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AMERICAN EXPORTERS SEEKING PARTNERS WORLDWIDE

September/October 2013



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September/October 2013

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Export USA™
AMERICAN EXPORTERS SEEKING PARTNERS WORLDWIDE
September/October 2013

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We Have a NEW NAME!

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Export 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 23 to request information from many different companies.

Export USA: The American Magazine for International Buyers

Export USA is the export promotion magazine of the USA. The catalog-style magazine is designed to help international buyers find products and services from American suppliers.

Every issue of Export USA includes more than 100 American companies and trade shows looking to find distributors/agents and buyers for their products and services. The purpose of the magazine is to assist importers all over the world in their search for American products and services.

Developed to replace Commercial News USA, Export USA is distributed bi-monthly to readers outside the United States. The magazine, which is free, is mailed directly to qualified recipients and distributed by U.S. embassies and consulates worldwide.

Export USA is mailed directly to qualified recipients, such as pre-screened agents, distributors, buyers, end-users, and selected multiplier organizations. Free copies are also available at industry trade shows and other events around the world.

Whether you are looking to import for the first time from the United States or find additional U.S. suppliers, Export USA is a proven method for finding the right American suppliers for your company. Each issue features U.S. companies interested in expanding into new markets around the world—and who are ready to do business.

If you are an international buyer, distributor or importer interested in doing business with an American company in

any form – direct purchase, representation, distribution, franchising, joint venture or other strategic partnering – Export USA will help you find what you need.

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14-17 January in Las Vegas

Attend the SHOT Show 2014 at the Sands Expo and Convention Center

The Shooting, Hunting and Outdoor Trade ShowSM (SHOT Show[®]) and Conference is the largest gathering of industry professionals in the world. The show brings together more than 62,000 attendees, and more than 1,600 exhibiting companies from all 50 states and 100 countries.

“The SHOT Show addresses international needs for recreational sport shooting, hunting, law enforcement and the outdoor industry,” said Chris Dolnack, National Shooting Sports Foundation senior vice president and chief marketing officer, who oversees the show. “It is the premier trade show in our industry, and professionals from many countries get the unique opportunity to meet directly with exhibitors and manufacturers to discuss market preferences and product challenges. SHOT Show is a great resource for professionals from all over the world

to influence product development and examine new technology.”

On the exhibit floor, which covers 630,000 net square-feet and has 12.5 miles of aisles, manufacturers and distributors display a wide range of products, including firearms, ammunition, gun safes, locks and cases, optics, shooting range equipment, targets, training and safety equipment, hunting accessories, law enforcement equipment, hearing and eye protection, tree stands, scents and lures, cutlery, GPS systems, holsters, apparel, leather goods, game calls and decoys.”

The SHOT Show will run from Jan. 14 -17, at the Sands Expo & Convention Center in Las Vegas. It is owned and sponsored by The National Shooting Sports Foundation (NSSF), the trade association for the firearms industry. Its mission is to promote, protect and preserve hunting and the shooting sports.

Formed in 1961, NSSF has a membership of more than 9,000 manufacturers, distributors, firearms retailers, shooting ranges, sportsmen’s organizations and publishers.

For more information on the SHOT Show, visit www.shotshow.org.



The SHOT Show
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LAS VEGAS, NEVADA SHOTSHOW.ORG

The Shooting, Hunting & Outdoor Trade Show hosts more than 62,000 industry professionals, 100 countries, and 1,600 exhibitors. SHOT Show is your chance to discuss your country’s market preferences and product challenges directly with the world’s leading manufacturers.

SHOT Show is a trade-only event. Proof of professional affiliation required.



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November 12-14, 2013 in Orlando, Florida

POWER-GEN International 2013: World's Largest Power Generation Event



More than 22,000 attendees from 92 countries will gather in Orlando, FL, November 12-14, 2013, for POWER-GEN International, the world's largest power generation event. Throughout the years, POWER-GEN International has covered it all, provided a world stage for the innovations, ideas and solutions that have formed our industry for more than two decades.

Join us in November for our next event as POWER-GEN International celebrates 25 years of serving the global power market. With a record-setting expected attendance of more than 22,000 attendees from 92 countries and 1,400 exhibitors, there's simply no other place to be for education, networking and new business development.

Featuring presentations from more than 200 speakers in 13 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 and emerging technologies.

Covering every aspect of the power generation industry, POWER-GEN International, NUCLEAR POWER International, Renewable Energy World Conference & Expo North America and POWER-GEN Financial Forum converge in 2013 to form POWER GENERATION WEEK. Benefit from five days packed with pre-conference workshops, technical tours, more than 70 conference sessions, panel discussions, three exhibition days and multiple networking events. Like never before, you'll have access to nearly every facet of the market – all under one roof. All POWER-GEN International attendees will have access to POWER GENERATION WEEK.

This year's curriculum includes Competitive Power College pre-conference workshops, mega-sessions, technical tours, opening keynote session, plenary session

and networking breakfasts. Networking opportunities include a Golf Tournament at Cypress Golf Club, the Annual Awards Gala at Hard Rock Live, Networking Party at House of Blues in Downtown Disney, Drinks with 22,000 of Your Closest Friends on the exhibit floor, 25th Anniversary Restaurant Crawl and the Women in Power Luncheon and Keynote Address.

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 1,400 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 2013 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:

- Complimentary admission to the exhibit floor
- 50 percent discount on registration fees for conference sessions



Photo by Barchfield Photography

- Informal briefing at show (upon request)
- Drinks With 22,000 of Your Closest Friends
- Complimentary admission to the Networking Party at House of Blues in Downtown Disney
- Access to the USDOC Global Business Center, offering

For more information about joining a delegation, contact your local U.S. Commercial Service office. To register, visit www.power-gen.com/international-buyers-program.html or call for registration questions: +1-918-831-9161.

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World of Concrete 2014 Celebrates 40 Years



World of Concrete, the only annual international commercial construction trade show for the concrete and masonry industries, attracted 54,869 professional registrants and showcased just over 1,300 indoor/outdoor exhibitors in more than 56,000 net square meters of exhibit space at WOC 2013.

Celebrating its 40th anniversary, WOC 2014 will once again feature special product and action areas, including The Producer Center, a marketplace of materials, equipment, demos, and seminars for concrete producers; Material Handling, offering trucks, excavators and more for material delivery, distribution, concrete placement, and earth moving; Concrete Repair & Demolition, housing a display of surface preparation equipment, scarifying, grinding, sawing equipment, and other demolition products; World of Masonry, showcasing products, tools, information, and technology for masonry professionals; Technology for Construction, featuring the newest products and tools for the commercial construction industry from top information technology and systems providers; and Concrete Surfaces & Decorative Pavilion showcasing the popularity of decorative concrete for both commercial and residential applications.

Concrete Construction magazine's Artistry in Decorative Concrete will return to WOC 2014 in the Concrete Surfaces & Decorative Pavilion, featuring artisans who share their innovative techniques and real-world experiences with attendees.

CIM (Concrete Industry Management) will hold the 9th annual unreserved silent and live auctions at WOC 2014 with all proceeds benefiting the National Steering Committee for CIM to support their efforts to establish, support, and sustain CIM programs at the following:



Arizona State University; California State University – Chico; Middle Tennessee State University; New Jersey Institute of Technology; and Texas State University San Marcos.

World of Concrete promotes the show worldwide in an effort to attract international buyers and exhibitors to expand business both domestically and overseas. World of Concrete welcomes international exhibitors as well as delegations from across the globe to network, see and sell new products and benefit from a world-class education program. For the 9th consecutive year, the U.S. Department of Commerce has selected the World of Concrete for the International Buyer Program (IBP) for both the 2014 and 2015 shows.

“WOC 2014 will be an important event for the industry. Attendees can find everything they are looking for in one place—new and innovative products, leading suppliers, extensive education and training opportunities while networking with their peers and enjoying all that Las Vegas has to offer,” said Jackie James, Director.

At WOC, find everything you need to grow your business. Make new contacts and strengthen your industry connections. See, touch and test the latest products under real-world, jobsite conditions. Attend expert-led seminars for new skills, practical solutions and creative strategies to improve your business.

With such a wide variety of events, demonstrations, educational sessions, networking opportunities and much more, World of Concrete 2014 will create an important and vital marketplace for both attendees and exhibitors.

Save the date for World of Concrete 2014: January 21-24, 2014; Seminars 20-24 at the Las Vegas Convention Center, Las Vegas, Nevada!

How To Contact:
World of Concrete
Hanley Wood Exhibitions
6191 N. State Hwy. 161, Suite 500
Irving, TX 75038
Tel: 972-536-6379 • Fax: 972-536-6402
www.worldofconcrete.com
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Here's to 40 years of big ideas. And 40 more of bigger possibilities.

No annual event is more important than the year's first and the industry's only international show specifically geared to you – the concrete and masonry professional. Above all, WOC gives you a world of opportunities to see cutting-edge products and equipment, connect with peers and establish key relationships that will shape your business and the industry for years to come.



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MORE TO LEARN.
MORE TO BUILD.

2014 NAHB International Builders' Show®

Join tens of thousands of builders and distributors from more than 100 countries to see what is new from over 1000 of the most respected suppliers in the industry.

And experience even more in 2014: this year IBS will be co-located with the Kitchen & Bath Industry Show (KBIS) for **Design and Construction Week** in Las Vegas: two shows under one roof!

Registration is open beginning September 3 at BuildersShow.com.



10929

FEBRUARY 4-6, 2014
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February 4-6, 2014, Las Vegas, Nevada

Where More Business Happens

If you're in residential construction, chances are you know someone who's been or is going to the NAHB International Builders' Show. That's because with so many products, services, education sessions and face-to-face, real-handshake networking opportunities, it is the premier trade event for builders and suppliers looking to grow their businesses. More than 50,000 building-industry professionals from more than 100 countries are expected to attend the 2014 show, February 4-6 in Las Vegas.

This year for the first time, IBS will be co-located with the Kitchen & Bath Industry Show (KBIS) for Design and Construction Week in Las Vegas giving you access to two shows under one roof! You'll find more building industry manufacturers and suppliers, more colleagues to meet and more chances to see and touch the newest materials, techniques and trends in building.

Education. The 2014 Show will feature more than 100 education sessions in a revamped format. Eleven specialized tracks offer something for everyone.

Exhibits. Don't miss the multiple exhibit halls with show floor demonstrations and an outdoor village. You'll have access to company representatives to ask questions and learn applications.

Innovation. See the newest products, how they work and how you can best install or use them! More than 90 percent of attendees surveyed said they found new products to use in their businesses.

Networking. Email and LinkedIn are fine, but nothing comes close to a real smile and a firm handshake. There are dozens of opportunities to connect with old friends and make new contacts during the show.

The NAHB International Builders' Show is also one of the select U.S. trade shows to be chosen by the U.S. Department of Commerce to participate in the International Buyer Program (IBP), which means it's promoted worldwide by embassies, consulates and commerce centers. International attendees who participate in the program receive discounted registration fees and other benefits. Contact your U.S. embassy for information.

The 2013 NAHB International Builders' Show is where in-the-know construction professionals will be this February. For more information, contact:

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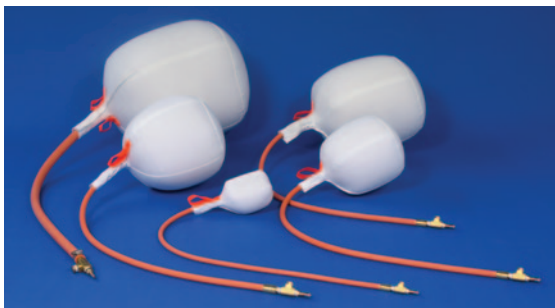
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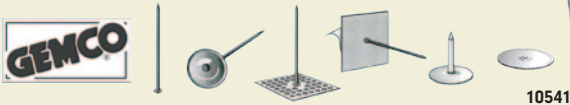
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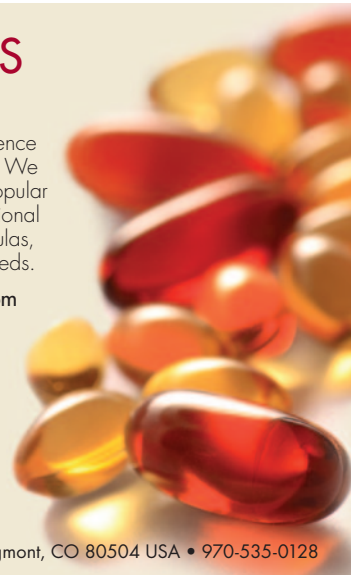


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The U.S. Dept. of Commerce recently honored 57 U.S. companies and organizations that export goods or services at the 2013 President's "E" Awards ceremony. This year marks the 51st anniversary of the "E" Awards, which recognize significant contributions to increasing American exports. This year's set of honorees, many of which are small and medium-sized enterprises, was the largest group in three decades to receive this distinguished award.

"These companies truly represent the spirit of American business and entrepreneurship – bringing some of the best and most innovative products and services to the global marketplace with the sought after 'Made in the USA label'," said former Acting Secretary of Commerce Rebecca Blank.

In addition to the "E" Awards, the U.S. Small Business Administration gave export awards to Hernon Manufacturing and Tattoo Manufacturing.

Companies receiving the "E" Award for Exports:

- Mintec, Inc. – Tucson, AZ
- Nexans AmerCable – El Dorado, AR
- Foothill-De Anza Community College District – Los Altos Hills, CA
- Synder Filtration – Vacaville, CA
- Geotech Environmental Equipment, Inc. – Denver, CO
- Lightning Eliminators & Consultants – Boulder, CO
- APS Technology, Inc. – Wallingford, CT
- The Gilman Brothers Company – Gilman, CT
- Electric Supply, Inc. – Tampa, FL
- Heavy Equipment Resources of Florida, Inc. – Jacksonville, FL
- Rekluse Motor Sports – Boise, ID
- AAR Corp. – Wood Dale, IL
- Tank Connection, LLC – Parsons, KS
- Global and Mechanical Excellence in Equipment – Napoleonville, LA
- Reamco, Inc. – Broussard, LA
- Atlantis International, Inc. – Harahan, LA
- Boysenblue/Celtec, Inc. – Lafayette LA
- Perkins Products – Watertown, MA
- RPP Corporation – Lawrence, MA
- McKeon Products, Inc. – Warren, MI
- Savillex Corporation – Eden Prairie, MN
- Holmes Corporation – Eagan, MN
- AmCom Software – Eden Prairie, MN
- **First Priority Emergency Vehicles, Inc. – Manchester, NJ – Page 16**
- Inficon, Inc. – Syracuse, NY
- **Advanced Superabrasives, Inc. – Mars Hill, NC**
- Argus Fire Control/Suppression Technologies, Inc. – Charlotte, NC
- Roll-A-Ramp – West Fargo, ND
- **Miller Weldmaster Corp. – Navarre, OH**
- Quality Electrodynamics – Mayfield Village, OH

- Superior Holding, LLC – Cleveland, OH
- The Gorman-Rupp Company – Mansfield, OH
- U.S. Chemical & Plastics – Massillon, OH
- Venture Products, Inc. – Orrville, OH
- Nielsen-Kellerman – Boothwyn, PA
- Zeigler Bros., Inc. – Gardners, PA
- Hurd Windows and Doors – Medford, WI

Companies receiving the "E" Award for Export Service:

- California Community Colleges, Centers for International Trade Development – Sacramento, CA
- Specialty Equipment Market Association (SEMA) – Diamond Bar, CA
- World Trade Center – Denver, CO
- Frederick Export – Denver, CO
- BDG International, Inc. – Elgin, IL
- R.I.M. Logistics, Ltd. – Roselle, IL
- Held & Associates, Inc. – North Kansas City, MO
- American River International, Ltd. – Melville, NY
- Global Business Solutions – Winston Salem, NC
- AplusB, Inc. – Richmond Heights, OH
- Carver International, Inc. – Erie, PA
- M.E. Dey & Co., Inc. – Milwaukee, WI

Companies receiving the "E" Star Award for Exports:

- Walton & Post, Inc. – Miami, FL
- A.W. Chesterton Company, Inc. – Woburn, MA
- Lincoln Electric Holdings, Inc. – Cleveland, OH
- Tech International – Johnstown, OH
- Neutrex, Inc. – Houston, TX

Companies receiving the "E" Star Award for Export Service:

- The Port of Los Angeles, CA
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For more information about the "E" Awards and the 2013 recipients, visit www.export.gov.

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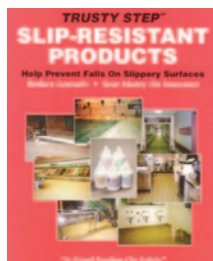
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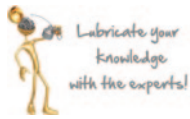
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- Executive Management (Chairman, President, Owner, Partner, General Manager, Managing Director, CEO, COO, CFO)
 Senior Management (Vice President, Sales/Marketing, Engineer, Purchasing, Traffic/Distribution, Product Manager, Import/Export, Operations, 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
 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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