

INTERNATIONAL  
**TRADE**  
ADMINISTRATION

Meet the Best U.S. Suppliers at  
**U.S. Trade Shows**  
Certified by the U.S.  
Department of Commerce



*International Buyer Program*  
*2014 U.S. Trade Show Guide*



Meet the Best U.S. Suppliers at

# U.S. Trade Shows Certified by the U.S. Department of Commerce





## A Message from **President Barack Obama**



Greetings to U.S. exhibitors and attendees from around the world participating in these prominent trade exhibitions.

Selected by the U.S. Department of Commerce as part of the U.S. Commercial Service's International Buyer Program, these prominent trade exhibitions are an excellent venue for developing new business. U.S. Commercial Service staff are here working diligently to connect U.S. companies with international buyers—providing leads, trade counseling, and market research.

By opening new markets and promoting trade, we are creating new sales channels for U.S. products and services. The business relationships developed at these trade shows will help increase economic growth and create jobs throughout the United States.

I salute each of you for your commitment to excellence. Cooperation within the international business community gives all of us confidence for a bright economic future.

Best wishes for a successful event.

A handwritten signature of Barack Obama in black ink.

# Table of Contents

Index by Industry .....	2
Introduction .....	3
2014 International CES® (Consumer Electronics Show) .....	4
Shooting Hunting Outdoor Trade Show and Conference .....	5
World of Concrete (WOC) 2014.....	6
DistribuTECH® Conference and Exhibition .....	7
International Production & Processing Expo .....	8
NAHB International Builders' Show® 2014.....	9
Progressive Insurance Miami International Boat Show 2014 .....	10
CONEXPO-CON/AGG® 2014 .....	11
Natural Products Expo West/Engredea 2014 .....	12
International Home + Housewares Show 2014.....	13
The 2014 NAB Show .....	14
WasteExpo 2014.....	15
Offshore Technology Conference 2014 .....	16
The National Restaurant Association Restaurant, Hotel-Motel Show (NRA Show) 2014.....	17
InfoComm 2014.....	18
2014 International Franchise Expo.....	19
Fancy Food Show 2014.....	20
Annual Meeting and Clinical Lab Expo of the American Association for Clinical Chemistry 2014.....	21
MAGIC MARKET WEEK (Summer) .....	22
International Woodworking Fair, LLC.....	23
Farm Progress Show .....	24
Water Environment Federation Technical Exhibition and Conference (WEFTEC®) 2014.....	25
PACK EXPO International 2014 .....	26
American Film Market 2014.....	27
Greater New York Dental Meeting (GNYDM) 2014.....	28
POWER-GEN® International 2014 .....	29
International Contacts .....	30
State Department Partner Posts.....	31
IBP Staff.....	33

# Index by Industry

## Agribusiness

International Production & Processing Expo .....	8
Fancy Food Show 2014 .....	20
Farm Progress Show .....	24

## Construction

World of Concrete (WOC) 2014.....	6
NAHB International Builders' Show® 2014 .....	9
CONEXPO-CON/AGG® 2014 .....	11

## Consumer Goods

Progressive Insurance Miami International Boat Show 2014.....	10
International Home + Housewares Show 2014.....	13

## Energy

DistribuTECH® Conference and Exhibition.....	7
Offshore Technology Conference 2014.....	16
POWER-GEN® International 2014.....	29

## Entertainment & Broadcasting

American Film Market 2014 .....	27
The 2014 NAB Show .....	14

## Environmental

WasteExpo 2014 .....	15
Water Environment Federation Technical Exhibition and Conference (WEFTEC®) 2014.....	25

## Food Processing and Packaging

International Production & Processing Expo .....	8
The National Restaurant Association Restaurant, Hotel-Motel Show (NRA Show) 2014 .....	17
PACK EXPO International 2014.....	26

## Franchising

2014 International Franchise Expo.....	19
--	----

## Health and Beauty Products

Natural Products Expo West/Engredea 2014.....	12
---	----

## Healthcare

Annual Meeting and Clinical Lab Expo of the American Association for Clinical Chemistry 2014.....	21
Greater New York Dental Meeting (GNYDM) 2014 .....	28

## Hospitality and Prepared Foods

The National Restaurant Association Restaurant, Hotel-Motel Show (NRA Show) 2014.....	17
Fancy Food Show 2014 .....	20

## Information, Communication, and Technology (ICT)

2014 International CES® (Consumer Electronics Show).....	4
InfoComm 2014.....	18

## Manufacturing

International Woodworking Fair, LLC.....	23
--	----

## Security

Shooting Hunting Outdoor Trade Show and Conference .....	5
--	---

## Sports & Outdoors

Shooting Hunting Outdoor Trade Show and Conference .....	5
Progressive Insurance Miami International Boat Show 2014.....	10

## Textiles & Apparel

MAGIC MARKET WEEK (Summer) .....	22
----------------------------------	----

# Introduction

## About the International Buyer Program

The International Buyer Program (IBP) is a joint U.S. government–industry effort that brings thousands of international buyers to the United States for business-to-business matchmaking with U.S. firms exhibiting at major industry trade shows. Every year, we help facilitate nearly a billion dollars of new business between U.S. and international companies.

Whether you are looking to import for the first time from the United States or find additional U.S. suppliers, the IBP will help you optimize your trade show experience and connect with lucrative opportunities.

## IBP Benefits

As a member of an official U.S. Embassy IBP Delegation, you receive access to exclusive benefits, including:

- U.S. Embassy travel assistance, including registration and visa procedures
- Waived or reduced trades show admission fees
- Complimentary access to networking events and receptions
- Pre-arranged briefings and meetings customized according to buying interests
- On-site and off-site technical tours
- Complimentary use of business facilities including private meeting space, translation assistance, Internet access, and lounge areas
- A directory of all U.S. firms at the show with an interest in international exporting
- Complimentary or reduced-rate educational sessions, demonstrations, and seminars
- Extended show exhibition hours before or after scheduled dates
- Travel and tourism options and discounts

## Interested in Attending an IBP Show?

To attend an IBP show, please contact your local U.S. Department of Commerce office. Locations are listed on [export.gov](http://export.gov).

## How to Use the IBP Promotional Booklet

- Find shows in your industry on page 2.
- The IBP shows are presented in date order.
- A listing of our offices in U.S. Embassies and Consulates around the world can be found on page 31 or at [export.gov](http://export.gov).

## About the International Trade Administration

The International Trade Administration, the trade promotion arm of the U.S. Department of Commerce, helps international buyers find U.S. suppliers. Whether you are looking to import for the first time from the United States or find additional U.S. suppliers, we offer the expertise you need to connect with lucrative opportunities. Located across the United States and in U.S. Embassies and Consulates in more than 75 countries, our global network of trade professionals will help you locate U.S. products, services, or business partners; meet suppliers and partners face-to-face; and participate in trade shows that feature thousands of U.S. companies.

# 2014 International CES<sup>®</sup>

## (Consumer Electronics Show)



THE GLOBAL STAGE FOR INNOVATION



*"The International CES is the world's most important technology event and the one annual event that truly embodies the innovative spirit of the \$1 trillion USD global consumer electronics industry. If you want to see the latest products and technology, meet your next business partner and hear from industry visionaries, CES is a must-attend event."*

Susan Littleton  
Vice President, Marketing  
Consumer Electronics Association (CEA<sup>®</sup>)

### Summary

The International CES<sup>®</sup> is the world's leading innovation event and largest annual trade show for the consumer technology industry, from automotive, mobile electronics, audio and video, digital health and fitness, and wireless technology to high-end audio, satellite systems, and more. From startup companies to large global manufacturers, CES is the premier event bringing together consumer technology product manufacturers, distributors, researchers, content developers, financial analysts, and the press with the highest concentration of buyers and decision makers in the retail distribution channel.

### Benefits for IBP Attendees

- Complimentary Exhibits Plus Pass registration for IBP Delegates/No registration fee.
- Complimentary access to keynotes, SuperSessions, and select free conference sessions.
- Invitation to the Global Matchmaking and International Networking reception.
- Access to the International Commerce Center (ICC), available exclusively for international attendees and exhibitors. Amenities include complimentary computer stations and laptop hookups with Internet access, light refreshments, access to translators, and private meeting rooms.
- For additional services offered to our International attendees, visit [cesweb.org/international](http://cesweb.org/international).

**January 7–10**  
**Las Vegas, NV**

**[cesweb.org](http://cesweb.org)**

**3,200+ Exhibitors (2013)**  
**152,759 Attendees (2013)**

### Seminars

A full conference program will be available. For more information visit [cesweb.org/conferences](http://cesweb.org/conferences).

### Industries

Audio, automotive electronics, computer hardware and software, connected home, content distribution, digital health and fitness, digital imaging/photography, electronic gaming, emerging technology, entertainment/content, internet-based multimedia services, lifestyle electronics, telecom/infrastucture, video, wireless, and wireless devices.

### Target Buyers

Executive-level decision makers, retail buyers, distributors, importers/exporters, manufacturers, manufacturer representatives, financial and market analysts, and members of the press.

# Shooting, Hunting, Outdoor Trade Show and Conference



*"The SHOT Show is the one place you can see everything and everyone you need to gain a competitive edge. We invite you to join us in one of the world's most exciting cities—Las Vegas—as our special guest. No matter your market, the 2014 SHOT Show is just too good to miss."*

Chris Dolnack  
Senior Vice President and Chief Marketing Officer  
National Shooting Sports Foundation, Inc.

## Summary

The Shooting, Hunting, Outdoor Trade Show and Conference (SHOT Show®) is the largest and most comprehensive trade show in the world featuring more than 1,600 exhibitors showcasing firearms, ammunition, and shooting and hunting accessories as well as products specifically designed for the law enforcement and military markets. SHOT Show attracts buyers from more than 100 countries. As an added benefit, SHOT Show is the largest single gathering of outdoor press. SHOT Show is also the largest law enforcement and cutlery show in the United States. SHOT Show is not open to the public and is a trade-only event.

## Benefits for IBP Attendees

- Complimentary registration to attend SHOT Show (credentialing requirements must be met)
- Special VIP/IBP recognition badge holder
- Access to the International Business Center. Amenities to include breakfast, lunch, and afternoon reception during each official show day, four conference rooms for private meetings, and hosts to assist with scheduling.
- Special registration desk (located in the International Business Center) staffed with multilingual hostesses providing translation service as well as multilingual brochures

**January 14–17**  
**Las Vegas, NV**

**[shotshow.org](http://shotshow.org)**

**1,600 Exhibitors (2013)**  
**39,000 Attendees (2013)**

## Seminars

Monday, January 13—SHOT Show University offers four education tracks covering a variety of topics including U.S. Alcohol, Tobacco, and Firearms compliance, store marketing, retail operations, and range operations. (Additional fee)

Tuesday, January 14 to Thursday, January 16—a selection of 12 retail seminars is available to choose from. Topics include loss prevention, store layout, hiring and retaining employees, and attracting new customers. (Additional fee)

A variety of law enforcement seminars will be available for qualified law enforcement personnel. Specific topics will be determined during the next few months.

## Industries

Firearms, ammunition, optics, hunting and shooting accessories, cutlery and products related to shooting sports, hunting, and law enforcement products and services.

## Target Buyers

Retail buyers, wholesalers, distributors who promote and sell shooting, hunting, and law enforcement equipment.

# World of Concrete (WOC) 2014



*"WOC continues to experience tremendous growth in our international participation due to our involvement with the International Buyer Program, and our team looks forward to working with various trade specialists and delegates in the months to come."*

Jackie James  
Director  
World of Concrete

## Summary

World of Concrete is the commercial construction industry's only annual international event. It draws construction professionals from throughout the world and from all segments of the industry including concrete repair and demolition, information technology, and material handling as well as concrete production, decorative concrete, and masonry.

## Benefits for IBP Attendees

- Friendly, local language support
- FREE exhibits-only admission
- Assistance with travel and housing arrangements
- Daily networking reception
- Special seminar pricing
- Visa application assistance

**January 21–24**  
**Las Vegas, NV**

**[worldofconcrete.com](http://worldofconcrete.com)**

**1,319 Exhibitors (2013)**  
**54,869 Attendees (2013)**

## Seminars

The WOC education and certification program (January 20–24) is a leader in the construction industry with more than 4,000 attendees participating each year. More than 100 sessions include everything from concrete basics and decorative concrete to concrete pavements and best-management practices. Hands-on training programs as well as workshops and certification are available.

## Industries

Manufacturers and exclusive U.S. distributors of concrete production products, building products, construction equipment, hand and power tools, material handling machinery, masonry, technology for construction, repair and demolition, and decorative concrete.

## Target Buyers

Concrete and masonry contractors, specifiers, engineers, demolition contractors, public works officials and distributors, as well as other professionals actively involved in the commercial concrete, masonry, and technology for construction industries.

# DistribuTECH<sup>®</sup> Conference and Exhibition

## DISTRIBUTECH<sup>®</sup> CONFERENCE & EXHIBITION

*“With the rapid, global advancement of the transmission and distribution (T&D) industry, power delivery professionals worldwide seek solutions for their T&D challenges. DistribuTECH offers a conference program and an exhibition presenting the latest industry developments through case studies, panel discussions, presentations, product showcases, and service demonstrations. Please join us—and your colleagues from around the world—for DistribuTECH 2014.”*

MaryBeth DeWitt, Vice President, Transmission and Distribution Events, PennWell Corporation

### Summary

DistribuTECH is the leading annual T&D event that addresses technologies used to move electricity from the power plant through the transmission and distribution systems to the meter and inside the home. DistribuTECH offers industry professionals more information and networking opportunities than any other annual event. The conference and exhibition offer information, products, and services related to electricity delivery automation and control systems, energy efficiency, demand response, renewable energy integration, advanced metering, T&D system operation and reliability, communications technologies, cyber security, water utility technology, and more. DistribuTECH offers two dynamic co-located events: Utility Products Conference and Exposition and Electric Light and Power Executive Conference.

### Benefits for IBP Attendees

- Discounted conference registration rates, access to all education sessions and exhibition floors, delegate lunches, and online access to conference proceedings.
- Admission to the International Networking Reception.
- Access to the International Trade Center. Amenities include private meeting rooms, interpreter and matchmaking services, lounge area, refreshments, and access to fax, printer, copier, and the Internet.

**January 28–30**  
**San Antonio, TX**  
**[distributech.com](http://distributech.com)**

**434 Exhibitors (2013)**  
**9,118 Attendees (2013)**

### Seminars

The conference program is made up of 77 educational sessions organized into 14 tracks, including advanced metering; asset, mobile and information management; commercial and industrial customer technology; demand response and energy efficiency; greening the grid; international projects; residential customer strategies; SCADA and network infrastructure; smart distribution; smart grid communications technology; smart grid operations solutions; substation integration and automation; transmission and large-scale renewables; water utility technology.

### Industries

Electricity delivery automation and control systems, smart grid technologies, energy efficiency, demand response, renewable energy integration, advanced metering, transmission and distribution system operations and reliability, power delivery equipment, commercial and industrial facility energy management technology, and water utility technologies.

### Target Buyers

Executive management, engineers, operations management, research and development professionals, and information technology professionals from electric utilities, water utilities, gas utilities, rural electric membership co-ops, consulting and engineering firms, federal power agencies, energy service companies, municipalities, and public power companies.

# International Production & Processing Expo



*"The International Production & Processing Expo provides attendees networking and educational opportunities, plus the chance to see the latest technologies related to the production and processing of animal protein products. Exhibitors provide products that take animal agriculture from the farm to point of sale, with suppliers offering products and services all the way from breeding of poultry and livestock to the packaging and marketing of further processed meat and eggs products."*

Charles Olentine, Ph.D.  
Executive Vice President  
U.S. Poultry & Egg Association

## Summary

The International Production & Processing Expo is the world's largest annual trade show for the integration of feed production, poultry and pig husbandry, and poultry/red meat processing. Capital equipment suppliers to every segment of the industry are represented: live production, hatchery/incubation, feed processing, poultry/red meat processing, further processing, packaging, commercial egg production, marketing, and all support activities.

## Benefits for IBP Attendees

- Complimentary registration
- Complimentary networking reception
- Access to the International Business Center. Amenities include translation services, matchmaking through the IBP program, Wi-Fi capability, lounge, and computer access.

## Industries

Commercial egg production, poultry processing, packaging, poultry production, pig production, feed manufacturing, and meat processing.

Product categories on display include poultry and pig production equipment, animal health products, contract services, analytical laboratories, processing equipment, cooking equipment, packaging equipment and supplies, seasonings, feed ingredients, feed manufacturing equipment, and transportation.

## Target Buyers

Purchasing decision makers and technical managers for private-sector companies, government, and education, which are involved in the production and processing of animal protein.

**January 28–30**  
**Atlanta, GA**

**[ippexpo.org](http://ippexpo.org)**

**1,188 Exhibitors (2013)**  
**26,393 Attendees (2013)**

# NAHB International Builders' Show® 2014



The International  
Builders' Show®

*"The National Association of Home Builders welcomes all international delegates! We are eager to establish relationships and forge connections between you and our exhibitors that will result in new business and growth for all! We look forward to seeing you at IBS 2014 and Design and Construction Week."*

Jennifer Sloane  
International Marketing Manager  
National Association of Home Builders

## Summary

The National Association of Home Builders International Builders' Show® (IBS) is one of the largest building industry trade shows in the world and the largest annual light construction and residential building industry trade show in the United States. In 2014, the IBS is 70 years old, will have nearly 400,000 square feet of exhibit space, and will attract approximately 50,000 exhibitors. In addition to the exhibition, IBS offers nearly 100 education sessions across many topic tracks and is host to construction-related meetings, special events, and workshops. New in 2014: IBS will be co-located with the Kitchen & Bath Industry Show (KBIS) for Design and Construction Week, giving you access to two show floors under the same roof. This means more people, more companies, and more value!

## Benefits for IBP Attendees

- Discounted exhibit hall registration (at the association member rate)
- Complimentary networking reception
- Airfare and hotel discounts

## Seminars

More than 100 educational sessions—newly revamped in the last year—as well as complimentary workshops and seminars focusing on the business of residential and light commercial construction and current building industry trends. Attendees can also visit demonstration areas located in exhibitor booths on the show floor, which will showcase the latest products as well as installation techniques for everything from concrete forms, to siding and flooring, to steel and wood framing. They can also visit the New American Home, the official show home of IBS, and take complimentary tours.

## Industries

Architectural/construction/engineering services, computers/peripherals, household consumer goods, and tools—hand/power.

## Target Buyers

Home and light construction builders, architects, developers, land use planners, government officials, building owners, consulting engineers, marketing firms, design/build firms, remodelers, general contractors, and the wholesalers and distributors of construction materials and equipment.

**February 4–6**  
**Las Vegas, NV**

**[buildersshow.com](http://buildersshow.com)**

**900+ Exhibitors (2013)**  
**48,000+ Attendees (2013)**

# Progressive Insurance Miami International Boat Show 2014



*"The Progressive Insurance Miami International Boat Show houses more than 2,500 boats and more than 2,000 exhibitors offering products and services that will enhance any boater's lifestyle and experiences. Hosted in one of the greatest International cities in the United States, the Miami show is a can't miss!"*

Julie Balzano  
Export Development Director  
National Marine Manufacturers Association

## Summary

The Miami International Boat Show & Strictly Sail (MIBS) is one of the largest boat shows in the world. Entering its 73rd year in 2014, the show will occupy 1 million square feet of exhibit area and host more than 100,000 visitors. The MIBS spans three locations—the Miami Beach Convention Center, Sea Isle Marina and Yachting Center, and Miami Marina at Bayside—and features more than 2,500 boats and 2,000 exhibitors from all over the globe.

## Benefits for IBP Attendees

- Complimentary 5-day VIP admission
- Lunch voucher for 2 days
- Buyer Connections—pre-scheduled appointments with export-ready exhibitors of your choosing
- Special invitation to the private networking cocktail reception at the Miami Beach Botanical Gardens
- Unlimited use of the International Business Center with many amenities, including free Wi-Fi, meeting spaces, snacks, and refreshments

**February 13–17**  
**Miami, FL**

**[miamiboatshow.com](http://miamiboatshow.com)**

**2,100 Exhibitors (2013)**  
**100,000 Attendees (2013)**

## Seminars

A wide array of workshops and boating seminars are offered for the consumer, including 60-minute boating, 3 hours of hands-on power boating, maintaining a diesel engine, and how to choose and install marine electronics.

## Industries

Commercial vessel/equipment (nonfisheries), electronic components, pleasure boats and accessories, sporting goods and recreational equipment, and travel and tourism industries.

## Target Buyers

Buyers, dealers, distributors.

# CONEXPO-CON/AGG® 2014



*"Awarded #1 event for global participation in 2011 by Trade Show Executive, AEM partners with leading international trade associations and publications to draw key buyers from around the world. CONEXPO-CON/AGG is a global show with more than 130,000 visitors worldwide and the largest international attendance for the construction industries."*

Al Cervero  
Vice President, Marketing & Global Business Development  
Association of Equipment Manufacturers

## Summary

As one of the world's largest international gathering places for the construction industries, CONEXPO-CON/AGG features, once every 3 years, the latest in equipment, products, services, and technologies. Industry professionals involved in all segments of the construction industries, including contractors, material producers, and government and institutional sector officials from around the world, attend CONEXPO-CON/AGG. The 2014 show expects to attract more than 130,000 attendees from 150+ countries. In addition, more than 300 industry meetings, including several annual conventions of leading industry associations, are expected to be held in conjunction with CONEXPO-CON/AGG 2014.

## Benefits for IBP Attendees

- Discounted admission fees
- All-inclusive travel packages that include excursions and Las Vegas attractions
- Travel advice and assistance from a professional agency
- Access to the International Trade Center to conduct private meetings, network, and attend seminars
- Translation/interpretation assistance
- Additional U.S. visa support, if necessary

**March 4–8  
Las Vegas, NV**

**[conexpoconagg.com](http://conexpoconagg.com)**

**2,441 Exhibitors (2011)  
117,764 Attendees (2011)**

## Industries

The latest in equipment, products, services, and technology from all segments of the construction industries, including machinery used for asphalt production and paving, compaction, concrete finishing and paving, drilling, earthmoving, lifting, and trenching.

## Target Buyers

Contractors in the fields of commercial, industrial, public building; construction of bridges, dams, and levees; excavating; earthmoving; asphalt paving; utilities; material producers; government officials; designers, specifiers, and consultants; industry association officials; dealers; trade press.

# Natural Products Expo West/Engredea 2014



*"Join more than 60,000 industry professionals at the ultimate natural and organic trade show experience where you will find cutting-edge trends and new products to help your business grow. There is no better place to absorb a year's worth of industry developments in just 4 days. International attendees are a vital part of the Natural Products Expo/Engredea community and we invite all international delegates to attend the 2014 show."*

Celeste Warf  
Event Manager  
New Hope Natural Media

## Summary

Natural Products Expo West/Engredea (produced by New Hope Natural Media) is the leading trade show in the natural, organic, and healthy products industry. This trade-only event is the best place to see and sample the newest products and developments in the natural products industry. With more than 60,000 industry professionals and almost 2,500 exhibiting companies, the event showcases the entire value chain of healthy products from start to finish, identifying the best sellers of today and the trends of tomorrow.

## Benefits for IBP Attendees

- Complimentary registration; deadline is March 1 for qualified international attendees
- Complimentary networking lounge for international attendees
- Retail store tour (fee required)

## Seminars

Natural Products Expo West/Engredea provides opportunities to learn and explore new ideas, industry trends, and practical solutions to improve business practices and broaden industry knowledge. Many sessions are included with the registration fee, unless otherwise noted in the description.

## Industries

Agricultural products and services, apparel, cosmetics/toiletries, education/training services, environmental technologies, processed foods, food processing/packaging equipment, furniture, general consumer goods, giftware, healthcare services, household consumer goods, pet foods/supplies, textile fabrics, and supplements/vitamins/herbs.

## Target Buyers

Professionals and buyers in ingredient, food, supplements, health, beauty, and natural living.

**March 6–9**  
**Anaheim, CA**

**[expowest.com](http://expowest.com)**

**2,432 Exhibitors (2013)**  
**63,000 Attendees (2013)**

# International Home + Housewares Show 2014

international home  
+housewares show

2014

march 15 - 18  
chicago • usa

*"The International Home + Housewares Show offers international buyers the opportunity to source from leading housewares manufacturers and suppliers worldwide and to find innovative new products not yet available at European or Asian shows. Profit from inspiring ideas, qualified partnerships, and first-class learning and networking opportunities for both independent specialist retailers and corporate buyers."*

Derek Miller  
Vice President, International  
International Housewares Association

## Summary

The International Home + Housewares Show in Chicago is the leading global marketplace to see the latest market-driven homegoods products, designs, and trends. It is a must-attend event for retailers and distributors who want to improve their business by differentiating their product offerings and concepts. With a strong focus on high-quality, high-design global brands, the Show features the entire product lines of the leading U.S. housewares brands, product suppliers, and designers—not just the products pre-selected for export markets displayed at non-U.S. shows. Buyers have a chance to find new products and product lines that are not yet available in other markets.

## Benefits for IBP Attendees

- Complimentary entrance badges, with pre-registration
- Complimentary networking reception
- Hotel discounts
- Convenient complimentary shuttle bus service from the official Show hotels
- International Business Center with refreshments, meeting rooms, and e-mail access

**March 15–18**  
**Chicago, IL**

**[housewares.org](http://housewares.org)**

**2,100 Exhibitors (2013)**  
**60,000 Attendees (2013)**

## Seminars

First-class educational and networking opportunities, including special exhibitions and displays and a full lineup of seminars on trends and design, visual merchandising and branding, retail success factors, and consumer preferences.

## Industries

Dine + Design, featuring fashion-forward innovative products for cooking and entertaining; Clean, Contain + Sustain, featuring bath and shower accessories, and tools and solutions for cleaning and home organization; Wired + Well, featuring kitchen and household electrics, home health-care and personal care products, and home environment products; Global Crossroads, with International Pavilions.

## Target Buyers

Decision makers within governments, industries, and private-sector companies who are involved in various aspects of consumer products; professionals in the international home and housewares buying community, representing retail, import, and distribution channels.

# The 2014 NAB Show



*"NAB Show is excited and grateful to be included in the 2014 International Buyer Program. We look forward to working with the U.S. Embassy/Consulate Commercial Specialists as we value their industry insight, expertise, and their role in making our shows so successful."*

Margaret Cassilly  
Vice President  
International Programs

## Summary

More than just broadcasting, NAB Show® is the world's largest annual digital media industry event attended by leading media, entertainment, and communications professionals who share a passion for the next generation of video and audio content across multiple platforms—from television, radios, and computers to phones, the big screen, and beyond. More than 93,000 media and entertainment professionals from 157 countries attend the Show, representing more than \$18 billion in purchasing power. The show floor is spread over 878,500 net square feet and has 1,500+ unique exhibiting companies.

## Benefits for IBP Attendees

- Complimentary exhibits-only registration (\$150 USD value)
- \$100 USD discount off select conference registration
- A centrally located International Trade Center (ITC) offering a variety of complimentary services, including translator services, daily refreshments, complimentary meeting room space, Wi-Fi, e-mail workstations, and complimentary networking receptions
- Complimentary hotel reservation bookings, daily shuttle bus service to and from hotels

**April 7–10**  
**Las Vegas, NV**

**[nabshow.com](http://nabshow.com)**

**1,581 Exhibitors (2013)**  
**93,602 Attendees (2013)**

## Seminars

Eight conferences and three training programs, featuring more than 500 skill-building sessions.

## Industries

Acquisition and production, broadband, content, display systems, distribution and delivery, management and systems, outdoor/mobile media, post-production, pro audio, radio, and telecom access networks.

## Target Buyers

U.S. and international broadcasters in public/private radio and television, film/motion pictures, corporate communications, production/post-production, industrial communications, government, new media, telecommunications, and other media professionals—social media, Fortune 500, retail, security, manufacturing, religious institutions, education, sports, and systems integrators.

# WasteExpo 2014



*"Welcoming our non-U.S. visitors is always a special highlight for me at WasteExpo. You demonstrate a huge commitment to the event and to the waste and recycling industry by traveling far and wide to be with us! We look forward to helping you connect with valuable business prospects from around the globe."*

Rita Ugianskis-Fishman  
Managing Director, Waste Industry Group  
Penton Media

## Summary

WasteExpo is the largest trade show in North America serving the \$85 billion solid waste, recycling, and organics sectors. WasteExpo combines world-class industry education with an exhibition that showcases industry products and services for buyers from around the world. Attendance is open to all individuals related to the solid waste, recycling, and organics industries.

## Benefits for IBP Attendees

- Complimentary exhibit hall registration
- Discounted full event package
- Complimentary ticket to international reception
- Complimentary ticket to welcome reception for full event registrants
- Complimentary use of the International Lounge onsite

## Seminars

The latest trends, topics, and technologies in the solid waste, recycling, and organics industries. WasteExpo 2013 tracks included recycling, composting and organics recycling, community relations, government relations, safety, management, labor relations, collection, money and finance, and sustainability.

## Industries

Collection and transfer, processing and all forms of recycling, composting, waste storage, technology solutions, landfill technology including waste-to-energy.

## Target Buyers

Decision makers within governments, industries, and private-sector companies who are involved in various aspects of the solid waste and recycling industries; businesses and organizations that create waste in manufacturing retailing and/or providing services.

**April 28–May 1  
Atlanta, GA**

**[wasteexpo.com](http://wasteexpo.com)**

**557 Exhibitors (2012)  
12,000 Attendees (2012)**

# Offshore Technology Conference 2014



*"OTC invites all international delegates to attend the 2014 show. We are confident that the opportunities you find and the connections you make will result in exciting business prospects."*

Stephen Graham  
Managing Director  
Offshore Technology Conference

## Summary

The Offshore Technology Conference (OTC) is the world's foremost event for the development of offshore resources in the fields of drilling, exploration, production, and environmental protection. OTC ranks among the largest 200 trade shows held annually in the United States. Engineers, technicians, scientists, and managers from more than 80 nations representing a variety of fields attend OTC.

## Benefits for IBP Attendees

- Complimentary exhibit hall registration (\$210 USD value)
- Complimentary access to technical sessions
- Airfare and hotel discounts

## Seminars

A well-balanced, three-pronged focus on technical, business, and regulatory issues in the oil and gas industry. It emphasizes a wider spectrum of energy sources and global reach.

## Industries

Drilling, exploration, fabrication, instrumentation and controls, environmental, marine, materials, oilfield chemicals, oil spill cleanup, pollution control, process, production, safety, seismic, specialized equipment, sub-sea exploration, survey, telecommunications, testing, tools, training, transportation, well completion, and workover and wireline.

## Target Buyers

Decision makers within governments, industries, and private-sector companies who are involved in various aspects of the oil and gas industry; private-sector and government officials working or interested in on-shore and offshore safety and training, environmental cleanup, oil spill prevention and cleanup, offshore and remote telecommunications, new drilling and exploration technologies, and more.

**May 5–8**  
**Houston, TX**

**[otcnet.org/2014](http://otcnet.org/2014)**

**2,700 Exhibitors (2013)**  
**104,000 Attendees (2013)**

# The National Restaurant Association Restaurant, Hotel-Motel Show (NRA Show) 2014



*"NRA Show is the only event where you can interact face-to-face with the entire spectrum of the food service industry—from commercial to noncommercial, operators to dealers, suppliers, and manufacturers, to industry experts and celebrity chefs. At NRA Show, game-changing products, culinary innovations, and groundbreaking ideas await you around every corner."*

Mary Pat Heftman  
Executive Vice President  
Convention at National Restaurant Association

## Summary

The National Restaurant Association Restaurant, Hotel-Motel Show (NRA Show) is the Western Hemisphere's largest food service and hospitality event. The NRA 2012 show attracted more than 61,000 attendees along with more than 1,900 exhibiting organizations. The two-day International Wine, Spirits & Beer Event (IWSB) is run concurrently with the NRA Show. IWSB is the only beverage alcohol event exclusively for food service and hospitality buyers.

## Benefits for IBP Attendees

- Complimentary exhibit hall registration
- Complimentary networking reception
- Hotel discounts
- Access to Back-of-House tours of leading Chicago restaurants
- Focused Show floor area of exporters (American Food Fair)

## Seminars

Complimentary educational seminars are offered in the areas of profitability and entrepreneurship, jobs and careers, food and healthy living, sustainability and social responsibility, technology, franchise, beverage alcohol, and culinary demonstrations.

## Industries

There will be approximately 900 product categories to choose from, including but not limited to china, glassware, tableware, pizza ovens, griddles and grills, broilers, uniforms, hotel equipment and supplies, sauces, pizza, salads, soup bases, snack foods, meats (game and processed), and other products directly related to the restaurant/food service/lodging industry.

## Target Buyers

Decision makers within governments, industries, and private-sector companies who are involved in various aspects of restaurant and food service.

**May 17–20**  
**Chicago, IL**

**[show.restaurant.org](http://show.restaurant.org)**

**2,000 Exhibitors (2013)**  
**62,500 Attendees (2013)**

# InfoComm 2014



*"InfoComm is committed to providing a global marketplace to make it easy for you to meet manufacturers, dealers, and audiovisual professionals all in one place. Everything your organization needs to stay on top is here."*

Jason McGraw  
Senior Vice President of Expositions  
InfoComm International

## Summary

InfoComm International is the world's annual premier exposition and conference for the professional audiovisual information communications industry. Alternating years between Las Vegas and Orlando, InfoComm hosts exhibitors who are direct manufacturers and distributors of professional audio, video, display, multimedia, presentation, 3D, conferencing, telepresence, digital signage, streaming media, security, residential systems, and other high-technology products and services for nonbroadcast applications.

## Benefits for IBP Attendees

- Complimentary exhibit hall registration
- Two complimentary 2-hour InfoComm University seminars
- Complimentary networking reception
- Hotel discounts

## Seminars

Educational courses at InfoComm will offer everything for the audiovisual communications professional.

## Industries

3D, visual display, data and video projection, audio components and systems, video conferencing, web conferencing, telepresence, digital signage, digital content creation, lighting and staging, Internet streaming, and networked presentation and communication systems.

## Target Buyers

Decision makers within governments, industries, and private-sector companies who are involved in various aspects of the information and communication technology industry.

Private-sector and government officials working or interested in AV/IT technology including, but not limited to, programmers, dealers, distributors, engineers, consultants, and more.

**June 18–20**  
**Las Vegas, NV**

**[infocommshow.org](http://infocommshow.org)**

**911 Exhibitors (2012)**  
**23,764 Attendees (2012)**

# 2014 International Franchise Expo



*"The U.S. Commercial Service and the International Buyer Program consistently deliver invaluable support and assistance in attracting highly qualified investors from all over the world and we look forward to welcoming delegates to the 2014 edition of the International Franchise Expo. With record attendance and exhibitor participation, the IFE continues to bring together the best brands and most qualified candidates."*

Corali Romero  
International Development Manager  
MFV Expositions

## Summary

The International Franchise Expo (IFE) is an annual trade show, featuring more than 400 franchise exhibitors, representing virtually every industry and investment level. Attendees have the opportunity to meet face-to-face with executives of the exhibiting franchisors and to attend free seminars as well as other symposia sessions presented by leading franchise experts. The franchise industry is a major contributor to the U.S. economy, employing more than 20 million people and contributing more than \$2 trillion in economic activity, according to the International Franchise Association, the show's sponsor.

## Benefits for IBP Attendees

- Free show admission to exhibits and 50 percent discount on symposia
- Free matchmaking
- Free assistance arranging and scheduling appointments with U.S. exhibitors and companies before and during the show
- Assistance with visa/show invitational letters
- Access to International Business Center including meeting rooms to meet with exhibitors
- Assistance with travel and hotel bookings
- Free assistance with logistics at the show
- Free assistance with local site visits with the coordination of the delegation leader and Franchising Team

**June 19–21**  
**New York, NY**

**[ifeinfo.com](http://ifeinfo.com)**

**413 Exhibitors (2013)**  
**18,627 Attendees (2013)**

## Seminars

A variety of visitor-centric seminars, including "The A to Zs of Buying a Franchise," "Franchising Your Business," "What Do I Need to Know Before Buying a Franchise?," "Making the Leap: How to Succeed as a Franchisee," "How Much Money Can You Make? Understanding the Key Drivers of Any Franchise Investment," "Master Franchising/Three-Party Franchising—Why Do Some Succeed and Others Struggle?," "The Use of Master Franchising, Domestically and Internationally," specialty seminars, multi-unit franchise sessions, and more than 70 free seminars and in-depth symposia.

## Industries

Franchising in all industries.

## Target Buyers

Entrepreneurs and business owners interested in franchising and small business.

# Fancy Food Show 2014



*"With more than 2,400 exhibitors coming from 81 different countries and regions, Fancy Food is by far the most comprehensive and diverse food showcase in the Western Hemisphere. We welcome our International visitors with open arms."*

Chris Nemchek  
Senior Vice President  
Fancy Food Show

## Summary

The Fancy Food Show is North America's premier showcase for specialty-gourmet, ethnic, natural and organic foods, snacks, and beverages. Serving every major food buying channel, the show is a "must attend" event in the food industry.

## Benefits for IBP Attendees

- Complimentary exhibit-only registration
- Complimentary Wi-Fi and identification ribbon in international lounge
- Dedicated registration area with multilingual staff
- Invitation to reception
- Hotel discounts

## Seminars

The Fancy Food Show Education Program offers a variety of classes, workshops, and seminars relating to the specialty food industry.

## Industries

Baby food, baked goods, baking mixes and ingredients, beverages, condiments, confectionery, dairy and eggs, frozen, grains, oils, sauces, seasonings and cooking enhancers, snacks, soups, beans, spreads, and syrup.

## Target Buyers

Business types: retail (specialty, gift, natural stores, supermarkets, mass merchants, housewares, Internet/mail order), food service (restaurants, caterers, institutional buyers, hotels), distributors, importers.

Individual business titles: Owner/CEO/President, VP/GM/Director, Sales and Marketing Manager, Buyer/Purchasing Manager, Broker.

**June 29–July 1  
New York, NY**

**[specialtyfood.com](http://specialtyfood.com)**

**2,500 Exhibitors (2013)  
26,000 Attendees (2013)**

# Annual Meeting and Clinical Lab Expo of the American Association for Clinical Chemistry 2014



ANNUAL MEETING 2014  
& CLINICAL LAB EXPO

CHICAGO, IL • USA

*The AACC Annual Meeting & Clinical Lab Expo will provide you with all the opportunities to connect with the people, products, and professional knowledge that can give you the edge. Join the global thought leaders in Chicago, July 27–31, 2014, and be a part of the next generation of clinical laboratory science and medicine.*

## Summary

The Annual Meeting and Clinical Lab Expo of the American Association for Clinical Chemistry (AACC Clinical Lab Expo) is the world's largest meeting devoted to diagnostic products for diagnosing diseases and measuring health status. Although the focus is on laboratory testing, the event increasingly emphasizes near-patient testing, patient self-testing, and original equipment manufacturer (OEM) products, which are of interest to developers and manufacturers of diagnostic products. A unique feature of the AACC Exposition is the OEM section, which is, in effect, a trade show for companies that sell their products to IVD manufacturers. The OEM section includes exhibitors who sell electrical, mechanical, and other components, and biological products such as antibodies and DNA research materials.

## Benefits for IBP Attendees

- Complimentary expo-only registration
- International reception
- Airfare and hotel discounts
- Tours of local hospitals and manufacturing facilities available upon request (please inquire)

## Seminars

More than 200 educational sessions and workshops. Please see the show website for schedule and fees.

## Industries

Laboratory systems for clinical chemistry, hematology, microbiology, immunology, endocrinology, urinalysis, immunoassay, DNA testing, serology, lipids and cholesterol, animal clinical chemistry, enzymology, therapeutic drug monitoring, testing for drug abuse, cancer diagnosis and monitoring, reagents and standalone test kits, laboratory disposables, phlebotomy supplies, sterile materials, safety equipment, laboratory computer systems, products for near-patient testing and patient self-testing, glucose, coagulation, electrolytes, blood gases, cholesterol, OEM products for product developers and manufacturers: mechanical, biological, chemical and electronic components, and sub-systems.

## Target Buyers

Hospital administrators; representatives of national ministries of health; laboratory directors; scientists; doctors; pathologists; clinical chemists; laboratory technologists; academics, and a large number of product developers, manufacturers, and distributors of products for medical labs.

**July 27–31  
Chicago, IL**

**[aacc.org/events](http://aacc.org/events)**

**689 Exhibitors (2012)  
10,666 Attendees (2012)**

# MAGIC MARKET WEEK (Summer)

## MAGIC MARKET WEEK

*“The industry’s premier event for trading design, inspiration, and innovation, MAGIC MARKET WEEK provides a front-row seat at fashion’s most exciting showcase. Featuring all the latest trends, most talked-about labels, and tens of thousands of retailers from around the world, MAGIC MARKET WEEK is the most comprehensive community of brands, buyers, and fashion insiders at a single event—making it the must-attend forum for fashion media. MAGIC MARKET WEEK welcomes all international delegates to attend the August 2014 show.”*

Caiti Morris, Marketing Coordinator, MAGIC International

### Summary

MAGIC MARKET WEEK 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 more than 80 countries meet more than 5,000 emerging-to-established brands to spark the strategic connections that become the relationships of tomorrow.

Capitalizing on 80 years of experience, the show continues to evolve. MAGIC MARKET WEEK unites the largest and most influential network of buyers, brands, media, and decision makers. Innovative initiatives and exclusive access to cutting-edge information come together in conveniently merchandised show areas.

### Benefits for IBP Attendees

- Complimentary registration to buyers after accreditation process
- Complimentary networking reception, fashion shows, and educational sessions
- Access to the International Business Center with many amenities and staffed by U.S. Department of Commerce industry specialists who can provide counseling on site

### Seminars

More than 4,500 participants take advantage of complimentary access to more than 40 high-profile industry seminars featuring 80+ leading executives.

### Industries

Apparel: Women’s, Men’s, Junior’s and Kid’s Footwear and Accessories, Women’s Sportswear, Eveningwear, Swimwear, Juniors, Advanced Contemporary, Premium Denim, Casualwear, Classic Tailored, Progressive Street and Action-Sport Lifestyle, Streetwear, Licensed Apparel; Home Textile; Manufacturers; Fabric and Trim Suppliers; and Supply Chain Service Providers.

### Target Buyers

Retailers, importers, distributors, wholesalers, and jobbers in the fashion and apparel industry.

Decision markers within the textiles and apparel industry including, but not limited to, suppliers (fabric, trim, packaging), exporters, ad/marketing sales, technology services, brokers/agents, and manufacturers.

**August 17–20**  
**Las Vegas, NV**

**[magiconline.com](http://magiconline.com)**

**5,000+ Brands (2013)**  
**30,000 Buyers (2013)**

# International Woodworking Fair, LLC



*"The International Woodworking Fair provides attendees networking and educational opportunities, plus the chance to see the latest technologies in design, machines, tooling, cutting, saws, decorative hardware, supplies, and materials."*

Jim Wulfekuhle  
Vice President, Sales & Marketing  
International Woodworking Fair, LLC

## Summary

The International Woodworking Fair is the world's largest biennial trade show for the processing of materials, design, and technology. Capital equipment suppliers to every segment of the industry are represented for the processing of materials, wood, plastics, components, upholstery, advanced materials, forest products, and sawmills.

## Benefits for IBP Attendees

- Complimentary registration
- Complimentary education session in English
- Canada Night Reception
- Latin America Night Reception
- Access to the International Business Center. Amenities include translation services, matchmaking through the IBP program, Wi-Fi capability, lounge, and computer access.

**August 20–23**  
**Atlanta, GA**

**[iwfatlanta.com](http://iwfatlanta.com)**

**865 Exhibitors (2012)**  
**11,432 Attendees (2012)**

## Industries

Cabinetry, fabrication, millwork, home furnishings, store fixtures, machining, tooling, countertops, flooring, remodeling, building, fenestration, organization systems, upholstery, business institutional.

Product categories on display include CNC, saws, tooling, finishing, sanding, routers, hardware, software, logistics, material handling, robotics, design.

## Target Buyers

Purchasing decisions makers and technical managers for private-sector companies, government, and education, which are involved in the production and processing of materials and design for the commercial and residential building industry.

# Farm Progress Show



*"The Farm Progress Show is the global focus of agriculture for 3 days. Most U.S. companies time their global product introductions to occur on the opening day. The unique ability to run the equipment in field demonstrations is what sets the Farm Progress Show apart from other international trade shows."*

Matt Jungmann  
National Events Manager  
Penton Farm Progress

## Summary

The Farm Progress Show is the nation's largest outdoor agricultural trade show, covering more than 25 million square feet. The Farm Progress show began in 1953, so this will mark its 61st year. It is the template for farm shows around the globe. Primarily focused on row crop agriculture and, more specifically, corn production, the Farm Progress Show serves Midwestern agriculture as well as those international visitors interested in row crop agriculture.

## Benefits for IBP Attendees

- Complimentary registration
- Complimentary networking reception
- Dedicated International Hotel in Des Moines with shuttles to and from the event and the airport
- Access to the International Business Center. Amenities include Internet access, meeting rooms, snacks, translators, and local tourism support.

**August 26–28**  
**Boone, IA**

**[farmprogressshow.com](http://farmprogressshow.com)**

**630 Exhibitors (2013)**  
**130,000 Attendees (2013)**

## Seminars

A full schedule of exhibitor presentations takes place in the Seminar Center located next door to the International Business Center. These seminars focus primarily on corn marketing and pricing issues. In addition, as an outdoor event, all equipment operates in the surrounding fields for a first-hand view of the machines and technology as they actually work. Twice daily, live cattle-handling demonstrations compare livestock-handling equipment side by side.

## Industries

All-terrain vehicles, alternative energy, animal care products, automobiles, agricultural finance, grain drying, storage and handling, buildings, harvesting equipment, crop protection, seeding and planting equipment, record keeping, feed, feeding equipment, fertilizers, fertilizer application equipment, genetics, hay handling equipment, herbicides, inoculants, insecticides, irrigation equipment, lawn and garden equipment, livestock handling equipment, manure handling equipment, nutrition and feed, seed, skid steer loaders, sprayers, tillage equipment, tiling equipment, tractors, trucks and autos, utility vehicles, and wind energy.

## Target Buyers

Farmers, commodity organizations, government officials, executive-level decision makers, retail buyers, distributors, importers/exporters, manufacturers, manufacturer representatives, financial and market analysts, and members of the press.

# Water Environment Federation Technical Exhibition and Conference (WEFTEC®) 2014



*"International delegates who have attended the show have expressed high satisfaction in meeting suppliers at the show, networking, and finding new business opportunities."*

Laila Sukkariyyah  
Director  
WEF Global Programs

## Summary

The Water Environmental Federation Technical Exhibition and Conference (WEFTEC®) is the largest annual water conference of its kind in the world and offers water quality professionals from around the world with the best water quality education and training. WEFTEC is also recognized as the largest annual water exhibition; the expansive show floor provides unparalleled access to the most cutting-edge technologies in the field; serves as a forum for domestic and international business opportunities; and promotes invaluable peer-to-peer networking between its attendees.

## Benefits for IBP Attendees

- Complimentary access to the exhibition floor
- Complimentary access to technical sessions located on the exhibition floor
- Discounted technical programs and sessions
- Airfare discounts on select airline and hotel discounts working through show housing authority
- Complimentary shuttle service between conference-designated hotels and convention center
- Dedicated onsite international registration area
- Global Center/Lounge to accommodate international attendees

**September 27–October 1  
New Orleans, LA**

**[weftec.org](http://weftec.org)**

**1,000 Exhibitors (2013)  
20,000 Attendees (2013)**

## Seminars

A comprehensive technical program allowing water and wastewater professionals to attend workshops and to earn continuing education credit and PDH hours.

## Industries

Biosolids and sludge, chemicals and chemical handling, monitoring, controlling, sampling and analysis, pipe and collection systems, post-construction stormwater controls, process equipment and treatment systems, pumps and valves, stormwater-related services, temporary stormwater controls.

## Target Buyers

All professionals related to the water industry.

# PACK EXPO International 2014



*"PMMI is proud of our more than 20 years of partnering with the International Buyer Program. Thanks in large part to the program, PACK EXPO shows play a critical role in the packaging and processing marketplace, consistently welcoming visitors from more than 120 nations and providing them with access to the latest technologies, unparalleled networking opportunities, and world-class education programs."*

Charles D. Yuska  
President and CEO  
PMMI

## Summary

PACK EXPO International, now co-located with Pharma EXPO in 2014, will focus on the latest developments in packaging and processing technology and will showcase exhibitors' state-of-the-art advances in packaging and processing machinery, converting machinery, materials, packages and containers, and components as well as industrial automation solutions.

## Benefits for IBP Attendees

- Complimentary exhibit hall registration
- Airfare and hotel discounts
- International Agent/Distributor Matchmaking Program
- Access to the International Buyer Center, which includes a lounge with complimentary coffee and refreshments, Wi-Fi access, computer terminals and printers, private meeting rooms, and support staff
- Possible complimentary conference sessions (please inquire)
- Possible site visits (please inquire)

**November 2–5  
Chicago, IL**

**[packexpo.com](http://packexpo.com)**

**1,968 Exhibitors (2012)  
45,338 Attendees (2012)**

## Seminars

The Conference at PACK EXPO, a 3-day conference program for both visitors and exhibitors on global issues of interest.

## Industries

Food and beverage/wine, bakery and snack, cosmetics and toiletries, dairy, drugs and pharmaceutical/medical, chemical, candy and confection, raw materials, paper and textiles, electronics/parts, computer hardware/software, entertainment, soaps and detergents, personal care.

## Target Buyers

Decision makers and influencers including corporate managers, engineers, manufacturers, quality controllers, purchasers, production supervisors, research/development, sales and marketing in a broad range of respective industries.

Targeted, wide range of industry end users: food and beverage/wine, bakery and snack, cosmetics and toiletries, dairy, drugs and pharmaceutical/medical, chemical, candy and confection, raw materials, paper and textiles, electronics/parts, computer hardware/software, entertainment, soaps and detergents, personal care, and many more.

# American Film Market 2014



*"Nearly a billion dollars in export deals are closed each year at AFM. Every buyer finds the films that are best for his or her audience, resulting in a valuable and profitable experience."*

Jonathan Wolf  
Managing Director  
American Film Market

## Summary

Founded in 1981, the American Film Market (AFM) quickly became the largest motion picture export trade show in the world. The AFM is the only export trade show for motion pictures in the Western Hemisphere. The AFM offers easy access to Hollywood, its studios, and its executives. The AFM's tagline says it all: Filmmaking Starts Here!

## Benefits for IBP Attendees

- Pre-qualified buyers receive an 80 percent discount (\$100 vs. the standard fee of \$495).
- AFM buyers have access to a 4,000-square-foot buyer's lounge.
- Access to most film screenings
- Complimentary breakfast every day
- Free Wi-Fi in the Loews Hotel
- Complimentary shuttle service to local hotels and theaters
- Discounts at more than 100 restaurants and retailers

**November 5–12**  
**Santa Monica, CA**

**[americanfilmmarket.com](http://americanfilmmarket.com)**

**357 Exhibitors (2012)**  
**7,749 Attendees (2012)**

## Seminars

Five half-day conferences, each with a different focus, including finance, production, distribution, and marketing. In addition, a series of industry conversations offer interactive and informative discussions led by Hollywood thought leaders, including producers, technical gurus, and financial experts.

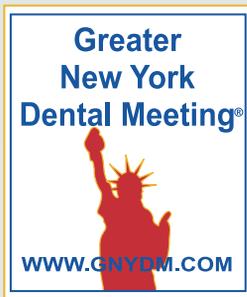
## Industries

Entertainment, feature film, television film.

## Target Buyers

Pre-qualified buyer companies actively engaged in importing motion pictures, including motion picture distributors, video distributors, pay cable, basic cable, free television broadcasters, and Internet companies in their respective countries.

# Greater New York Dental Meeting (GNYDM) 2014



*"The Greater New York Dental Meeting is unique due to its No Registration Fee and its 6-day Congress that it offers simultaneously with a 4-day free Exhibition. The GNYDM takes place in the world's most popular city at the holiday season, with all the decorations on display, and with the added convenience of three major airports nearby."*

Dr. Robert Edwab  
Executive Director  
Greater New York Dental Meeting

## Summary

The Greater New York Dental Meeting (GNYDM) is considered the premier Dental event in the United States and throughout the world. Drawing upon approximately 1,500 technical exhibit booths and bringing together more than 6,900 international attendees representing 130 countries, the GNYDM is the largest health-care event in the United States.

## Benefits for IBP Attendees

- Complimentary exhibit hall registration
- Complimentary networking reception
- Airfare and hotel discounts
- Free visit to hospital health-care facilities
- Discounted educational programs
- Sunday evening private International Reception
- Free bus transfers between selected hotels and the Convention Center
- Special brochure of exhibitors delivering products to hotels before returning home
- Pre-sorted badges by delegation to avoid waiting in lines

**November 28–December 3  
New York, NY**

***[gnydm.com](http://gnydm.com)***

**600 Exhibitors (2012)  
54,000+ Attendees (2012)**

## Seminars

The educational programs featuring world-renowned clinicians presenting seminars and hands-on workshops, focused on the latest scientific and technological advances in the world of dentistry. All of the programs award Continuing Education certificates at completion, including a Certificate of Meeting Attendance. The GNYDM continues to offer free programs in Italian, French, Portuguese, Russian, and Spanish to accommodate international attendees; a high-tech, 450-seat arena right on the Exhibition Floor where modern dental procedures are performed on actual patients; and CAD/CAM, Laser, and CBCT Pavilions.

## Industries

Dental equipment, dental technology, dental services, and training.

## Target Buyers

Dental manufacturers, dentists, dealers, clinicians, educators, associations, and government officials.

# POWER-GEN® International 2014



*POWER-GEN International is the industry leader in providing comprehensive coverage of the trends, technologies, and issues facing the power generation sector. Displaying a wide variety of products and services, PGI represents a horizontal look at the industry, including key emphasis on new solutions and innovations for the future.*

## Summary

POWER-GEN® International (PGI) is the electric power generation industry's largest event in the world, attracting more than 22,000 attendees and 1,400 exhibitors from more than 90 countries. Focused on providing the latest updates and information on key generation issues, PGI features a multi-track conference program plus curriculum of pre-conference courses. The world's largest power exhibition is held concurrently with the conference, showcasing thousands of products, technologies, and services.

## Benefits for IBP Attendees

- Complimentary registration to the Exhibition Hall
- Complimentary admission to the Networking Party
- Access to the International Business Center and Lounge
- Airfare and hotel discounts
- 50 percent discount on conference registration fees

## Seminars

The educational and technical seminars will include more than 200 professional speakers in more than 40 conference sessions, providing the latest technology and cutting-edge information for the power industry.

## Industries

Architectural/construction/engineering services, electrical power systems, industrial process controls, pollution control equipment, pumps/valves/compressors, renewable energy equipment, and water resources equipment/services.

## Target Buyers

Electric utilities, independent power producers, industrial facilities, project developers, architect/engineering firms, waste-to-energy plant operators, financial/legal firms, co-generators, self-generators, OEMs, unregulated generation subsidiaries, merchant plants, construction and maintenance contractors, fuel suppliers, power industry consultants, power plant designers, research and development organizations, human resource managers and recruiters, equipment inspection and repair specialists, operation service providers, and IT specialists.

**December 9–11**  
**Orlando, FL**

**[power-gen.com](http://power-gen.com)**

**1,400 Exhibitors (2013)**  
**22,000 Attendees (2013)**

# International Contacts

To learn more about a specific office, please visit [export.gov/locations](https://www.export.gov/locations).

## Algeria

Algiers

## Argentina

Buenos Aires

## Australia

Sydney

## Austria

Vienna

## Belgium

Brussels

## Brazil

Belo Horizonte  
Brasilia  
Recife  
Rio de Janeiro  
São Paulo

## Bulgaria

Sofia

## Canada

Calgary  
Montreal  
Ottawa  
Toronto

## Chile

Santiago

## China

Beijing  
Chengdu  
Guangzhou  
Shanghai  
Shenyang

## Colombia

Bogota

## Costa Rica

San Jose

## Croatia

Zagreb

## Czech Republic

Prague

## Denmark

Copenhagen

## Dominican Republic

Santo Domingo

## Egypt

Cairo

## El Salvador

San Salvador

## European Union

Brussels

## Finland

Helsinki

## France

Paris

## Germany

Berlin  
Dusseldorf  
Frankfurt  
Munich

## Ghana

Accra

## Greece

Athens

## Guatemala

Guatemala City

## Honduras

Tegucigalpa

## Hong Kong

## Hungary

Budapest

## India

Ahmedabad  
Bangalore  
Chennai  
Hyderabad  
Kolkata  
Mumbai  
New Delhi

## Indonesia

Jakarta

## Iraq

Baghdad

## Ireland

Dublin

## Israel

Jerusalem  
Tel Aviv

## Italy

Milan  
Rome

## Japan

Osaka-Kobe  
Tokyo

## Jordan

Amman

## Kazakhstan

Almaty

## Kenya

Nairobi

## Korea (South)

Seoul

## Kuwait

Kuwait City

## Lebanon

Beirut

## Libya

Tripoli

## Malaysia

Kuala Lumpur

## Mexico

Guadalajara  
Mexico City  
Monterrey

## Morocco

Casablanca

## Netherlands

The Hague

## New Zealand

Wellington

## Nigeria

Lagos

## Norway

Oslo

## Pakistan

Islamabad  
Karachi  
Lahore

## Panama

Panama City

## Peru

Lima

## The Philippines

Manila

## Poland

Warsaw

## Portugal

Lisbon

## Qatar

Doha

## Romania

Bucharest

## Russia

Moscow  
St. Petersburg

## Saudi Arabia

Dhahran  
Jeddah  
Riyadh

## Serbia

Belgrade

## Singapore

## Slovak Republic

Bratislava

## South Africa

Cape Town  
Johannesburg

## Spain

Madrid

## Sweden

Stockholm

## Taiwan

Kaohsiung  
Taipei

## Thailand

Bangkok

## Turkey

Ankara  
Istanbul  
Izmir

## Ukraine

Kiev

## United Arab Emirates

Abu Dhabi  
Dubai

## United Kingdom

London

## Uruguay

Montevideo

## Vietnam

Hanoi  
Ho Chi Minh City

# State Department Partner Posts

## **Albania—Tirana**

<http://tirana.usembassy.gov>

## **Angola—Luanda**

<http://angola.usembassy.gov/business.html>

## **Azerbaijan—Baku**

<http://azerbaijan.usembassy.gov/business.html>

## **Bahamas—Nassau**

<http://nassau.usembassy.gov/business.html>

## **Bahrain—Manama**

<http://bahrain.usembassy.gov/tradeandcommerce.html>

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<http://dhaka.usembassy.gov/business.html>

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<http://cotonou.usembassy.gov/business.html>

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<http://sarajevo.usembassy.gov/business.html>

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<http://botswana.usembassy.gov>

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<http://brunei.usembassy.gov/business.html>

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## **Cambodia—Phnom Penh**

<http://cambodia.usembassy.gov/business.html>

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<http://yaounde.usembassy.gov/business.html>

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<http://abidjan.usembassy.gov>

## **Cyprus—Nicosia**

<http://cyprus.usembassy.gov/business.html>

## **Ecuador**

[export.gov/ecuador](http://export.gov/ecuador)

## **Estonia—Tallinn**

<http://estonia.usembassy.gov/business.html>

## **Ethiopia—Addis Ababa**

<http://ethiopia.usembassy.gov/business.html>

## **Fiji—Suva**

<http://suva.usembassy.gov/business.html>

## **Gabon—Libreville**

[http://libreville.usembassy.gov/business\\_assistance.html](http://libreville.usembassy.gov/business_assistance.html)

## **Gambia—Banjul**

<http://banjul.usembassy.gov/news/economic-and-political.html>

## **Georgia—Tbilisi**

<http://georgia.usembassy.gov/business.html>

## **Guinea—Conakry**

<http://conakry.usembassy.gov/business.html>

## **Haiti—Port au Prince**

<http://haiti.usembassy.gov/business.html>

## **Iceland—Reykjavik**

<http://iceland.usembassy.gov/trade.html>

## **Jamaica—Kingston**

<http://kingston.usembassy.gov/business.html>

## **Latvia—Riga**

[http://riga.usembassy.gov/business\\_en.html](http://riga.usembassy.gov/business_en.html)

## **Lesotho—Maseru**

<http://maseru.usembassy.gov/business.html>

## **Liberia—Monrovia**

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## **Lithuania—Vilnius**

<http://vilnius.usembassy.gov/business.html>

## **Macedonia—Skopje**

<http://macedonia.usembassy.gov/business.html>

## **Madagascar—Antananarivo**

<http://www.antenanarivo.usembassy.gov/root/english/business.html>

## **Malawi—Lilongwe**

<http://lilongwe.usembassy.gov/business.html>

## **Mali**

[http://mali.usembassy.gov/economic\\_and\\_commercial\\_section.html](http://mali.usembassy.gov/economic_and_commercial_section.html)

## **Malta—Valletta**

<http://malta.usembassy.gov/business.html>

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## **Mongolia—Ulaanbaatar**

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## **Montenegro—Podgorica**

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<http://oman.usembassy.gov/business.html>

**Paraguay—Asuncion**

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**Rwanda—Kigali**

<http://rwanda.usembassy.gov/business.html>

**Senegal**

<http://dakar.usembassy.gov/commercial-services.html>

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**Sri Lanka & Maldives—Colombo**

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**Tanzania—Dar Es Salaam**

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**Trinidad & Tobago—Port of Spain**

<http://trinidad.usembassy.gov/business.html>

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**Turkmenistan—Ashgabat**

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**Uganda—Kampala**

<http://kampala.usembassy.gov>

**Uzbekistan—Tashkent**

<http://uzbekistan.usembassy.gov/business.html>

**Zambia—Lusaka**

<http://zambia.usembassy.gov/business.html>

# IBP Staff



*"The International Buyer Program has selected 26 of the very best trade shows in key industries to be part of our 2014 schedule. By working closely with each show organizer for more than a year prior to each show, we have crafted events and business matchmaking that will make the most of each international delegate's time at the trade show in order to network with U.S. companies, find the right partners, and jump-start new business opportunities. Get in touch with your local U.S. Department of Commerce office to get started, and don't hesitate to contact the IBP team with any questions. See you at an IBP show soon!"*

Gary Rand  
Director, International Buyer Program  
International Trade Administration

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**For more information, visit [export.gov/ibp](http://export.gov/ibp)**

## **Interested in Meeting U.S. Companies?**

In addition to the International Buyer Program, we connect international firms with U.S. companies displaying their products and services at trade shows and visiting countries on trade missions. Contact your local U.S. Department of Commerce office for more information.

## **Trade Fairs**

By attending foreign trade fairs that have been certified through the Trade Fair Certification program, international firms can meet U.S. companies without having to make a trip to the U.S. The program endorses U.S. pavilions at selected foreign shows, providing international buyers with an ideal location to meet the best U.S. suppliers.

## **Trade Missions**

Trade Specialists organize and recruit delegations of U.S. businesses for overseas trade missions that focus on particular industries or sectors. International firms have the opportunity to meet U.S. firms on these missions who are interested in selling their products internationally and finding partners.

# Notes





**U.S. Department of Commerce**

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Washington, DC 20230

[trade.gov](https://www.trade.gov)