing world.

New this year, Renewable Energy World Conference & Expo North America will also be co-located with POWER-GEN International. Renewable Energy World Conference & Expo North America will be celebrating its 10th anniversary this year providing the renewable energy industry with a premier platform for information exchange and new business development.

Also co-located with POWER-GEN International is the POWER-GEN Financial Forum. The event launched in 2011 in Las Vegas and was met with great success. The Financial Forum features panelists who will be exploring the financing options and strategies that work best in today's market. Topics include liquidity issues, risk and return expectations, new development possibilities, and the financial and regulatory barriers to overcome in today's tight financial market. The Financial Forum will feature six conference sessions, a plenary session and a keynote luncheon.

Attendees of all co-located events enjoy the same benefits as POWER-GEN Interna-

tional attendees with access to all networking events as well as the vast exhibit floor.

This year's curriculum includes preconference workshops, Mega-Sessions, technical tours to area power plants and Networking Breakfasts. Networking opportunities include the Networking Party at Cube Libre, Drinks with 20,000 of Your Closest Friends on the exhibit floor and the Projects of the Year Awards Gala. 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 industry's largest exhibit floor with more than 1,200 exhibiting companies from around the world, POWER-GEN International is the platform for 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 2012 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 program, a USDOC Global Business Center will be located on-site. 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:

- Free admission to the exhibit floor
- 50% discount on conference sessions



- Informal briefing at show (upon request)
- Drinks With 20,000 of Your Closest Friends (free)
- Networking Party at Cube Libre (free)
- Access to the USDOC Global Business Center

• 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), when requested by October 8, 2012

For more information about joining a delegation, contact your local U.S. Commercial Service office.

To register, visit www.powergen.com or call for registration questions: +1-918-831-9161.

Founded in 1910, PennWell publishes 75 print and online magazines and newsletters, conducts 60 conferences and exhibitions on six continents, and has an extensive offering of books, maps, web sites, research and database services. PennWell's headquarters are in Tulsa, Oklahoma. For additional information about PennWell, visit www.pennwell.com.

How To Contact Melanie McGuire Event Operations Manager POWER-GEN International Tel: +1-918-831-9180 • Fax: +1-918-831-9729

melaniem@pennwell.com POWER-GEN Powered by PennWell Reader Service #11598

POWER-GEN

NENTE E

[SAVE THE DATE] DECEMBER 11-13, 2012

ORANGE COUNTY CONVENTION CENTER :: ORLANDO, FL :: WWW.POWER-GEN.COM

POWER-GEN International is the industry leader in providing comprehensive coverage of the trends, technologies and issues facing the generation sector. As the need to operate more efficiently and cost effectively becomes increasingly important, no other event bridges challenges with solutions like POWER-GEN International.

More than 1,200 companies from all sectors of the industry exhibit each year to benefit from the exposure to 20,000 attendees. Displaying a wide variety of products and services, POWER-GEN International represents a horizontal look at the industry with key emphasis on new solutions and innovations for the future.





Supported By: PennEnergy.

August 20-23, 2012 Las Vegas Convention Center

Buy, Sell, Learn, Connect—at North America's Largest, Most Comprehensive Sourcing Event

SOURCING "MAGIC

Reflecting the fashion supply chain at its most complete, SOURCING at MAGIC offers unmatched access to over 40 countries representing the world's most important markets. Conveniently merchandised by country and category, SOURCING at MAGIC connects more than 800 apparel, accessories and footwear resources to the unprecedented buying power of MAGIC's marketplace.

Exhibitors, ranging from worldwide leaders to local U.S. suppliers, build business through exposure to thousands of sourcing executives, designers, merchandising managers and private label buyers. Attendees benefit from the efficiency of a one-stop shop featuring contract and original design manufacturers; fabric, trim and component suppliers; and service and technology providers — as well as a courtesy Matchmaking Program, providing access to resources meeting specific requirements.

"SOURCING at MAGIC connects and educates the international fashion supply chain, from fiber to finished product."

In an atmosphere packed with business potential, fashion professionals network, exchange new ideas and take advantage of trend inspiration via exclusive color, print and textile forecasts. And 40 complimentary seminars, conducted by 70 executive speakers, address topics such as trend forecasting, new technology, ecommerce, social media and the latest on branding, marketing and selling.

With a productive four-day format, the show continues its steady growth streak. Fueling this evolution, in part, are new initiatives, including a further-enhanced fabric and trim area and contract footwear





manufacturing category, along with August's highly anticipated launch of SOURCING at MAGIC HOME. Situated at the heart of SOURCING at MAGIC, this inceptive opportunity will deliver sourcing professionals direct access to hundreds of home fabrics, materials and components manufacturers, while providing exhibitors with a new source of revenue through exposure to home textiles buyers.

How to Contact: SOURCING at MAGIC Stephanie Mojonnet International Marketing and Sales Coordinator 212-951-6722 smojonnet@advanstar.com www.magiconline.com/sourcing Reader Service #16521

43 countries in only 4 days

SOURCING at MAGIC AUGUST 20 – 23, 2012 LAS VEGAS CONVENTION CENTER

REGISTER NOW MAGICONLINE.COM

North America's largest sourcing event, showcasing over 800 fabric, design and manufacturing resources

40 seminars, 70 executive speakers and topics including trend forecasting, new technology, ecommerce, social media and the latest on branding, marketing and selling

16521

MAGIC

LAS VEGAS & MANDALAY BAY CONVENTION CENTERS

FOR MORE INFORMATION CALL (877) 554 4834

August 20-23, 2012 Las Vegas and Mandalay Bay Convention Centers MAGIC Connects, Inspires and Fuels the World of Fashion



MAGIC

AGIC is where the international community of apparel, accessories and footwear professionals trades information, previews trends, builds business and shops fashion unlike anywhere else in the industry. Each February and August, tens of thousands of attendees from over 80 countries meet more than 5,000 emerging-to-established brands to spark the strategic connections that become the relationships of tomorrow.

MAGIC unites the largest and most influential network of buyers, brands, media and decision makers via innovative initiatives, exclusive access to cuttingedge information and conveniently merchandised show areas: WWDMAGIC, FN PLATFORM, MENS/WEAR, STREET, S.L.A.T.E., POOLTRADESHOW, PROJ-ECT and SOURCING at MAGIC.

By combining incomparable commercial potential, creative inspiration and connection opportunities, MAGIC has become the most influential force in fashion. With an average of nearly \$200 million in per day order volume and 85% of the top 50 retailers in attendance, more business is done at MAGIC than any other fashion retail trade event—making MAGIC the definitive platform for conducting the business of fashion.

"MAGIC unites the largest and most influential network of buyers, brands, media and decision makers..."

SHOW DATES

PROJECT | SLATE | STREET MENS/WEAR | POOLTRADESHOW

Monday August 20th–Wednesday August 22nd The Mandalay Bay Convention Center

SOURCING at MAGIC

Monday August 20th–Thursday August 23rd The Las Vegas Convention Center

WWDMAGIC | FN PLATFORM

Tuesday August 21st–Thursday August 23rd The Las Vegas Convention Center







How to Contact: Advanstar 2501 Colorado Ave, Suite 280 Santa Monica CA 90404 Tel: 310.857.7500 Fax: 310.857.7510 cs@magiconline.com www.magiconline.com

Reader Service #11581

Be seen at fashion's most influential event, connecting tens of thousands of attendees from over 80 countries, featuring 8 unique shows.



AUGUST 20 – 22, 2012 MANDALAY BAY CONVENTION CENTER

AUGUST 21 – 23, 2012 LAS VEGAS CONVENTION CENTER AUGUST 20 – 23, 2012 LAS VEGAS CONVENTION CENTER

PROJECT <u>slate</u> STREET

WWDMAGIC III=>PLATFORM

SOURCING at MAGIC

MENS/WEAR POOLTRADESHOW

September 24-25, 2012, in Miami Beach, Florida

16th Americas Food and Beverage Show Welcomes International Attendees!

The 16th Americas Food and Beverage Show welcomes food professionals from around the world to beautiful Miami Beach on September 24-25, 2012, for the Western Hemisphere's largest two-day food and beverage trade show. Come join nearly 7,000 food retailers, distributors, exporters, importers, and food service professionals from more than 83 countries who will gather to share ideas and innovations, present new products, and explore new sales, marketing, distribution, and branding opportunities.

"I'm looking for new products to buy and distribute in Peru. And, I've found more than I thought I would at this show."

Attendee Braulio Alvarez, Alanco Peru SA – La Molina, Peru

"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 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 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 16th 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 25 countries around the world such as Argentina, Brazil, Canada, Colombia, Italy, Jamaica, Malaysia, South Korea, Thailand, Trinidad & Tobago, etc. The event is strongly endorsed by trade promotion groups from Argentina, Brazil, Canada, Colombia, Peru, Thailand, and Turkey. International visitors will be particularly interested in the International Buyers Reception as well as "must see" events such as the Annual Americas Food and Beverage Awards Presentation, the New Products Showcase, and the Conference programs in addition to the 400 or more exhibiting companies.

If you have any questions, please visit the 16th 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 16th Americas Food and Beverage Show in Miami Beach, September 24-25, 2012.

"AF&B Show 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

How To Contact 16th Americas Food and Beverage Show 1007 N. America Way, Suite 500 Miami, FL 33132 USA Tel: 305-871-7910 • Fax: 305-871-7904 afb@worldtrade.org www.americasfoodandbeverage.com Reader Service #12196



World Trade Center Miami presents

September 24-25, 2012 Miami Beach Convention Center, Hall C

16TH AMERICAS FOOD & BEVERAGE SHOW & CONFERENCE





 $\pmb{\textit{VISIT}}$ the USA Pavilion featuring specialties from every region in the US

DISCOVER the New Products Showcase where you can see the newest products in the US and in the Americas introduced in the last 12 months

TASTE products produced in 17 countries with major pavilions from South America and the Caribbean

SCHEDULE personal appointments in advance of the show with leading producers

FORM strategic alliances with small and mid-sized companies in the U.S. to increase your product diversity and offerings

NETWORK with 7,300 of your industry peers from 83 countries at innovative seminars and sessions focused on methods to increase business

MEET over 400 exhibitors and taste some of the industry's most outstanding products





Special Priority Registration Code: CN







At www.americasfoodandbeverage.com Contact: 305-871-7910 or afb@worldtrade.org



MEET WITH SUPPLIERS OF U.S. FOOD AND AGRICULTURAL PRODUCTS

The Foreign Agricultural Service (FAS) of the U.S. Department of Agriculture endorses trade events all over the world at which you can meet representatives of U.S. companies that produce or trade value-added agricultural products.

The USA banner at international trade events is a worldrecognized sign of high quality and safe foods that are fresh, flavorful, innovative, and fun. When the USDA links its name with an international trade event, you can be assured of high standards at a fair price – and you can take advantage of many opportunities to source products, meet with product buyers, negotiate deals, and discuss food issues with FAS attaches and staff stationed at U.S. embassies worldwide.

Below is a list of FAS-endorsed events in the coming months. Attending one or more events will keep you informed and help you grow your business.



Register Today for a Trade Event Near You!

Western Hemisphere

Abastur Americas Food and Beverage

Asia

Asia Fruit Logistica Annapoorna Food Ingredients Asia (Fi Asia) Food & Hotel China, Shanghai

Australia Fine Food Australia

Europe/Russia

World Food Moscow SIAL Paris Health Ingredients Europe (Hi Europe) August 28-30 September 24-25

September 5-7 September 26-28 October 3-5 November 14-16

September 10-13

September 17-20 October 21-25 November 13-15 Mexico City, Mexico Miami, Florida

Hong Kong Mumbai, India Jakarta, Indonesia Shanghai, China

Melbourne, Australia

Moscow, Russia Paris, France Frankfurt, Germany



MASDA National Association State Departments of Agriculture

For a complete list of Trade Events worldwide for 2012 please visit: www.fas.usda.gov/agx/trade_events/trade_events.asp

16200

www.fas.usda.gov

Agriculture

Medical/Scientific Products & Equipment

Innovations in Pain Prevention and Healing

With leading products in physical therapy, foot care, stretching, and skin care categories, Medi-Dyne is committed to best performance and highest quality products known worldwide under brand names such as Tulis[®], ProStretch[®], StretchRite[®], Skin-On-Skin[®], RangeRoller[®] and many more. Medi-Dyne serves podiatrists, orthopedists, physical therapists, athletic trainers, general healthcare profession-



als, athletes and individuals world-wide. New distributors can rely on our patented, innovative, bio-mechanically designed products, and dedicated international customer support. **16486**

Medi-Dyne Healthcare Products Tel: 817-251-8660 • Fax: 817-488-6616 Kristin@Medi-Dyne.com www.Medi-Dyne.com

Superior Moisture Protection

The Easy, Durable Way to Stay Dry!® SEAL-TIGHT® Original Cast and Bandage Protector provides dependable watertight protection while showering and bathing. Reusable, SEAL-TIGHT is made of durable textured vinyl. Patented application ring eliminates the need for

pumps, straps or sticky tapes. Simple to apply. Latex-free diaphragm stretches easily over cast to form comfortable, leak-free seal. Beware of cheap knockoffs! Seeking distributors. **10243**

Brownmed Paul Katzfey, VP Sales & Marketing 1300 Lundberg Drive West Spirit Lake, Iowa 51360-7246 Tel: +1-712-336-4395 • Fax: +1-712-336-2874 paul.katzfey@brownmed.com www.brownmed.com

New, Revolutionary Nasal Cannula

Ram Cannula developed by a Neonatologist for Babies & Clinicians

- Universal 15mm adapterSoft, curved prongs in three
- (3) sizesShorter, kink-resistant tubing
- for better pressures, flow and less dead space
- Compatible with HFOV, T-Piece resuscitation, traditional wall oxygen, most ventilators & Bubble CPAP

 Oxygen adapter allows transition from NCPAO or NIPPV to high or low-flow oxygen without having to change the cannula Distributors Wanted
 16504

Medcorp International Tel: 949-582-0313 • Fax: 949-582-3747 Medcorpint@cox.net www.Neotechproducts.com

Discover the Power Beneath Your Plants



mesa verde ^{100%} New Mexico humates

- Improve soil health
 Improve nitrogen utilization
 Improve moisture management
 Increase nutrient uptake
 Increase yield
- Stimulate microbial activity
- Increase stress resistance

www.Humates.com

joel@humates.com

Dealers and Distributors Please contact us at +1 505-362-4205

Advancing Sustainable Agriculture Naturally



Automotive/Aviation/Marine





Find the quality used truck, tractor, or trailer you need, from a dependable source!

Why Ryder Road Ready[™] Used Vehicles Are Better:

With thousands of vehicles for sale, Ryder has been exporting trucks, tractors, and trailers for over 20 years. We can assist export buyers with transportation services, payment options, and spare parts - all at competitive prices.



	00-5011 1 mos Esp ai	export@ryder.com ňol! www.usedtrucks.ryder.com	
K	Spare Parts		
L		Spare Parts Available for Sale	
	Freight Assistance	Financing Alternatives Available	-
36		Thorough Pre-Sale Inspection to Assure Quality	1
Assistance		Maintenance History in Writing with Each Vehicle	
		• Locations in the U.S., Canada, and United Kingdom	L
and a second	Financing	 Export Specialists to Assist with Inland and Ocean I 	Freight

Automotive/Aviation/Marine

New Alternative to Chrome Plating

Cosmichrome is an amazing decorative alternative to expensive, environmentally hazardous chrome plating, Exclusive



formulation can be sprayed on like paint. Unlike traditional electrolytic plating finishes, it can be applied on wood, plastic, metal, stone, glass, vinyl, paint, plaster–virtually any properly prepared surface. Available in gold, silver, bronze, chrome, and many hues and patinas. Offers the decorative luster of metal plate at a fraction of the cost. Gold Touch is the spray chrome supplier to the legendary Izod IndyCar series race team Andretti Autosport. Meets RoHS requirements. **10578**

Gold Touch Inc. Terry Collins, President 12801 Berea Road, Cleveland, OH 44111 USA Tel: 216-941-7400 • Fax: 216-941-7472 terry@goldtouchinc.com www.goldtouchinc.com

Auto Parts Exporting

Automotive Performance Export provides automotive parts sellers and repair facilities a one-stop shop specializing in exporting all types of automotive parts worldwide. Automotive Performance Export specializes in the entire export process, from providing parts quotes from all major



OEM and after market suppliers, to purchasing and consolidation of orders and finally shipping with an attention to minimizing costs via ocean or air freight. Minimize your inventory by using our buying power and weekly shipments. **16290**

Automotive Performance Export Marco Romani, CEO 5750 Obata Way, Unit G, Gilroy CA 95020 Tel: 408-848-6100 x150 marco@apexportgroup.com www.apexportgroup.com

Seeking Distributors for Automotive and Industrial Lubricants



*REE PRODUCT with 1st Order Offer good through September 30, 2012 (contact us for details)

Prolong Super Lubricants – a brand of GoldenWest Lubricants, Inc. – seeks established wholesalers, distributors and retailers of automotive, commercial fleet and or industrial lubricants.

Manufactured to the highest standards and using a special manufacturing process, Prolong Super Lubricants advanced AFMT technology (anti friction metal treatment) interacts with metal surfaces on chemical and molecular level to create a buffer on metal surfaces. AFMT will bond to metal surfaces in all petro and diesel fueled engines. The result is a dramatic reduction in friction and heat. Prolong offers the Ultimate in Protection and Performance.

Prolong Super Lubricant's family of products include automotive, racing, commercial fleet and industrial oil and greases. Prolong offers high-performance oils that will allow for big profit margins and top performing products for your customers. Incentives offered for new distributors. Visit our website. Then send us an email.

Automotive Performance • Extreme Racing Super Heavy Duty Commercial Fleet / Industrial Specialty Fluids

12455

GoldenWest Lubricants Inc. Jeff Victer, Director of Sales 1937 Mt. Vernon Ave., Pomona, CA 91768-3312 Tel: 909-865-8031 • Fax: 909-865-4467 jvicter@prolong.com www.prolong.com

Building/Construction/Hardware

Miracle Sealants Products Available Internationally MIRACLE Sealants Company

Miracle Sealants Company is one of the world's leading manufacturers of premium quality, professional grade care products for tile, grout, marble, limestone, natural stone, concrete and masonry surfaces. We have surpassed the industry standard for more than 26 years satisfying thousands of customers in the tile, stone, masonry, design, architectural, janitorial and private label industries. Products include: penetrating sealers, cleaners, color enhancements, abrasives and machinery. **16473**

Miracle Sealants Company 12318 Lower Azusa Road Arcadia, California 91006-5872 Tel: 1-626-443-6433 • Fax: 1-626-443-1435 info@miraclesealants.com miraclesealants.com

Batteries Are in Everything



Establish a Battery Doctors factory equipped with the most advanced technologies to re-energize discarded batteries without taking them apart.

• Easy to learn and operate

Full Equipment Packages

Substantial and immediate income potential.Training available.11081

Battery Doctors Tel: 001-775-887-4457 batterydoctors.com

AMERICA'S FINEST EMERGENCY MEDICAL, RESCUE & FIRE FIGHTING VEHICLES

Ambulance & Rescue Vehicles
 Homeland Security Vehicles
 Mobile Health Clinics
 All Makes, Models, New, Used



In Country Training and Spare Parts Packages
Shipping/Freight Forwarding Service Available

www.emergencyvehiclecenter.com

2444 Ridgeway Blvd. Bldg. 500, Manchester NJ 08759 • 732-657-1104 • Fax 732-657-7955 • exports@emergencyvehiclecenter.com

Building/Construction/Hardware

LVT Flooring with ESD (Electro Static **Discharge) for Permanent Function**

Earthwerks Electro Static Discharge (ESD) is a unique line of luxury vinyl tile. Ideal for use in areas that need static electricity prevention, such as computer rooms, clean rooms, operation rooms and production lines. Earthwerks ESD tiles are



available in both 3mm and 5mm thicknesses, and in a variety of sizes. Earthwerks ESD is a patented product in most countries, including China, Korea, India, Vietnam and the USA.

Please contact us for more information. 11287

Plasma Etch Plasma Cleaning & Etching Systems

Come see what you have been missing! Plasma Etch is regarded in the plasma industry for manufacturing the most technologically sophisticated and well designed plasma systems available anywhere in the world. Plasma Etch is the



industry pioneer innovator of process temperature control and electrostatic shielding. Check us out, you will agree, Plasma Etch is the best choice for your plasma application needs. Complete systems starting for as low as \$12,500 U.S. Please visit www.plasmaetch.com today. 12535

Plasma Etch, Inc. 3522 Arrowhead Drive, Carson City, NV 89706 Tel: 775-883-1336 Sales@plasmaetch.com www.PlasmaEtch.com







EN LEA **Innovative High Performance Coating Solutions**

APPLICATION MARKETS: Industrial, Commercial, Specialty and much more ENVIRONMENTAL CONCERNS: Zero Solvents, Zero VOCs, No Water, No Outgassing PERFORMANCE: Fast Cure, Flexible, Strong, Resilient, Seamless TECHNOLOGY: "Next Generation" Technology - Be The Market Leader in Your Area CUSTOM SOLUTIONS: Solutions Provide for Unique Needs & Different Application Methods

INTERNATIONAL DISTRIBUTOR OPPORTUNITIES AVAILABLE www.PolyureaSupplier.com • inquire@PolyureaSupplier.com [•]Solving Today's Problems With Tomorrow's Technologies[•] 12456

Log Homes for Worldwide Delivery

Our company started in Rocky Mount, North Carolina with one simple goal: To manufacture the best log home in the world. With this as our mission, we united nature



and technology in milling, manufacturing, and joinery. We also enhanced architectural design flexibility through computerization. We deliver to you worldwide, the best of both the old and the new, in comfortable, affordable, and infinitely possible designs. 10825

> The Original Log Cabin Homes Ltd. Tel: 252-454-1592 • Fax: 252-454-1512 International@logcabinhomes.com www.logcabinhomes.com

Start Your Own Business: Manufactured (cultured) Stone

- · Our system enables vou to manufacture the highest quality, best looking stone on the market.
- Produce lightweight concrete stone that looks beautiful and completely natural Turnkey package available - order everything



EZ FIT Interior Visit our website for more information and a free video. 10573

Gold Cast Products

Wayne Love, Owner/President 130 Welsco Road, Smackover, AR 71762 Tel: 870-546-2598 • Fax: 870-725-3563 info@GoldCastProducts.com

www.GoldCastProducts.com



Texas Oil Company Seeking Distributors

for High Performance Greases • Gear Lubes ingine Oils • Hydraulic Oils • Compressor Oils and Other Specialty Industrial Fluids

USA manufacturer is seeking established companies or individuals to import, stock and sell complete line of technologically advanced, high performance industrial lubricants to construction, marine, manufacturing, transportation, mining and other industrial users. Outstanding Business Opportunity with repeat sales, diversified growth and profits. High demand markets, unique quality products & services with industry leading training and support. We are respected experts offering 79 years' experience and a proven distributorship program.

> SWEPCO[®] Lubricants ISO 9001 Certified • Established 1933 Mr. Charles Schulz: +1-817-348-7231 Complete online application at: www.swepco.net

11286

EarthWerks/Swiff-Train Company Kenneth Train, Executive VP 2500 Agnes, Corpus Christi, TX 78405 USA Tel: 361-883-1706 • Fax: 361-883-9653 sales@earthwerks.net www.earthwerks.net

XLERATOR[®]: The Best Selling Hand Dryer in the World

The original, patented high-speed hand dryer is proven to eliminate paper towel costs and maintenance, help reduce a facility's carbon footprint and improve rest room hygiene.

The original, patented high-speed hand dryer is proven to eliminate paper towel costs and maintenance, help reduce a facility's carbon footprint and improve rest room hygiene.

With over eight years of proven performance and reliability, the XLERATOR high-speed, energy-efficient hand dryer by Excel Dryer, Inc. has emerged as the New Industry Standard by which other dryers are measured. Unlike conventional hand dryers' lengthy 30 to 45 second drying time, the XLERATOR completely dries hands 3 times faster (in 10-15 seconds), uses 80% less energy than conventional hand dryers and delivers a 95% cost savings when compared to paper towels. It also provides the lowest carbon footprint when compared to traditional hand dryers or paper towels, a full Life Cycle Assessment (LCA) Study is available.

Priced at less than half of the cost of

trough-style models and virtually maintenance-free, the XLERATOR is easier for facility managers to install and maintain in their rest rooms.

XLERATOR is available in multiple finishes that suit a variety of architectural design needs. In addition, Excel Dryer now offers exclusive digital imaging technology that allows buyers to design their own high-speed XLERATOR hand dryers with company logos, team mascots, school colors, or any other high resolution image. Excel Dryer's imaging technology allows the dryers to be branded with a fully integrated design, rather than a sticker or other surface brand that could easily be marred or removed. Buyers can supply their own digital artwork or develop the cover graphics with the help of Excel Dryer's design team.

Currently, XLERATOR hand dryers are installed in some high profile locations

throughout the world, such as Disney World, Wembley Stadium (London), Heathrow Airport, Patriots Gillette Stadium, Carnival Cruise Lines, Marina Bay Sands Resort (Singapor), Sandals Resorts, Johanesburg Airport and New World Cup Arenas (South Africa), Madrid City Hall (Spain), Bimbo Bakeries (South America), Lisboa Casino (Macau), U.S. Embassies, UPS Distribution Centers, and more.

Distributors wanted and select markets are available. Contact us for more details and pricing.

How To Contact Excel Dryer, Inc. P. O. Box 365, 357 Chestnut Street East Longmeadow, MA 01028 Tel: 1-413-525-4531 • Fax:1-413-525-2853 sales@exceldryer.com **www.exceldryer.com** Reader Service #16078

IMPROVE THE ENVIRONMENT IN YOUR RESTROOM.

XLERATOR



THE XLERATOR[®] HIGH-SPEED ENERGY-EFFICIENT HAND DRYER

Three Times Faster (10 to 15 Seconds) Uses 80% Less Energy 95% Cost Savings vs. Paper Towels Qualifies for several LEED® Credits New CEU Education Page online



SEEKING DISTRIBUTORS WORLDWIDE

EXCEL DRYER INC. • 1-413-525-4531 • WWW.EXCELDRYER.COM • E-MAIL: SALES@EXCELDRYER.COM

Access to over 900,000 products. One supplier.

Motors and Power Transmission Electrical Lighting Test Instruments Hand Tools Fleet/Vehicle Maintenance Janitorial and Painting Material Handling Shelving & Storage Safety & Security Fasteners and Raw Materials Power Tools and Metalworking Pneumatics & Hydraulics Pumps & Plumbing HVAC/R

Visit us at Grainger.com[®]



Spray Equipment for Coatings & Foam Now Available

- High Pressure Impingement Pumps
- Low Cost/Low Pressure Spray Pump
- Portable 2-Component Spray
- Multiple Pump Options
- More Markets to Service & Sell Into
- More Profit Potential for You

INTERNATIONAL DISTRIBUTOR OPPORTUNITIES AVAILABLE

www.2Kspray.com • inquire@ 2Kspray.com Special Offer for New Distributors BETTER EQUIPMENT — BETTER OPTIONS

Seeking International Distributors for Advanced Polymer Technologies



ENECON is an industry leader with some of the most advanced products in the world. We are looking for talented and skilled business professionals/organizations to become our exclusive stocking distributors in key markets/ territories. Unlimited growth and income potential. Interested? Please reply in English with contact phone number and email address to: distributors@enecon.com. 10457

> ENECON Corporation Fax: 215-489-1055 distributors@enecon.com www.enecon.com

Low Cost Super Air Knife[™]

The Super Air Knife provides a uniform sheet of laminar airflow with hard hitting force for drying, blowoff and cooling applications.

- Air consumption is 1/3 that of typical blowoffs
- Energy use is comparable to a blower



11510 Goldcoast Dr. Cincinnati, OH 45249-1621 USA

Distributor Inquiries Welcome. Contact Mr. Ivan Banks in the U.S.A. Phone (513) 671-3322, Fax (513) 671-3363 E-mail: ivanbanks@exair.com Web Site: www.exair.com/63/423.htm

Actively Seeking International Distributors Worldwide!

ESP, the leading manufacturer of commercial-grade power protection technology, is offering a new and profitable opportunity to expand your business.

- ESP's patented power filter technology virtually eliminates catastrophic surge energy (even lightning!) and filters out electronic noise that cause system jams, error codes, and equipment downtime in commercial equipment.
- Protects the reliability of ATM and KIOSK machines, Point-of-Sale systems, office equipment, security systems, servers, electronic signage, and mission critical digital equipment applications.
- Improves equipment performance by over 16%, reduces service calls, extends equipment life, and conserves waste.
- All products include Lifetime Warranty that provides coverage for all connected equipment.



CONTACT: Gary Shallo | gary@realpowerprotection.com | Phone: 919-933-5022 www.realpowerprotection.com | 517 N. Industrial Drive, Zebulon, NC 27597 USA

Low start-up investment (no parts!)

• High profit margins (OEM endorsed)

• No direct competitors (85% share in US)

Sales/Marketing Training and Support

16191

12022

F

Industrial Equipment, Services & Supplies

LUB<>LINE Corp. Lubricants for Many Industries



Giving customers the superior products they deserve.

- Additives
- Banana Spray Oils
- Naphthenic and Paraffinic Base Oils
- Solvents
- White Mineral Oils
- Transformer Oil

LUB<>LINE Corporation Tel: 281-260-8300 • Fax: 281-260-6888

sales@lubline.com

www.lubline.com



Online Trade Show REGISTER for FREE

PLEASE VISIT USAExportExpo.com

Provide interactive learning to the future leaders of your community!

10830



Leading children's early education franchisor seeking master licensees and franchisees.

Call +1-303-224-0200 U.S. info@fastrackids.com www.fastrackids.com

Facebook.com/FasTracKidsInternational

© 2012 FasTracKids International Ltd Greenwood Village, Colorado 80111 USA

Hotel & Restaurant Equipment/ Food, Food Processing

Chef Paul Prudhomme's All Natural Seasonings



Now operating out of a new 125,000 squarefoot plant outside of New Orleans, Louisiana, Magic Seasoning Blends® has a 27-year history of providing chefs and home cooks with more than 30 seasoning blends, sauces, marinades and dry chiles. Export markets include 25 countries that use retail, foodservice or bulk ingredients of Magic Seasoning Blends products. Custom blending is a growing specialty including private label blends for supermarkets or restaurant chains. Original seven blends are Poultry Magic®, Meat Magic[®], Vegetable Magic[®], Pork & Veal Magic[®], Blackened Steak Magic[®] and Blackened Redfish Magic[®]. Other varieties are Barbecue Magic®, Fajita Magic®, Salmon Magic®, Salt Free Magic[®], Magic Seasoning Salt[®], Gravy & Gumbo Magic[®], Sweetie Magic[®] and Shrimp Magic[®]. Also available, Chef Paul's NEW No Salt, No Sugar blends! Choose from Toasted Onion & Garlic, Seven Herb, Lemon & Cracked Pepper, Six Spice and Sweet & Spicy. Great flavors without the sodium or sugar and Gluten Free (both retail and foodservice sizes). Importer inquiries welcomed. Product of USA. 10295



Chef Paul Prudhomme's Magic Seasoning Blends, LLC Anna Zuniga, Dir. of Export Sales P.O. Box 23342, New Orleans, LA 70183 USA Tel: 504-731-3522 • Fax: 504-731-3576 azuniga@chefpaul.com www.chefpaul.com

If you're looking for world class training

11667

or a world class business opportunity...

Creators of THE <u>BULLET PROOF</u>® MANAGER

CRESTCOM is the answer

Call 303.267.8200 in the U.S. **www.crestcom.com**

©2010 Crestcom International, LLC, Greenwood Village, Colorado 80111 USA

Sports & Recreation

Consumer Goods

Environmental

Redwood Playground Equipment

Rainbow Play Systems Inc., a manufacturer of Redwood Playground Equipment, is currently award-



ing distributorships to qualified individuals or companies in select international markets. Upon meeting the requirements, you may be chosen to join this organization and its growing network throughout the world. Rainbow Play Systems Inc. is a worldwide company of owners, partners and business people working together toward a common goal: success. **11112**

Rainbow Play Systems Inc. Leonor B. Houston 25840 IH-10 West, Suite 1, Boerne, TX 78006 Tel: 210-764-1375 • Fax: 210-698-3843 leonor@rps-international.com www.rainbowplay.com



Tel: 01-847-763-0333 • exportsales@kafkointl.com • www.oileater.com



The 28 pound Little Wing 15.5 kayak transforms in 10 minutes into a high performance trimaran.

USAEXPORTEXPO^{®®}

The Online Marketplace Lead Generation & Marketing^{**}

> Open for Business. All Day. Every Day.**



Safety & Security



Distributors Sought for Hair Care Products

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; PCJ, hair care for children and YOU, hair care for men and women. We also manufacture Designer



Touch and YOU Pro, two lines of premium, professional salon products sold to hair stylists. We are looking for distributors worldwide. **11871**

Luster Products 1104 West 43rd St., Chicago, IL 60609 USA Tel: 773-579-1800 • Fax: 773-843-7502 contactus@lusterproducts.com www.lusterproducts.com

Powerful and Safe Skin Aesthetics

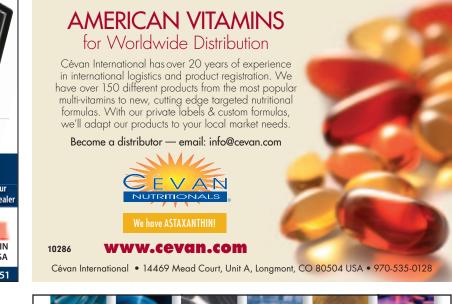


Painaway Cream, Gel and Solution all contain 30% to 40% lidocaine and lidocaine derivative. This makes them the most powerful and effective topical anesthetics available today for micropigmentation (permanent makeup) or tattooing process. They are easy to use for a variety of applications, and are as safe as they are effective. **11129**

Rejuvi Laboratory USA 360 Swift Avenue, #38 South San Francisco, CA 94080 USA Tel: 650-588-7794 • Fax: 650-588-7796 rejuvi@mindspring.com www.rejuviLab.com

Health & Beauty/Fashion

Business Services





FloridaExportDirectory.com

Connecting Global Buyers to Florida Suppliers

Fast. Easy. Free. Now Online.

Did you know that Florida is home to the second highest number of exporters in the United States and is the fourth largest export state in the country?

Now, there's a new way to get in touch with those companies. The Florida Export Directory is your free, online source for thousands of Florida suppliers of products and services in over 30 industries—*all in one place*. You can search by industry category, keyword, geographic markets, or company name. Visit their websites, view company and product brochures, then contact them about products, pricing and more. It's all within easy reach at **FloridaExportDirectory.com**.





Customs Checklist...Know Before You Ship

It's critical to understand both the general Customs processes as well as the different requirements for each country with which you trade.

Even the smallest document or detail out of compliance can cause you expensive and frustrating shipping delays.

Countries want to help

Each nation has different agreements, regulations and laws regarding importing and exporting.

Since all countries depend on international trade as an important element of their economic growth, most publish helpful web-based information to guide importers or exporters doing business with that country. You can contact the destination country border authorities or visit their website.

A little upfront research now saves a lot of wasted time later.

Use the correct invoice

Remember that your Customs-dutiable shipments must always be accompanied by an invoice.

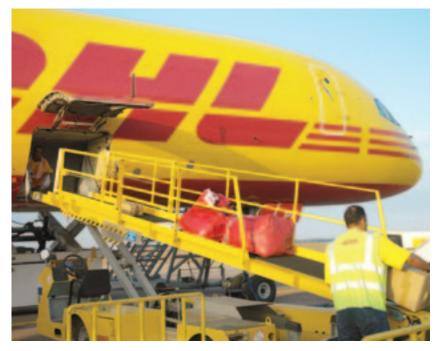
- If you are sending a commercial shipment with a commercial value, use a Commercial Invoice.
- If you are sending a commercial shipment with a commercial value but the cost of sending the shipment is being paid by someone else other than the shipper or receiver, you'll want to make sure you use a Commercial Invoice with Third-Party billing.
- If you are sending a non-commercial shipment for a non-business purpose, for example, a personal gift, sample or faulty part, use the Proforma Invoice For Non-Business Purposes.

Are you shipping dangerous goods?

Did you know that food flavoring, perfumes, chemicals and electronic equipment can be classified as Dangerous Goods?

Shippers are responsible for declaring, packaging and labeling Dangerous Goods.

You can refer to the Material Safety Data Sheet from the manufacturer to



determine if your product can indeed be forwarded as regular cargo.

As an Established Carrier of dangerous goods with extensive experience in transporting this type of cargo, DHL Express can also help you determine whether your shipment qualifies under this category and how to prevent delays in its transport.

Duties vs. taxes: What's the difference?

The calculation of Duties depends on the assessable value of a dutiable shipment. Dutiable goods are given a classification code that is known as the Harmonized System code.

This system was assigned by the World Customs Organization and continues to evolve.

Taxes are imposed on goods when they are moved across a political boundary (although some free trade zones exist around the world). Taxes are usually imposed on imported goods, although at times may also be on exported goods.

Who pays duties and taxes?

Typically, this is a receiver's responsibility, although DHL Express does offer its customers a specialized service that allows the sender to meet these costs at origin. This service enables a faster clearance of imported non-document shipments.

DHL processes millions of Customs entries daily

We are among the world's largest Customs brokers, handling millions of entries on our customers' behalf:

- Using local expertise to understand diverse laws
- Ensuring customs paperwork is relevant and accurate at all times
- Thoroughly checking shipment information and transferring to appropriate Customs authorities, who work with us to expedite clearance and delivery.



How To Contact: DHL In the U.S. call: 1-800-CALL DHL (1-800-225-5345) All other countries, visit **www.dhl.com** Reader Service #16454



DELIVER YOUR BUSINESS TO THE WORLD WITH THE INTERNATIONAL SPECIALISTS.

That's the Speed of Yellow.

DHL Express congratulates the winners of the 2012 Exporter of the Year Award.





USA Product Showcase: New Products from Companies Seeking Worldwide Partners

For On-site Wastewater Professionals

810-

Bio-Microbics manufactures decentralized, simple, affordable, easy-to-install, simple-to-maintain waste-

water treatment systems for the commercial, residential, community-based,

and marine markets that harness renewable water sources from waste water and storm water to offer significant benefits for water redistribution. Our products deliver consistent high performance in a simple, pre-engineered, modular design. 10201

> Bio-Microbics Inc. Tel: 913-422-0707 • Fax: 913-422-0808 sales@biomicrobics.com www.biomicrobics.com

AdaptABLE, AffordABLE...FAST®

Scienco/FAST manufactures Marine Sewage Devices (MSDs), Water Treatment Equipment: Salt Saturators (Brine makers) and onsite sodium hypochlorite generators (disinfection), Environmentallyfriendly Laundry / All Purpose Cleaners, and Maintenance Tablets: Grease-eating (FOGHog®); Bacterial additive (U&F); Decalcification



11997

Scienco/FAST Division, Bio-Microbics, Inc. Tel: 314-756-9300 • Fax: 314-756-9306 solutions@sciencofast.com www.sciencofast.com

New Lubrication Technology



- Extend oil change intervals by 300% to 600%
- Cut maintenance cost by more than 50%
- Cut downtime by more than 90%
- Lower oil and fuel consumption

• Protect engines in harsh environments 16036

> Eptech Tel: 949-646-8957 • Fax: 949-646-2246 ep_tech@msn.com www.polytron-lubes.com

International Distributors Sought



High in quality, rich in pigment, this long lasting, full color range cosmetic line is for every skin tone. Produced in the U.S., now available worldwide. For more information please contact us at 818-729-9420. 16382

> Make-up Designory/MUD Cosmetics Tel: 818-729-9420 sales@mudshop.com www.mudshop.com

Seeking Distributors Worldwide

NORTHERN

TOOL + EQUIPMENT



We are seeking distributors for our U.S.-made:

- Pressure Washers Agricultural Sprayers • Generators
- Water Pumps • Air Compressors
- Log Splitters
- 12 volt Pumps

 Hydraulic Cylinders Private label options are also available. 10975

Northern Tool + Equipment international.sales@northerntool.com Tel: 1-952-808-6689 • Fax: 1-952-895-6889 www.northerntool.com

Suppliers of Dyes and Colorants



"SPECTRA RINSE" dyes are brilliant concentrated liquid dye products. They are safe, environmentally friendly and highly rinsable/washable from skin and most fabrics, and will offer you the deeper saturated shades of color you've been looking for. 12561

> Spectra Colors Corp. Tel: 201-997-0606 alexis@SpectraColors.com www.SpectraColors.com

Car Safety at Your Fingertips!

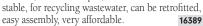
When seconds count, reach for ResQMe[™] to help cut seat belts and break tempered glass - the solution for car entrapment. ResQMe[™] is a very powerful tool providing real peace of mind for every motorist. Perfect for police, fire, retail and promotions! 16049

ResQMe[™] Tel: +1-805-568-0227 • Fax: +1-805-568-0228 info@resqme.com www.resqme.com

Green Patent A Technology

leaner

The most convenient water and wastewater treatment available. Save on your electric bills now, low carbon footprint, no chemical requirements, low maintenance, no sludge no odor, low labor input,



Biocleaner, Inc. 323-981-0797 info@biocleaner.com www.biocleaner.com



One application makes all types of floors slip-resistant for five years, indoors or outdoors. Use on tile, marble, granite, cement, wood, etc. Seeking exclusive distributors in various international markets. 11386



Trusty-Step International Tel: 781-598-1400 • Fax: 781-598-4937 safety@trusty-step.com www.trusty-step.com



Riverdale Mills Corporation manufactures a large selection of welded wire mesh products including galvanized and PVC coated varieties. Some of our U.S.-made products include:

- Agriculture Mesh
 Marine Mesh
- Aquaculture Mesh Cage Mesh Fencing
- High Security Fence Mesh
 Stainless Steel Mesh
- Custom Designs also available 16518

Riverdale Mills Corporation 508-234-7815 intlsales@riverdale.com www.riverdale.com

Seeking International Distributors

Innovative Global Supply (IGS) distributes nutritional supplements that conform to the highest standards. We offer a complete line of nutritional products (vitamins, minerals, sports nutrition, weight loss, joint health, and natural remedies) manufactured in a GMP-certified facility. We provide private label and custom formulas, as well as bulk



products for packaging at your facility. 16209 Innovative Global Supply - Americas (IGS) Tel: 864-286-6764 • Fax: 864-286-6616

info@igs-americas.com www.igs-americas.com

Distributor Inquiries Welcome for Custom Engineered Fabric Products



Our Super Kwik Patch is the perfect repair for: • Tent/Canopy Rental • Geosynthetics • Trucking Innovative vinyl repair patch with adhesive backing. Super strong, clean, and easy to use. 16416

> **AR Industries** Tel: 909-829-4444 • Fax: 909-829-0564 lucy@artech2000.com www.superkwikpatch.com



• Extend service life of engines by 400% to 700%

USA Product Showcase: New Products from Companies Seeking Worldwide Partners

New Product: DuraHolder

Major U.S. Hospitals are rapidly adopting DuraHolder as a simple and effective device to help protect & organize delicate surgical instruments during the ster-



ilization process. DuraHolder is made of durable Kimguard sterilization wrap, the industry standard. DuraHolder is available in sizes and shapes to meet most needs. Seeking Distributors. 16437

> Medcorp International Dave Berberian Tel: 949-582-0313 • Fax: 949-582-3747 Medcorpint@cox.net

Herbal Remedies and Dietary Supplements

Botanic Choice brand offers highest quality, competitively-priced, nutritional supplements, herbal remedies, extracts and natural cosmetics since 1910. Our doctor



recommended products are manufactured/distributed from our U.S. headquarters. Seeking importers, distributors & private label inquiries! 16468

Indiana Botanic Gardens Inc. Botanic Choice Tel: +1 219-947-4040 • Fax: +1 219-947-4148 gdgmis@botanichealth.com

www.botanicchoice.com

Dosko Stump Grinders & Log Splitters

Dosko has commercial quality stump grinders and log splitters for rental or tree care professionals. Powerful stump grinders provide optimum portability. Our new 2000LS-H horizontal log splitter



splits both ways, cutting work time in half. 16478

Dosko Tel: 763-428-2237 • Fax: 763-428-4821 sales@dosko.com www.dosko.com/o7/



High-Pressure Aerosol Cans

The world's best metal containers for highpressure specialty aerosols & refrigerants come in a variety of sizes, dome/step options, bottoms, basecoat colors and 8-color labels. Value-added services include engineering & prototyping, inventory management and shipping.



16445

ITW Sexton Tel: 256-355-5850 info@sextoncan.com www.sextoncan.com

Seeking Dealers for Slipform Curb Machine Technology

Curb Appeal's fully automatic curb machines will produce over 1000 Meters of concrete curb per 8 hour day. Hundreds of profiles available for highway and infrastructure development. Seek-

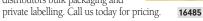
ing dealers and Joint Venture Partners worldwide. Call or email for more information. 16470

Curb Appeal Tel: 503-273-2872 • Fax: 503-273-4204 info@curbappealinternational.com

www.curbappealinternational.com

Seeking Distributors Worldwide for Windshield Repair Kit

Pitstop is an advanced windshield repair technology that fixes all types of chips and cracks. The easy-to-use, pre-filled injector produces professional results in 20 minutes. Your customers will save substantial costs repairing their windshields instead of having them replaced. We offer distributors bulk packaging and



Pitstop International Tel: 303-296-0073 • Fax: 303-296-0113 LG@PitstopInternational.com www.pitstopinternational.com



WE ARE SEEKING INTERNATIONAL DISTRIBUTORS WORLDWIDE

Corrosion Monitoring Equipment

Augusta Industries Inc. is engaged in the development, design, manufacture and supply of intrinsically safe nonintrusive wall thinning (due to corrosion/erosion) monitoring systems.



This is accomplished by using our world leading autonomous remote monitoring instruments, and analysis software. 16460

Augusta Industries Inc. 1-800-367-9097 ext. 22 • Fax: 1-800-367-9153 info@fox-tek.com www.fox-tek.com

CHARGE Anywhere's Mobile Payments

PCI Level 1 cloudbased payment gateway platform enables secure payment acceptance and/or card issuance on your mobile phone or tablet computer. Payment gateway services for credit, PIN, EMV and NFC, transactions.



16472

CHARGE Anywhere LLC Tel: 732-417-4447, Ext. 125 • Fax: 732-417-4448 marketing@chargeanywhere.com www.chargeanywhere.com

Seeking Buyers of Foods, Beverages, **General Groceries, & OTC Medications**

We are exporters of American gum, candy, juices/beverages, sauces/ marinades, coffee, canned food, spices, organic foods, nuts, oils, vitamins, supplements, OTC medications, personal care and



pet foods. We are eager to work with experienced importers of food and general groceries. 16515

> Markex Global Tel: +1-310-895-7192 info@markexglobal.com www.markexglobal.com



USA Product Showcase: New Products from Companies Seeking Worldwide Partners

Propane Storage Tanks

American Welding & Tank is a leading manufacturer of propane (LP Gas) and anhydrous

ammonia (NH3) storage tanks in capacities up to 2,000 gallons. Our propane tanks are available in aboveground, aboveground/underground and underground designs. We also refurbish propane tanks. 16519

> American Welding & Tank Tel: 717-763-5083 • Fax: 717-506-7858 JAlderman.INT@awtank.com www.awtank.com

Natural Skin Care for Baby and Mom

Susan Brown's Baby

Tel: 480-212-0049 • Fax: 480-212-0039

susan@susanbrownsbaby.com

www.susanbrownsbaby.com

Susan Brown's Baby, natural skin care products, have botanicallybased ingredients, developed especially for sensitive babies and moms. Exceptionally soothing, highly effective, dermatologist tested. Over 30 years of blending expertise has gone into our premium formulations.



for Baby and Mom

16522

AMF Development Real Estate Investment

AMF Development is seeking investors for two large-scale residential development projects in the Oklahoma City, Oklahoma area involving approximately 3,000+ homes. AMF Develop-



16513

ment is a real estate development company with a history of success.

> AMF Development Tel: 405-290-1408 invest@amfdevelopment.org www.amfdevelopment.org

Index of Advertisers

Company	State	No.	Page	Company	State	No.	Page
AAPEX	IL	11848	6, 7	ITW Sexton	AL	16445	29
ABC Kids Expo	ΤX	12340	5	Justice Brothers	CA	10756	18
Air-Scent	PA	12029	24	Littlite LLC	MI	16516	29
American Welding & Tank	PA	16519	30	LUB<>LINE Corp.	TX	10830	23
AMF Development	OK	16513	30	Luster Products	IL	11871	25
AR Industries	CA	16416	28	MAGIC International	CA	11581	12, 13
Augusta Industries Inc.	ON	16460	29	Make-Up Designory	CA	16382	28
Automotive Performance Export	CA	16290	19	Markex Global	CA	16515	29
Atlas Specialty Lighting	FL	10143	17	Martech Research LLC	SC	16517	29
Battery Doctors	CA	11081	19	Medcorp International Duraholder	CA	16437	29
Bio-Microbics Inc.	KS	10201	28	Medcorp International Nasal Cannula	CA	16504	17
BioCleaner Inc.	CA	16389	28	Medi-Dyne	TX	16486	17
Brownmed	IA	10243	17	Mesa Verde Resources	NM	16421	17
Cevan International	CO	10286	25	Miracle Sealants Company	CA	16473	19
Charge Anywhere LLC	NJ	16472	29	NASDA America's Food & Beverage Show	DC	12196	14, 15
Chef Paul Prudhomme's Magic Seasoning Blends	LA	10295	23	NASDA Foreign Agricultural Service	DC	16200	16
Creative Material Technologies Ltd. Equipment	MA	12456	20	Northern Tool & Equipment Co.	MN	10975	28
Creative Material Technologies Ltd. Coatings	MA	16523	22	Oil Eater	IL	12336	24
CrestCom International LLC	CO	11543	23	Pitstop International	CO	16485	29
Curb Appeal Inc.	OR	16470	29	Plasma Etch Inc.	NV	12535	20
DHL	NY	16454	26, 27	Power-Gen International	OK	11598	8, 9
Dosko	MN	16478	29	Rainbow Play Systems	TX	11112	24
Earthwerks/Swiff-Train Company	ΤX	11287	20	Rejuvi Laboratory	CA	11129	25
Enecon Corporation	NY	10457	22	ResQMe	CA	16049	28
Eptech	CA	16036	28	Riverdale Mills Corp.	RI	16518	28
ESP USA Inc.	NC	16191	22	Ryder System Inc.	FL	16469	18
EXAIR Corporation	OH	12022	22	Scienco/FAST Systems Inc.	MO	11997	28
Excel Dryer	MA	16078	21	Sourcing at MAGIC	CA	16521	10, 11
FasTracKids International Ltd.	CO	11667	23	SWEPCO	TX	11286	20
First Priority Emergency Vehicles	NJ	10505	19	Spectra Colors Corp.	NJ	12561	28
Florida Export Directory	FL	16155	25	Susan Brown's Baby	AZ	16522	30
Garrett Metal Detectors	ΤX	10540	25	The Original Log Cabin Homes	NC	10825	20
Gold Cast Products	AR	10573	20	The United Franchise Group	FL	16520	2
Gold Touch Inc.	OH	10578	19	Topaz Skincare	NJ	11357	29
GoldenWest Lubricants Inc.	CA	12455	19	Trusty-Step International	MA	11386	28
Grainger Inc.	IL	16362	22	United Coatings	SC	11856	20
Indiana Botanic Gardens Inc.	IN	16468	29	Warren Light Craft LLC	MA	16525	24
Innovative Global Supply	SC	16209	28				

Reader Service Fax Back Form

5. How comfortable are you reading documents written

in English?

Uvery comfortable

□ Somewhat comfortable

1. What is your job category?

Lexecutive Management (Chair-

man, President, Owner, Partner,

General Manager, Managing

Director, CEO, COO, CFO)

If you want to receive future issues of Commercial News USA, please fax back this form to 1-413-584-1688 or go online to www.thinkglobal.us/subscribe.

□ Yes, I want to continue receiving Commercial News USA

	Senior Management (Vice	Not comfortable at all			
Company Name Your Name Job Title	President, Sales/Marketing, Engineer, Purchasing, Traffic/ Distribution, Product Manager, Import/Export, Operations, Customs)	 6. Where does your company currently import products from (check all that apply)? Africa Asia/Pacific (except China) Canada 			
Street Address	 ment (Lawyer, Doctor, Professor, Government, NGO, Non-Profit) Non-Management (Administra- tive Assistant, Secretary, Intern) 	 Central America China European Union 			
City Province Country Postal Coo	de 2. What is the principal business activity of your company or organization?	 India Mexico Middle East 			
•	 Wholesaler Industry (Purchasing) 	South AmericaUnited States			
E-mail	 Representative/Distributor Trade Association 	Other7. Do you personally make			
Web Site Address	 Dealer Manufacturer 	purchasing decisions?			
Signature Date	Export Trading Company Government Agent/Broker Service	 8. How many people in your company read each issue of Commercial News USA? 1 2 3 4 5 6 More than 6 			
Please indicate the business categories you are interested in (check all that apply):	 Other How many employees work for your company? 	 How would you rate the relevancy of Commercial News USA to your business? 			
Agricultural □ Hotel & Restaurant Equipme Automotive/Aviation/Marine □ Industrial Equipment, Building/Construction/Hardware □ Services & supplies	□ 101-500 □ More than 500	Very relevantSomewhat relevant			
Business Services IT/Telecommunications Consumer Goods Materials Electrical/Electronics Medical/Scientific Products Environmental & Equipment	 4. How much does your company spend each year on products and services from other countries? Less than \$100,000 	 Not relevant 10. How many purchases have you made from companies as a result of reading Commercial News USA? 			
Health & Beauty/Fashion <pre>Safety & Security</pre> Food/Food Processing <pre>Sports & Recreation</pre> Franchising Trade Show	□ \$100,000-499,999 □ \$500,000-999,999 □ More than \$1,000,000	□ None □ 1 □ 2-3 □ 4-5 □ 6-10 □ More than 10			

This form also is available online at www.thinkglobal.us/reader

Please circle the Reader Service request numbers for any advertisers from whom you would like to receive more information about their products or services. Reader Service numbers appear on the bottom of each display ad and in the contact information box for listings. These numbers also appear in the alphabetical index on the previous page.

10143	10825	11581	12340	16209	16468	16516
10201	10830	11598	12455	16290	16469	16517
10243	10975	11667	12456	16362	16470	16518
10286	11081	11848	12535	16382	16472	16519
10295	11112	11856	12561	16389	16473	16520
10457	11129	11871	16036	16416	16478	16521
10505	11286	11997	16049	16421	16485	16522
10540	11287	12022	16078	16437	16486	16523
10573	11357	12029	16155	16445	16504	16525
10578	11386	12196	16191	16454	16513	
10756	11543	12336	16200	16460	16515	



I Want To Receive Commercial News USA



Commercial News USA AMERICAN EXPORTERS SEEKING PARTNERS WORLDWIDE

Fill Out This Form for a Free Subscription to Commercial News USA

□ Yes, I want to receive Commercial News USA.

Country

□ No, I do not want to receive Commercial News USA.

Subscribe now at www.thinkglobal.us/subscribe or by faxing this form to: 1-413-584-1688

Important: You must provide us with a valid e-mail address.

	-
Date	_
	_
Fax Number	_
	_
	_
	_
	_
	_
Postal Code	_
	Date Fax Number Fax Number

Subscribe NOV! Don't Miss a Single Issue

