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July/August 2014



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Penny Pritzker

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U.S. Commercial Service Offices

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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 19 to request information from many different companies.

B2B Trade Leads Portal Features American Companies

International buyers have the opportunity to dramatically increase their ability to find American partners. ThinkGlobal Inc., which publishes Export USA, America's export promotion magazine, also connects buyers and sellers on its trade leads portal at ThinkGlobal.com

ThinkGlobal.com features a Marketplace section, a Webcast section, and a Virtual Trade Show section.

ThinkGlobal.com specializes in trade leads for importing and exporting. You will find American companies and trade shows included in this edition of Export USA featured in the Marketplace section on ThinkGlobal.com. Exporters from anywhere in the world can open a new storefront on ThinkGlobal.com for free.

This online trade leads resource includes the ability for international buyers to post their own profiles, for free.

ThinkGlobal.com combines some of the most powerful marketing tools on the Internet, including streaming video, live events, advanced analytics, and localization into any language. A trust feature enables the community to provide ratings for buyers and sellers on the site.

The site also includes a sophisticated search engine that allows for searching

by keyword, company name, event, and industry classification number.

ThinkGlobal.com is the most comprehensive trade leads platform in the USA. It is designed to facilitate importing and exporting between buyers and sellers worldwide. The site is intuitive and easy to use. It also allows for internal messaging and commenting.

This online trade leads resource includes the ability for international buyers to post their own profiles, for free.

Getting started is free and easy. To register, just login to thinkglobal.com and click the "Login" link on the top right corner of the page.

Because ThinkGlobal.com makes it easy for buyers and sellers to communicate with each other, the site facilitates collaboration and the development of e-commerce. ThinkGlobal.com also is optimized to help companies find new leads and increase profitability by reducing the cost of sourcing.

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February 3-6, 2015; Seminars 2-6, Las Vegas Convention Center

The ONLY Show for Commercial Construction in 2015!

World of Concrete, the only annual international commercial construction trade show for the concrete and masonry industries, attracted 48,000+ professional registrants and showcased just over 1,250 indoor/outdoor exhibitors in 2014.

WOC 2015 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.

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 to sell their concrete- and masonry-related products and services as well as delegations from across the globe to network, test drive equipment and discover new products and services and benefit from a world-class education program.

At WOC, find everything you need to grow your business. Make new contacts and strengthen your industry connections. See, touch and test the latest prod-

ucts under real-world, jobsite conditions. Attend expert-led seminars for new skills, practical solutions and creative strategies to improve your business.

World of Concrete 2015: February 3-6; Seminars 2-6 at the Las Vegas Convention Center, Las Vegas, Nevada!



How To Contact:
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October 27-28, 2014, in Miami Beach, Florida

18th Americas Food and Beverage Show Welcomes International Attendees!

The 18th Americas Food and Beverage Show welcomes food professionals from around the world to beautiful Miami Beach on October 27-28, 2014, for the Western Hemisphere's largest two-day food and beverage trade show. Come join thousands of food retailers, distributors, exporters, importers, and food service professionals from more than 78 countries who will gather to share ideas and innovations, present new products, and explore new sales, marketing, distribution, and branding opportunities.

"The Americas Food and Beverage Show is a unique opportunity for U.S. companies to interact with innovative business people 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 World Trade Center Miami (WTCM) with sponsorship from the National Association of State Departments of Agriculture (NASDA) and the U.S. Department of Agriculture's (USDA) Foreign Agricultural Service (FAS). FAS works to promote the export of U.S. agricultural products and reports on agricultural production and market development in all areas of the world. FAS, NASDA and WTCM work together to promote the Americas Food and Beverage Show and Conference. In addition to assisting with international promotion, NASDA produces the USA Pavilion at the show.

"The Americas Food and Beverage Show is a unique opportunity for U.S. companies to interact with innovative business people from Canada, Latin America/the Caribbean, South America, and from around the world."

— DeWitt Ashby, Director, Trade Shows for the National Association of State Departments of Agriculture



Discover New Opportunities

Attending the 18th Americas Food and Beverage Show will provide the answers attendees are looking for. Unlike many other events, the Americas Food and Beverage Show does not focus on a specific industry sector. Business visitors include representatives from the U.S., Canada, the Caribbean, Latin America and increasingly from other parts of the world, representing foodservice, retail, resort and cruise businesses. They attend to meet innovative suppliers from many parts of the U.S., Canada, Ecuador, Turkey, Thailand, North Africa and Latin America (including National Pavilions from Brazil and Argentina). This event is of interest to anyone in the food industry.

What to See and Do

On the show floor, the aisles will be packed with new and tasty foods and beverages from more than 27 countries around the world. The event is strongly endorsed by trade promotion groups from Algeria, Argentina, Brazil, Canada, Ecuador, Jamaica, 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 18th 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 18th Americas Food and Beverage Show in Miami Beach, October 27-28, 2014.

How To Contact
18th Americas Food
and Beverage Show
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November 4–6, 2014 at the Sands Expo Center, Las Vegas, Nevada, USA

AAPEX Develops New Education Program to Meet Buyers' Most Pressing Needs

AAPEXedu to Offer Nearly 40 Free Sessions, a New Service Professionals Program and Recruiting/Retaining Employees Program

What's keeping you up at night? Auto repair shop owners and managers who recently talked with the Automotive Aftermarket Products Expo (AAPEX) team are having difficulty attracting quality employees, marketing their businesses, keeping up-to-date with new technology in vehicles and staying current on best repair practices.



Distributors expressed similar concern with finding good people, and added best practices and understanding telematics and what's currently available for the connected car.

Based on this and other information gathered from buyers, this year's AAPEX will offer the most customized AAPEXedu program to date that specifically addresses these pain points and helps you grow your business! AAPEX is slated for Tuesday, Nov. 4 through Thursday, Nov. 6, at the Sands Expo Center, Las Vegas, Nev., with AAPEXedu sessions starting on Monday, Nov. 3.

All sessions in the AAPEXedu program are free. An all-new Service Professionals program for shop owners will provide an extensive focus on recruiting and retaining employees, including grassroots recruiting, motivating millennials and how to be a culturally-ready and culturally-friendly employer. Sessions on branding, mobile apps, and relationship and digital marketing will be offered, as well as sessions on best practices for mobile diagnostics in the shop and diagnosing the connected car.

For distributors, additional sessions will include repair shop diagnostics for WDs, customer relationship marketing (CRM) for distribution, telematics and the



connected car, consumer-driven vehicle technologies, and how to create a world-class service organization.

In addition, attendees will learn how to grow their businesses with remanufactured products during education sessions led by industry experts as part of the AAPEXedu. On the show floor, the Remanufacturing Section, co-hosted by the Motor & Equipment Remanufacturers Association (MERA) and the Auto Care Association, will further highlight the many benefits of remanufacturing and feature exhibits from world leaders of the automotive aftermarket remanufacturing industry. This section, which will be designated throughout by green carpet, also will feature live, action-packed engine rebuilding demonstrations by Hendrick Motorsports technicians.

To see a list of the nearly 40 AAPEXedu sessions and speakers lined up for the 2014 AAPEX, visit: www.aapexshow.com/EDU. To learn more about the Remanufacturing Section at the 2014 AAPEX, visit: www.AAPEXShow.com/Remanufacturing.

The 2014 AAPEX will feature more than 2,400 exhibitors and 5,000 booths giving attendees the opportunity see, touch and compare the latest products in the global auto care industry. Of the 2,400 exhibitors, nearly 800 are U.S.-based companies, and approximately 300

are U.S. exporters. To find products to be displayed this year's event, use the AAPEX website's Brand, Exhibitor or Product search at: www.aapexshow.com/find.

More than 39,000 targeted buyers are expected at AAPEX 2014, and approximately 130,000 automotive aftermarket professionals from nearly 125 countries are projected to be in Las Vegas during the event. To register for AAPEX, visit: www.aapexshow.com/register.

To be part of an international buying delegation to AAPEX, contact Judy Novak at: judy.novak@aapexshow.com or contact your local U.S. Embassy or Consulate.

AAPEX represents the \$477 billion global aftermarket auto parts industry and is jointly sponsored by the Auto Care Association and the Automotive Aftermarket Suppliers Association (AASA). For more information, please visit www.aapexshow.com or e-mail: info@aapexshow.com.

How to Contact:
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William T. Glasgow, Inc.
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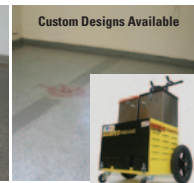
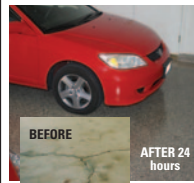
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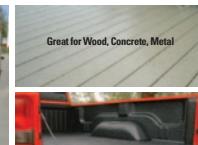
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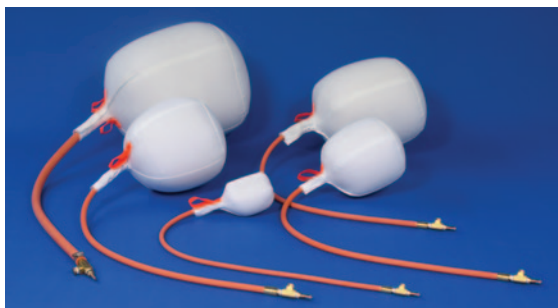
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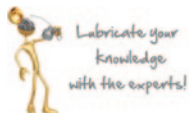
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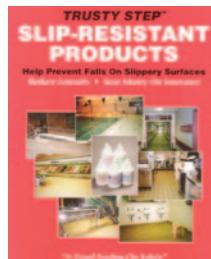
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- ☐ Other Professional Management (Lawyer, Doctor, Professor, Government, NGO, Non-Profit)
- ☐ Non-Management (Administrative Assistant, Secretary, Intern)

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 Export USA?

- ☐ 1 ☐ 2 ☐ 3 ☐ 4 ☐ 5 ☐ 6
- ☐ More than 6

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