

Maryland Global Express

The Newsletter of the Baltimore US Export Assistance Center

[US Department of Commerce](#)
[US & FCS- Baltimore USEAC](#)

300 W. Pratt Street, Suite 300
Baltimore, MD 21201

Office.BaltimoreUSEAC@mail.doc.gov

Tel: 410-962-4539

Fax: 410-962-4529

MARYLAND GLOBAL EXPRESS

The Newsletter of the
Baltimore US Export Assistance Center
"Your Gateway to the World"

<http://www.buyusa.gov/baltimore>



NOVEMBER 2008 NEWSLETTER

Edited by Doug Friedman

Trade Winds Forum: Eastern Europe Trade Mission and Business Conference in Warsaw, Poland April 20-22, 2009.

In keeping with OIO-Europe and the Mid-Atlantic Network's continued collaboration, the 2009 program will offer a Pan-European Business Conference, client consultations with Senior Commercial Officers and business-to-business matchmaking meetings with prospective partners from Poland and the surrounding markets of the Czech Republic, Slovakia, Hungary and Lithuania.

Following review by the Trade Events Board, we plan to launch recruitment in September so please be on the alert for additional details from our event team.

We are very excited to be working with the Europe SCOs once again and we look forward to building on our past success in Crystal City (2007) and Turkey (2008) with another successful program in Poland in 2009.

International CES 2009, January 8-11, 2009

The 2009 International Consumer Electronics Show (CES) is a focal point for annual US Department of Commerce outreach to the technology industry. As in past years, CES has been designated an International Buyer Program (IBP) trade show, which reflects significant federal resources available to attendees interested in international export markets. This year, more than 20 representatives of the commercial sections of US embassies and consulates around the world will be in attendance. Many will be leading buyer delegations from their respective countries, and all will be available to counsel US

exporters on their home markets.

If you wish to meet with representatives of any of our international offices while at CES, please contact Karl Kailing at karl.kailing@mail.doc.gov to schedule an appointment.

Webinar: China in 2009

China Perspectives on Operations
in 2009 and the Economy
Webinar



China in 2009 Perspectives on Operations and the Economy

Date: Tuesday, December 16, 2008

Time: 10:00 am EST

Duration: 60 minutes

Contact: Jesse Marth (267-292-4522; jmarth@uschina.org)

As this dramatic year comes to an end and unprecedented economic challenges unfold, understanding what 2009 has in store for your China business is a strategic way to spend one hour of your time.

The US-China Business Council (USCBC) and its magazine, the *China Business Review*, invite you to attend a free webinar covering the key issues that could influence your 2009 China business, including perspectives on commercial opportunities, risks, and China's economic outlook.

Join moderator Bob Poole, USCBC's vice president of China operations, and panelists Frank Gong, managing director, JPMorgan Securities (Asia Pacific) Limited, and Jan

Maryland Global Express

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Borgonjon, president, InterChina Consulting, for a comprehensive look at 2009.

In addition to covering the topics below, the panelists will provide ample time for an interactive question-and-answer session. Register today using the link below so that you don't miss insights on

- China's economic outlook
- The effects of the international economic crisis on China
- Cost fluctuations
- Human resources and labor
- Intellectual property
- Consumption in China

Public Security Innovation Conference 2008 – World Forum, The Hague, Netherlands, December 10, 2008

After the very successful Mainport Security Conference in Rotterdam in 2007, the U.S. Commercial Service in The Hague and Taskforce Europe have the pleasure to organize a Public Security Innovation Conference in The Hague on December 10, 2008. The conference is geared towards European and Dutch officials responsible for public safety, infrastructure security, anti terrorism, industrial sites and public buildings. It focuses on trends and innovations in the field of security, and showcases today's hot topics in the market of security related products and services. Leading U.S. companies will show their latest technologies; industry experts and representatives of the U.S. Department of Homeland Security and U.S. Coast Guard will brief the audience on the latest developments. Dutch officials will highlight opportunities for innovation and technology, and how to spend their resources. U.S. companies interested in playing a role in this arena have the opportunity to present their company and products/ services for an audience of opinion leaders, decision makers and executives of the Dutch security sector. For further information please contact Mr. Bram Groen, U.S. Commercial Service in Hague E-mail: bram.groen@mail.doc.gov.

India Medical Fair

27 – 29 March, 2009



Venue: Pragati Maidan

New Delhi

Why be in the U.S. Pavilion? We make it easy!

- *Built-up space in the pavilion
- *Promotion
- *Directory
- *Industry and Embassy Briefing
- *Networking Event

Cost: \$3,200 (for min 9m²)

Make the most of your time in India by requesting pre-screened one-on-one meetings with Indian agents, distributors, and end users for an additional \$600.

ABOUT THE EXHIBITION:

Exhibitor profile:

Medical Equipment, Hospital Supplies, Surgical Items, Medical Disposables, Rehabilitation Aids, Diagnostics, Hospital Furniture, Radiology & Imaging Equipment, Physiotherapy Equipment, Critical care/Emergency Equipment, Disinfections & Waste Management Systems, Medical Software, Medical Publications

Visitors Profile:

Medical Professionals/Doctors, Surgeons, Para-medical Professionals, Hospital Administrators, Pathologists, Radiologists, Physiotherapists, Distributors/Traders, Importers, Senior professionals from both Govt. and private hospitals

Indian Healthcare Industry Trends

Indian healthcare industry is experiencing a rapid transformation. Healthcare is expected to be one of India's largest industries in the near term with present growth rates of around 13 percent per year.

Maryland Global Express

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The Industry is estimated at US \$ 35 billion and is expected to reach over \$75 billion by 2012.

Reasons for demand for quality healthcare:

-Population of 1 billion people, growing at a rate of 1.6 percent per year,

-Growth in affluence of over middle-income consumers

-Changed demographic profile

-Rise of lifestyle-related diseases,

-Increased coverage by Medical Insurance

-Growing Medical Tourism

Additionally:

-Medical infrastructure is far from adequate as demand surpasses availability. To meet growing demand, 1 million beds will have to be added by 2012. It requires a total investment of \$77.9 billion.

-The medical infrastructure market is expected to grow at 14.5 percent.

-New and up-graded hospitals are being planned by the government and private sector.

-Greater demand for medical equipment. The medical equipment segment is estimated over \$2.3 billion, is expected to reach \$5 billion by 2012. Imports account for over 65 percent of the entire medical equipment market.

-Government is in the process of establishing regulations for medical devices. Currently, few devices are regulated.

-Medical tourism is one of the major external drivers of growth of the Indian healthcare sector. It leverages high quality educated, English-speaking staff, state-of-the-art private hospitals and diagnostic facilities, and relatively low cost. Indian medical tourism was estimated at \$350 million 2006 and has the potential to grow into a \$2 billion industry by 2012.

Contact:

Srimoti Mukherji

Senior Commercial Specialist,
New Delhi

srimoti.mukherji@mail.doc.gov

Phone: +91 11 2347 2226

Jetta DeNend

International Trade
Specialist, New York

jetta.denend@mail.doc.gov

212-809-2644

Interoperable Communications Seminar – Ottawa, Canada, January 15 - 16, 2009

In the post 9/11 environment, Canadian officials recognize that it is imperative to ensure that all communications between first-responder agencies and other public safety providers are interoperable not just within Canada but between Canada and its closest neighbor and ally, the United States. Therefore, the Government of Canada (GOC), as well as, Canadian Government bodies at the provincial and municipal levels are seeking to significantly upgrade their emergency communications capabilities. For further information, contact Ms. Tracy Ford of the U.S. Commercial Service in Ottawa at 613-688-5406 email: Tracey.Ford@mail.doc.gov.

NEW MARKET RESEARCH:

A short sampling follows - for more info on these & other free reports go to <http://www.export.gov/mrktresearch/index.asp> directly.

Argentina - Aviation and Parts

Australia - Aircraft and Parts

Brazil - Brazilian Navy implements Ocean Surveillance Projects

Brazil - Tranquedo Neves International Airport - Industrial Airport

Canada - Aircraft Parts

Canada - Interoperable Communications Seminar

Chile - Computer / Software Industry

Colombia - Safety and Security Industry

Germany - IT-Security Software

Greece - Defense Procurement

Italy - ICT Trends

Mexico - Digital Media in Mexico

Mexico - Regulation Updates in the Telecom Sector 2008

Poland - Defense Market in Poland

Poland - E-Government

Switzerland - Internet Security

Venezuela - CCTV Systems and Fire Detection Systems

Venezuela – Wireless Telecommunication Sector

Brazil - Anatel Modifies Fixed-Line Operators' Universal Access Obligations

Brazil - Federal Development Bank Approves US\$146mn to Fund Telecom Carrier

Brazil - Communications Ministry to Invest US\$17mn in Wireless Internet Solutions

Australia - IT Security Market

Canada - Ontario's ICT market

Canada - Opportunities in Ontario's IT Corridor

Canada - US-Canada ICT Partnering Seminar

Maryland Global Express

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China - Internet Development
Czech Republic - Electronic Industry
Egypt - Tender for 2nd Fixed Line License Postponed
Germany - Micro- and Nanomanufacturing Market Update
Hong Kong - Telecommunications & Broadcasting
Indonesia - Cellular Services
Italy - ICT Security
Kenya - Wireless Industry
Malaysia - Broadband
Mexico - Fixed, Mobile and VoIP Telecommunications
Mexico - Sending Samples To Mexico
Netherlands - Healthcare IT
Russia - Roadmap for Importing Encrypted Products
Singapore - Government IT Procurement 2008
Singapore - Broadband Market
Singapore - Government-wide Standard ICT Operating Environment
South Korea - Resource Recycling Policy for Electronic Products
Taiwan - Worldwide Interoperability for Microwave Access (WiMAX)
Thailand - Electronic Industry
Turkey - Digital Broadcast Market
West Bank - The Palestinian Information & Communications Technologies Sector

Selected U.S. Commercial Service 2008 Trade Events

Energy

Contact: Kenneth Duckworth



POWER-GEN INTERNATIONAL

*Orlando, Florida
December 2-4, 2008*

POWER-GEN International is the world's largest power generation event and has been chosen by the U.S. Department of Commerce to participate in the International Buyer Program. More than 17,000 attendees from 75 countries will participate. This year's event will feature 200 speakers on business and technical issues pertaining to the energy, environmental and technology industries and sectors. POWER-GEN will also offer in-depth pre-conference technical courses and opportunities for new product and services launches.

For more information contact:

Sarah Syverson, Event Manager
POWER-GEN International
1421 S. Sheridan

Tulsa, OK 74112 USA

Tel: 918-832-9343
Fax: 918-831-9729
Email: pgievent@penwell.com

Aerospace

Contact: Kenneth Duckworth
Kenneth.Duckworth@mail.doc.gov

Environment

Contact: Louisa Chiang
Louisa.Chiang@mail.doc.gov

For more Environmental Technology events visit
<http://www.buyusa.gov/environmental/upcomingevents.html>.

Medical

Contact: Jeanne Townsend

Check out the Healthcare website:
www.buyusa.gov/healthcare

Contact:

Jeanne Townsend
Senior International Trade Specialist
(410) 962-4518
Jeanne.Townsend@mail.doc.gov

Safety/Security

Contact: Louisa Chiang
Louisa.Chiang@mail.doc.gov

Travel and Tourism

Contact: Jolanta Coffey

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Bill Burwell

Director

Services

Financial Services

General Manufacturing

Jolanta Coffey

International Trade Specialist

Travel and Tourism

Environmental Technology

Energy

Jeanne Townsend

Senior International Trade Specialist

Healthcare Technologies

Biotechnology

Financial Services

Louisa Chiang

Commercial Officer

Information Technology

Telecommunications

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