



U.S. – UK COMMERCIAL NEWS

Autumn 2006
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The U.S. Commercial Service (USCS), based in the U.S. Embassy in London, is pleased to provide you with the Autumn 2006 Edition of our U.S.-UK Commercial News. A global business development arm of the U.S. Department of Commerce, the USCS in London is staffed by Commercial Specialists (CS) who counsel U.S. exporters, provide a wide range of business facilitation services and maintain close contact with UK trade associations and businesses in their respective industry sectors. For a complete listing of USCS services and personnel in the UK please visit <http://www.buyusa.gov/uk/en/541.doc>

U.S. Commercial Service attends World Travel Market 2006

The U.S. Commercial Service (USCS) was out in force at World Travel Market (WTM) 2006, which took place at London's Excel Exhibition Centre on November 6-9, 2006. In addition to hosting a Product Literature Center featuring eighteen U.S. travel suppliers and a busy U.S. Business Information Centre, the USCS coordinated U.S. Ambassador Robert H. Tuttle's visit to WTM 2006. Ambassador Tuttle joined Roger Dow, President of the Travel Industry Association of America (TIA), and Peter Moss, Chairman of the Visit USA Association UK (VUSA), for a ribbon cutting ceremony to mark the official opening of the Discover America Pavilion before visiting with U.S. exhibitors ranging from New England to New Mexico and from Florida to Hawaii. WTM 2006 attracted over 5,000 exhibitors from over 200 nations, including 150 exhibitors from the United States, making this the leading travel industry show in the United Kingdom. In addition to meeting with their business clients, U.S. exhibitors also had an opportunity to meet with our USCS colleagues from nine other U.S. Embassies in Europe, visiting WTM 2006 as members of our Showcase Europe Travel and Tourism Team, which promotes and supports the U.S. travel industry throughout the EU. **For a copy of our PLC brochure featuring the U.S. companies at WTM 2006 or a Visit USA's Travel Planner 2007, contact Stewart.Gough@mail.doc.gov**



U.S. Ambassador Robert H. Tuttle visits USCS in the Discover America Pavilion at World Travel Market 2006

Ambassador Tuttle Hosts Business Round Table Meetings

The U.S. Commercial Service (USCS) organized two very successful round table meetings involving senior U.S. business executives in the UK. The Energy Sector Roundtable Meeting on November 9, 2006 was one in a long series of industry sector meetings organized with the Ambassador and other U.S. Embassy London representatives to exchange information and views on current business issues affecting trade and investment in the UK. The Energy Roundtable was organized in cooperation with BritishAmerican Business and its Energy Forum to discuss energy security and renewable sources of energy. On November 14, the business round table discussion shifted to innovation and investment in the pharmaceutical industry and involved the U.S. Deputy Secretary of Health and Human Services, senior representatives of UK healthcare sector, members of the American Pharmaceutical Group (APG), which represents U.S. pharmaceutical companies operating in the UK and U.S. Embassy representatives. In both cases, these business roundtable meetings served to open new channels of communications between public and private stakeholders in two key transatlantic industry sectors.

GULF OPPORTUNITY ZONE (GO-ZONE): INVESTMENTS & INCENTIVES

Exciting investment opportunities exist for UK companies in the U.S. Gulf Coast area. President Bush and the U.S. Congress have committed more than \$110 billion in resources toward the post Katrina and Rita hurricanes rebuilding effort and have created the Gulf Opportunity Zone (GO-Zone) with tax incentives for businesses and entrepreneurs that invest in Louisiana, Mississippi and Alabama. The Gulf Coast is home to many of America's premier ports, which makes it a vital transportation hub into our nation's heartland and outward to over 190 countries. Facilities in the Gulf Coast provide approximately 28 percent of U.S. crude oil production and approximately 15 percent of U.S. national refining capacity. Additionally, the region's climate, history, arts and cuisine make it a world-class travel destination. Contact the USCS for more information on how to pursue excellent business opportunities in the GO-Zone.

★ *Searching for Partners in the UK*

The U.S. Commercial Service, with a network of more than 100 U.S. Export Assistance Centers throughout the United States, is in daily contact with small and medium sized companies in all industry sectors **seeking agents, distributors, and new business partners in the United Kingdom and Europe**. Our role is to help these companies achieve their trade development goals through introductions to qualified and interested potential business partners that want to develop long-term mutually beneficial relationships. Listed below are just a few of our current clients. For more information on any of the products, services or companies listed below, simply contact our designated Commercial Specialist at the U.S. Embassy in London for a quick and helpful response.



Building Products

Contact: Cheryl.Withers@mail.doc.gov

Trans-Pac Building Products is a manufacturer of high quality entry doors. The company primarily produces rustic doors from American alder, a species with beautiful grain patterns that machines and stains exceptionally well. Trans-Pac also specializes in custom doors, which are manufactured from a variety of species including oak, mahogany, hemlock and fir. The company is able to produce doors from drawings and specifications provided by its customers. **Trans-Pac is searching for a UK distributor.**

Crane Composites, Inc. is the world's largest producer of fiber-reinforced wall and ceiling panels. Its GRP panels are used for applications that require durability and cleanliness as they are resistant to scratches, abrasions, staining and damage due to harsh chemicals. Frequent users of the product include health care facilities, restaurants and food processing facilities. **Crane Composites, Inc. is searching for major contractors to supply and fit its range of products and accessories within the Greater London area.**

Healthcare

Contact: Tatiana.Russo@mail.doc.gov

Erchonia Medical, Inc., is a privately held, family owned and operated bio-medical manufacturing and direct sales organisation. The company designs and holds numerous patents, in the U.S. and abroad, on Low Level Laser devices, for use in all branches of the health care industry. The ERCHONIA™ laser became the first low-level laser in the world to get FDA market clearance for the treatment of chronic neck and shoulder pain. ERCHONIA™ are also very effective for use for cosmetic applications such as an adjunct modality in liposuction surgery and acne treatment. ERCHONIA™ lasers bear a CE Mark and have 100,000 frequencies with 1/100 hertz capability in direct correlation to Royal Rife frequencies and have the unique capacity to fire eight frequencies per treatment. **The company seeks distributors in the UK.**

Belmont Instrument Corporation, founded in 1980, has developed some of the most sophisticated and reliable devices in cardiac assist and fluid management. Currently, Belmont manufactures two products: the Belmont FMS 2000, for safe and effective massive blood transfusion, and the Belmont Buddy™ blood and fluid warmer for in-line warming of blood and transfused fluids during routine surgery. **The company wishes to identify potential UK distributors for its cardiac assist and fluid management devices. George Herzlinger, Belmont's President, will be visiting the UK on December 12-13 and would like to meet with potential distributors.**

Safety and Security Products

Contact: Lisa.Cogan@mail.doc.gov

High Impact Security Solutions (HISS), LLC of Washington is a leading manufacturer and distributor of safety and security products. **The company is looking for partners/distributors for its range of products, as follows:**

Mobile Surveillance Towers – Unmanned and manned surveillance and deterrence towers.

Blast Resistant Curtains – Upon breakage of the window due to a blast, the curtain billows out and catches glass fragments.

Blast Resistant Buildings – Structurally superior buildings designed to combat hazards such as fire, blast, fragmentation, forced entry, ballistic attack, and hazardous atmospheric release.

Anti-Terrorism Barriers – This perimeter security system is designed to protect critical infrastructure from terrorist attacks involving the use of explosives and/or speeding vehicles.

Fuel Tank Ballistic Protection – TankSkin, which performs on most types of fuel containers, senses a puncture and immediately seals the damage. Applications include, automobile, truck, marine or aircraft fuel tanks, trailers and pipelines.

Scientific/Laboratory Equipment

Contact: Tatiana.Russo@mail.doc.gov

Capacitec manufactures non-contact capacitive displacement, gap and hole sensors and systems. The company differentiates itself from other suppliers by concentrating exclusively on non-contact capacitive measurement technology and offering sensors that handle extreme environments (1000oC) and have the best-in-industry small sensor size versus wide measurement range. Capacitec non-contact displacement probes are noted for their large linear range versus the small outside diameter of the probe package. **The company is seeking potential UK sales representatives for its non-contact capacitive sensors. Bryan Manning, Capacitec's Commercial Director, will be visiting the UK on January 23-24, 2007 and would like to meet with potential sales representatives.**

Real Estate

Contact: Cheryl.Withers@mail.doc.gov

NEO Holdings of Florida is a licensed real estate developer based in Miami, Florida. It is a leader in the market with nearly 2,000 residences either built or under development. The company's current project is CIMA, a 52-Story, 507 waterfront unit located on the Miami River. Designed by world-renowned architect Luis Revuelta, and located in Downtown Miami's only gated enclave, CIMAs features include panoramic views of Downtown Miami and Miami Beach. Prices for residential units will range from approximately £175,000 to £500,000. **NEO is seeking a select group of real estate partners to assist in the promotion of CIMA to potential buyers.**

Information and Communications Technology

Contact: Scott.Hodgins@mail.doc.gov

Reldata is a leading provider of innovative Internet Protocol (IP) storage gateway appliances, enabling easy implementation of world-class, cost-efficient IP storage network solutions for storage consolidation and data replication in enterprises. The comprehensive, innovative features of Reldata 2000 and its leading price/performance ratio generally lead to a dramatic reduction of the "Total Cost of Ownership" (TCO) of planned or existing enterprise storage infrastructures. Reldata 2000 delivers the advantages of traditional, complex and more expensive Fibre Channel SANs to workgroups, departments, small and medium-sized businesses as well as regional or international offices. **Reldata seeks resellers for their products in the UK.**

KEMP Technologies is a server load balancing and SSL acceleration industry leader. KEMP Technologies provides intelligent, high-performance, yet affordable server load balancing and SSL Acceleration appliances. The company provides an Internet traffic management solution, which combines efficiency and affordability. KEMP Technologies offers a full suite of cost-effective load

balancers to meet your web and application traffic needs. Load balancers start from \$2,490! **Kemp Technologies is looking for a distributor that can resell and support their technologies in the UK or Ireland.**

Reaction Design develops CHEMKIN, a powerful set of software tools for solving complex chemical kinetics problems. CHEMKIN's focus is on reactor and combustor design and improvement. CHEMKIN allows users to predict the chemical conditions of their systems based on variable reactor parameters, inlet gas, and catalyst compositions when applicable. CHEMKIN consists of gas and surface-phase chemical kinetic solvers, and a variety of reactor models that can be used to represent different modeling systems. The KINetics Module is based on CHEMKIN technology, and allows incorporation of detailed gas-phase and surface chemistry into multidimensional, computational fluid dynamics (CFD) software using stiff-chemistry solution methods for both transient and steady state problems. KINetics allows CHEMKIN users to analyse chemically reacting systems to include full 3-dimensional CFD in geometrically complex systems. **Reaction Design seeks distributors and resellers in the UK.**

Jagged Peak Technologies' flagship application is EDGE (Enterprise Dynamic Global Engine), aptly named because it literally sits at the edge of your enterprise in the Internet cloud. EDGE is a Web-based application that allows you to immediately expand the efficiency and range of your business-to-business, business-to-internal and business-to-customer transactions in a self-service, on-demand environment. It does this by transcending organizational boundaries, uniting software, hardware and broadband connectivity through a distributed architecture with an open and flexible interface to multiple and varied data sources and destinations. It also provides and/or supports:

- Core application platform, including business process components to execute and manage orders and transactions
- Presentation layer (Web/portal content and catalogue)
- Roles-based personalization and interaction
- Collaborative business processes
- Communications and interactions with third-party platforms

Jagged Peak is currently seeking Systems Integrators/Resellers and customers for their application in the UK market.

Vadium revolutionizes the way enterprises and organizations encrypt data. Vadium is a software and services company leading a fundamental advance in the way digital data is encrypted and secured. Its groundbreaking One-Time Pad (OTP) encryption system, available as an Desktop or Mobile software application, instantly make any and all digital data encrypted and unbreakable, tamper proof, and available for transmission online, by direct transfer, Fax, FTP, TCP/IP, or Morse Code. The AlphaCipher Desktop and Mobile Products, are the first light client, mass-market applications enabling companies and individuals to quickly, easily, and cost-effectively deploy unbreakable, OTP encryption to any and all digital data. Vadium's patent-pending solutions are completely scalable and manageable across the enterprise and IT environments. They radically improve the ability to provide data security, bringing users a true One-Time Pad cipher, and decreasing the number of steps or clicks needed to encrypt data. **The company is seeking partners in the UK.**

Water/Wastewater Industry

Contact: Sara.Jones@mail.doc.gov

U.S.F. Fabrication, Inc. is a leading U.S. manufacturer of horizontal access doors and accessories used in infrastructure, utility and commercial construction. Features of the access doors include high load capacity, security, fall through prevention, fire resistance, odor control and watertightness, and the products are designed for ease of operation and corrosion resistance. **U.S.F. Fabrication is looking for distributors/representatives in the U.K. Representatives from the company will be visiting the UK on January 15, 2007.**

Business Opportunities with the EBRD

Sanford Owens, Senior Commercial Officer,
Gurjit Bassi, Commercial Specialist

US Commercial Service/Advocacy Center Liaison to the
European Bank for Reconstruction & Development

What exactly is the EBRD?

The European Bank for Reconstruction and Development was set up in 1991 to foster the transition of centrally planned economies to market economies in 28 former communist countries in central, eastern and south eastern Europe and the Commonwealth of Independent States. The EBRD is the largest single investor in the region and mobilizes significant foreign direct investment beyond its own financing. Since its foundation the Bank has invested more than €31 billion (\$40 billion). The EBRD is owned by 60 countries and two intergovernmental institutions with the U.S. as its largest single shareholder (10%). The mandate of the EBRD stipulates that it must only work in countries that are committed to democratic principles. Respect for the environment is part of the strong corporate governance attached to all EBRD investments.

What is the role of the U.S. Commercial Service Liaison Office at the EBRD?

The U.S. Commercial Service Liaison Office at the EBRD is an integral part of the U.S. Government presence at the Bank. The Senior Commercial Officer's function is similar to that of a Commercial Attaché at a U.S. Embassy abroad. The mandate of the office is to help U.S. companies engage with the EBRD, and one of the most important ways we reach out to U.S. companies is by working through partners. You can learn more about AC-EBRD Liaison Office by checking our website www.buyusa.gov/ebrd.

How can we get in touch with the EBRD and with whom?

Sanford Owens, Senior Commercial Officer, joined the EBRD Liaison office in late August 2006. He recently travelled to Tbilisi, Georgia and Baku, Azerbaijan to represent the EBRD and meet U.S. companies doing business in the region. Outreach efforts will take our Liaison office EBRD to many of EBRD's countries of operation and to the United States to foster U.S. involvement and participation in EBRD projects and other opportunities. Please feel free to contact EBRD with your questions; Sanford Owens, Senior Commercial Officer can be reached at: Sanford.Owens@mail.doc.gov and Gurjit Bassi, Commercial Specialist at Gurjit.Bassi@mail.doc.gov, Tel: +44 20 7588 8490, Web: www.buyusa.gov/ebrd

DISCOVER A NEW WORLD OF FRANCHISE OPPORTUNITIES FROM THE U.S.

With a network of over 100 offices in the United States, the U.S. Commercial Service in London works with American companies in all sectors looking to develop lucrative business partnerships in the UK.

U.S. franchisors offer hundreds of successful business models ready for expansion in Europe.

Take advantage of our Franchise Services:

- Partner Search
- Matchmaking Programs
- Business Counseling
- Trade Events

For additional information and to arrange an introductory meeting, please contact:

**Marcella Marcheso
U.S. Commercial Service
American Embassy London
24 Grosvenor Square
London W1A 1AE**

**Email: Marcella.Marcheso@mail.doc.gov
Tel: +44 20 7894 0433**

OPPORTUNITY & BUSINESS SUCCESS AWAITS YOU!

★ *Forthcoming Events!!!*



The Definitive Event for Border & Transport Security December 5-6, 2006

On December 5-6, 2006, the **Airport, Port and Transport Security (APTS)** Show in London, UK will provide U.S. companies and organizations with a major opportunity to explore the UK and European markets for security technologies. APTS has established itself as the definitive event for border and transport security. This year APTS will be co-located with the following related tradeshow:

Event & Venue Security – dedicated to the public venue and live event security market

Infrastructure Security – dealing with the security of vulnerable infrastructure

Counter Terror World – focused on strengthening state security and combating international terrorism.

The U.S. Commercial Service's Product Literature Center (PLC) will be showcasing brochures for the following U.S. companies. Please visit us on **Stand A31** at **National Hall, Olympia** to learn more information.

Custom Glass Corporation specializes in meeting all custom fabricated glass needs. Custom Glass specializes in the fabrication of: Bent Glass, Bulletproof Glass, Hurricane Glass, Transportation Glass, Security Glass, Safety Glass, Bullet Resistant Glass, Silk Screened Glass and other forms of custom fabricated glass. The bulletproof glass has a full range of ballistic protection, from handguns to high-powered rifles. www.customglass.com

Kuchera Defense Systems is the first choice in High Tech Manufacturing Services, offering prototyping and high volume production. The facility features technology for high-speed surface mount assemblies, wire harnesses and cables, sub/assemblies, repair, and retrofit and deployment cycle of the high tech manufacturing industry. Kuchera is focusing on thrust areas including Dual-Use Homeland Protection and Security Applications. www.kuchera.com

Overly Door Company is a custom specialty door and window manufacturer, who also specializes in custom barrier systems. They manufacture standard or custom acoustical, blast, bullet and fire resistant, radiation shielding, or GSA vault doors. Overly offers a range of pre-engineered models and can custom design for your specific needs. www.overly.com

KDH Technologies, LLC has 20 years of military defense experience in providing customized security solutions, to governmental agencies, the military and industry. KDH has been designing and developing personal protective gear, including body armor, for the US Military for three years. Working with the US Navy, Marines, and Army, KDH has focused on providing the best mission-specific armor available. www.kdhtech.net

NABCO, Inc. is the world leader in the design, development and manufacture of NABCO in explosive containment systems. For over 20 years, bomb squads, police departments, airports and military units around the world have relied on NABCO solutions. NABCO products are divided into three product lines: Total Containment Vessels; Suspect Luggage Containment Vessels; Explosives Storage Vessels. www.nabcoinc.com

QTL Biodetection develops and markets instrumentation and bioassays that deliver superior sensitivity, specificity, and speed in simple-to-use formats with low total cost of detection for first responders, medical triage personnel, and military users. Products are available for the detection of viruses, toxins, bacteria, proteins, hormones, nucleic acids, and other biological compounds. www.qtlbio.com

For further information on our PLC or on any of the U.S. companies featured above, please contact Lisa Cogan on +44 20 7894 0472 or email Lisa.Cogan@mail.doc.gov

Attend Major U.S. Trade Shows and Exhibitions!

The U.S. Commercial Service's **International Buyer Program (IBP)** is designed not only to take the hassle out of visiting major trade shows in the U.S., but also to help maximize your trade potential. Each year we select a number of key, sector-specific exhibitions that we will support. Benefits to UK companies wishing to attend a show include tailored travel itineraries at very affordable prices, matchmaking services at the show, access to show business lounges and invitations to networking events. Please review our current list of IBP Events and let us know if you would like further information.

INTERNATIONAL CONSUMER ELECTRONICS SHOW (CES)

**January 8-11, 2007 – Las Vegas Convention Center & Sands Expo Convention Center,
Las Vegas, Nevada,
Contact: Scott.Hodgins@mail.doc.gov**

International CES is the world's largest annual trade show for the broad-based consumer electronics technology market, from mobile electronics, audio and video, home networking information and wireless technology to high-end audio and satellite systems. It is the premier event bringing together consumer electronics 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.

The U.S. Commercial Service in London is organizing a delegation to this show, the most important consumer electronics event of the year. Last year we helped over 120 visitors to attend and meet with key suppliers of the latest technologies. We have partnered with the show organizers and Exposé Travel www.exposetravel.com to provide discounted airfares and accommodation for UK companies wishing to visit CES. In addition our delegates will have full access to the international business lounge at the LVCC and will be invited to the international business reception and networking event. We can also help you to network with suppliers - if you are looking for particular technologies at the show we can assist in organizing meetings.

For more information please contact Scott Hodgins at the U.S. Commercial Service or Paul Vasdev, Managing Director of Exposé Travel at 01883 342006 or email paul@exposetravel.com

WORLD OF CONCRETE

**January 22-26, 2007 – Las Vegas Convention Center, Las Vegas, Nevada
Contact: Cheryl.Withers@mail.doc.gov**

The world of concrete, incorporating world of masonry and technology for construction, is the largest annual international tradeshow for the commercial construction industry with more than 80,000 registrants. More than 1,700 exhibiting companies participate, providing the latest products, technology and equipment displayed in more than 700,000 net square feet of exhibit space.

PGA MERCHANDISE SHOW 2007

**January 25-28, 2007 – Orange County Convention Center, Orlando, Florida
Contact: Sara.Jones@mail.doc.gov**

The PGA Merchandise Show is the most meaningful rallying point of the year for golf and the world's doorway to the game's future. It is the largest gathering of PGA professionals and industry leaders, who come together to form a dynamic community to network and test the newest products, programs and ideas to build business and passion for the game.

INTERNATIONAL BUILDERS SHOW 2007

**February 7-10, 2007 – Orange County Convention Center, Orlando, Florida
Contact: Cheryl.Withers@mail.doc.gov**

The International Builders' Show is the largest annual light construction building industry trade show in the world and also includes the largest number of construction related meetings, seminars and workshops. There are more than 1,600 individual manufacturers and suppliers who exhibit at the show. Delegations from the International Buyers Program receive a reduced full registration fee of US \$375. This fee will include access to more than 200 education sessions. As a special bonus, NAHB International Membership is also included with purchase of a full registration, a \$500 value! A 4-day Exposition-Only fee is US\$150 and a 2-day Exposition-Only fee is also available at US\$150 (Friday and Saturday only). Housing tours are available for a nominal fee.

SATELLITE 2007

February 19-22, 2007 – Washington Convention Center, Washington D.C.

Contact: Jestyn.Cooper@mail.doc.gov

Satellite 2007 is the industry's largest, most comprehensive gathering of innovations, technologies and professionals offering everyone invaluable business solutions and mission-critical options to specific operational requirements. The event is produced by Via Satellite magazine, an Access Intelligence publication. During the show, participants develop long-term business contacts, sign contracts, demonstrate products and share market place intelligence with industry leaders.

GRAPHICS OF THE AMERICAS/XPLOR 2007

March 2-4, 2007 – Miami Beach Convention Center, Miami, Florida

Contact: Scott.Hodgins@mail.doc.gov

The 32nd annual Graphics of the Americas exposition (GOA) brings together over 23,000 graphic communications professionals from more than 70 countries. Whether your company focuses on pre-press, variable data, creative, design, signs & banners, post press, packaging and/or mailing markets, purchases these services, or provides these services and is looking to upgrade or replace its current machinery, GOA will provide you with the opportunity to buy products and services, view the latest technology and learn about today's leading industry trends, all while networking with over 23,000 possible prospects from around the world.

INTERNATIONAL HOME & HOUSEWARES SHOW 2007

March 11-13, 2007 – Chicago, Illinois

Contact: Sara.Jones@mail.doc.gov

The International Home & Housewares Show is the world's largest "home and housewares" marketplace, where 1,800 exhibiting companies have the opportunity to showcase thousands of new products and designs to more than 60,000 attendees. The show will include the Gourmet Home and Food District featuring products from gourmet food industry and Patio Park featuring products focusing on outdoor living. Other categories include Dine and Design featuring the finest products for cooking and entertaining, Clean and Contain featuring tools for cleaning and home organization and Wired & Well featuring electrical and home healthcare products.

TELECOMNEXT 2007

March 19-23, 2007 – Mandalay Bay Convention Center, Las Vegas, Nevada

Contact: Scott.Hodgins@mail.doc.gov

The US Telecom Association is the nation's oldest and most influential trade association of its kind. For more than a century, USTelecom has represented the interests of service providers in the dynamic telecommunications industry. TelecomNEXT is the first trade show that fully addresses today's integrated communications marketplace. From IMS to IPTV to VoIP to WiMAX, TelecomNEXT is the only show that presents a complete reflection of today and tomorrow's business landscape in the telecommunications industry.

CTIA WIRELESS 2007

March 27-29, 2007 – Orange County Convention Center, Orlando, Florida

Contact: Scott.Hodgins@mail.doc.gov

The CTIA Wireless Show represents the fastest growing, most dynamic segments of the wireless, mobile computing and Internet industries. Registration will be complimentary for international attendees. The conference programming explores all areas of the wireless industry including: global/emerging markets, manufacturing, technology standards, marketing, competition, distribution, financing, etc. There will also be special international educational sessions that address global telecom issues.

OFFSHORE TECHNOLOGY CONFERENCE OTC 2007

April 30-May 3, 2007 – Reliant Center, Texas, Houston

Contact: Andrew.Williams@mail.doc.gov

OTC is the world's largest exposition and conference for the oil industry. Business decision-makers come to OTC to learn how technology, best practices, and emerging trends are impacting the current landscape of the offshore oil and gas industry. Just as importantly, they come to OTC to develop new business relationships and enhance existing ones.

Highlights

Ambassador Tuttle and the U.S. Commercial Service (USCS) London Welcome the Virginia African-American Trade Mission to the UK



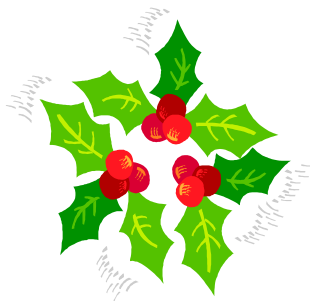
U.S. Ambassador Robert H. Tuttle (center) with participants of the Virginia African American Trade Mission to the UK.

The Virginia African American Trade Mission to the UK visited London from September 17-22, 2006. This pioneering mission included representatives from the marketing communications, public affairs, real estate, and business brokerage industries and received official support from President Bush, Senator Allen, and Governor Kaine. The mission participated in the USCS London/BritishAmerican Business, Inc. co-hosted a business development reception in the Embassy on September 20. In addition to these events, the group had successful meetings with UK Trade and Investment, Department of Trade and Industry, London Development Authority, Southeast England Economic Development Agency, Brixton Business Forum, and the Gravesham Borough Council.

U.S. Commercial Service (USCS) London Supports the Launch of BritishAmerican Business Council (BABC) South West

On October 2-3, 2006, USCS London Commercial Attaché William Thorn and Commercial Assistant Cheryl Withers undertook an outreach mission to Bristol and the South West of England where the newly organized BABC of this region invited them to participate in its official launch. Thorn was the featured speaker at the event which attracted over 75 business leaders, local officials and economic development agency representatives. The outreach program helped to establish contacts in the South West England business community, as USCS London partners with BABC chapters to strengthen U.S.-UK commercial ties.

If you interested in scheduling an outreach program with the U.S. Commercial Service, please let us know through London.Office.Box@mail.doc.gov



The U.S. Commercial Service in London Extends Season Greetings To All Of Our Readers.

Please note that the U.S. Embassy in London will be closed on the following dates:

- *Monday, December 25, 2006 in observance of Christmas Day
- *Tuesday, December 26, 2006 in observance of Boxing Day
- *Monday, January 1, 2007 in observance of New Years Day

Contact Information: U.S. Commercial Service, American Embassy, 24 Grosvenor Square, London W1A 1AE. Tel: +44 20 7894 0419, Fax:+44 20 7894 0020, E-Mail: London.Office.Box@mail.doc.gov