U.S. COMMERCIAL SERVICE
United States of America
Department of Commerce

International Buyer Program

Trade Show Schedule

January 1, 2011 through December 31, 2011

U.S. Commercial Service

International Buyer Program Trade Show Schedule

January 1, 2011 through December 31, 2011

Growing up in India, I developed an appreciation for U.S. brands—everything from soft drinks and clothing to cars and entertainment. Quite simply, I always found the quality and innovation of U.S. products and services to be unmatched. And, after spending over thirty years in international business, my admiration of U.S. products and services—and the companies that provide them—has only grown. You can count on U.S. companies to deliver the highest levels of customer satisfaction and after-sales service.

Often times, one of the biggest challenges for any global company—large or small—is finding the right supplier. That's where the U.S. Commercial Service comes in. Our global network of trade professionals will help you locate U.S. products, services, and business partners; meet suppliers and partners face-to-face; and participate in trade shows that feature thousands of U.S. companies.

In addition, we encourage you to take advantage of the U.S. Commercial Service's International Buyer Program (IBP), which brings delegations of buyers to the United States for business-to-business matchmaking with U.S. firms at major industry trade shows. Last year, the IBP brought thousands of international buyers to the United States, resulting in nearly a billion dollars in new business. (For a list of 2011 shows, read this book or visit ***export.gov/ibp***.) In the coming year, 40 trade shows in the United States will participate in the IBP.

Whether you are looking to import for the first time from the United States or find additional U.S. suppliers, the U.S. Commercial Service will provide you with the expertise you need to connect with lucrative opportunities. If you would like to participate in an IBP delegation or meet with a U.S. company in your own country, give us a call. To get started, just visit ***buyusa.gov*** to find our office in your nearest U.S. Embassy or Consulate.

We look forward to helping you connect with the best U.S. products and services to meet your supplier needs.

Sincerely,

Suresh Kumar
Assistant Secretary of Commerce
and Director General of the U.S. Commercial Service.

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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.

Introduction

The U.S. Commercial Service's 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 trade 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.

How to Use the IBP Promotional Booklet

- The IBP shows are presented in date order.
- An index listing each show by industry is provided at the end of the booklet.
- Contacts for U.S. Commercial Service offices in the United States can be found on page 44.
- A listing of U.S. Commercial Service offices in U.S. Embassies and Consulates around the world can be found on page 49 or at ***buyusa.gov***.
- The "Tourism Web Site" following each show is provided to assist you with any personal plans or interests you may have during your visit to the United States.

Please contact your local U.S. Commercial Service with questions, or for further information about the IBP or about individual shows within the IBP program. To find an office near you, visit ***buyusa.gov***.

About the U.S. Commercial Service

The U.S. Commercial Service—the trade promotion arm of the U.S. Department of Commerce's International Trade Administration—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 nearly 80 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

2011 International CES®
(Consumer Electronics Show)

January 6–9, 2011 • Las Vegas, NV • ***cesweb.org***

International CES® is one of the world's largest annual trade shows 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 decisionmakers in the retail distribution channel.

The Consumer Electronics Association will be hosting the 16th annual World Electronics Forum (WEF) at the same time as the 2011 International CES. The WEF is a voluntary gathering of CEOs and directors of electronics industry associations worldwide. Founded in 1995, WEF meets annually to discuss topics of common interest, exchange information on services and data, and strengthen relations between associations for the benefit and service of the industries..

Exhibitors: 2,500+ (2010)

Industries: Consumer electronics, audio/visual equipment, computers/peripherals, computer software, computer services, films, videos, information services, photographic equipment, telecommunications equipment, and telecommunications services. CES is the launch pad for new technology and includes products from the following categories: audio, digital imaging, emerging technologies, gaming, home networking, home theater, mobile electronics, video, and wireless communications. New product areas planned for 2011 International CES include: Connected Home Appliances (refrigerators, microwaves, etc.), Telecomm Pavilion, iLounge Pavilion (iPod, iPhone, MAC accessories), Home Automation, and Energy-Efficient Autos.

Target Buyers: Members of the consumer electronics trade, including distributors, professional buyers, retailers and engineers, technicians and manufacturers.

Benefits for IBP Attendees

- Registration is complimentary for IBP buyers. No registration deadline.
- U.S. Commercial Service Seattle and the Washington State Department of Commerce are partnering on an IBP outreach initiative: a spin-off visit to the Seattle area to explore potential business opportunities. The trip will include site visits to prominent exporting businesses in the information communications technology industry and meetings between the international delegates and local U.S. companies.
- Complimentary international networking reception.
- Airfare and hotel discounts.

Contact: Vidya Desai, ***Vidya.Desai@trade.gov***, (202) 482-2311

Tourism Web Site: ***discoveramerica.com/ca/nevada/las-vegas-overview.html***

AG CONNECT Expo 2011

January 7–10, 2011 • Atlanta, GA • ***agconnect.com***

AG CONNECT Expo 2011 provides a world-class international forum for agricultural industry professionals, showcasing the newest equipment, products, and technologies on the trade show floor. AG CONNECT will feature the most advanced agriculture and farm equipment and integrated technologies such as precision farming; advances in seeding, fertilizer, and crop protection; and services such as insurance, financing, and software.

Seminars: AG CONNECT Expo will offer more than 50 educational programs, workshops, and seminars focusing on agribusiness and agriculture equipment sectors. Many of these sessions will focus directly on international agriculture opportunities and challenges that international companies and countries are facing. Please check the show's Web site, ***agconnect.com***, under "Education" for further information.

Exhibitors: 300+ (2010)

Industries: Components, parts, and accessories; dairy/livestock management; electronics; feed and silage; inputs; irrigation and drainage; landscaping; renewable energy; and services. Equipment categories include: planting, fertilizing, seeding; fruit, vegetables, other specialty crops; conditioning, conveying; dairy and livestock; materials handling and earthmoving; off-highway vehicles; on-highway vehicles and trailers; seed processing; tillage and soil preparation; tractors; and harvesting.

Target Buyers: Persons involved in all segments of the agriculture business, including owners, producers, dealers, distributors, manufacturers, and government officials.

Benefits for IBP Attendees

- Registration is complimentary for IBP buyers. Registration deadline is November 12, 2010.
- Educational seminars purchased online before December 15, 2010 will be $20; cost will be $30 on-site.
- Plant tours: International delegations will have an opportunity to participate in pre-show or after-show plant tours offered by exhibitors. Tour arrangements will be the responsibility of the delegation leader. Delegates will be responsible for associated expenses. Please email the show contact for more details.
- AG CONNECT Expo Preview Day and VIP Reception. Preview Day will take place on January 7 by special invitation only to IBP delegations.
- Airfare and hotel discounts.

Contact: Mark Wells, ***Mark.Wells@trade.gov***, (202) 482-0904

Tourism Web Site: ***discoveramerica.com/ca/georgia/atlanta-index.html***

International Builders' Show® 2011

January 12–15, 2011 • Orlando, FL • ***buildersshow.com***

The International Builders' Show® (IBS) is the largest annual light construction and residential building industry trade show in the United States and is one of the largest building industry trade shows in the world. In 2011, the IBS will exceed 550,000 square feet of exhibit space and attract well over 60,000 exhibitors and attendees from more than 100 countries. The IBS also offers more than 175 educational sessions and is host to construction-related meetings, special events, and workshops. The export potential at the IBS is very high due to the products displayed and the exhibitors' interest in exporting their products. Virtually every product used in light construction or residential home building is featured at the show. It is the must-attend event for all building industry professionals.

Seminars: The International Builders' Show will offer more than 175 educational programs, workshops, and seminars focusing on the business of residential and light commercial construction and current building industry trends. Attendees can also visit demonstration areas on the show floor, which will include the newest installation techniques and tools for steel and wood framing as well as concrete buildings, structures, and foundations.

Exhibitors: 1,703 (2010)

Industries: Architectural/construction/engineering (AEC), computers/peripherals, household consumer goods, and hand/power tools.

Target Buyers: Individuals and decisionmakers involved in building products, construction equipment, and related industries including single-family and multifamily builders and contractors; light construction builders and commercial construction builders; remodelers, architects, developers, land use planners, specialty trade contractors, and construction industry dealers and distributors.

Benefits for IBP Attendees

- Discounted registration fee (exhibits only) for IBP buyers is $50-$125; regular attendees pay $50-$200. Registration deadline is January 15, 2011.
- Reduced IBP fees for seminars; please contact for information.
- The opportunity to tour The New American Home®, showcasing the latest product technologies, design ideas, and building techniques. For more information on the educational sessions and tours please check the show's Web site.
- U.S. Commercial Service Seattle and the Washington State Department of Commerce are partnering on an IBP outreach initiative: a spin-off visit to the Seattle area to explore potential business opportunities. The trip will include site visits to prominent exporting businesses in the light construction industry and meetings between the international delegates and local U.S. companies.
- Complimentary international networking reception, January 12, 2011, 6:30–8:30 p.m.
- Airfare and hotel discounts.

Contact: James Yi, ***James.Yi@trade.gov***, (202) 482-6482

Tourism Web Site: ***discoveramerica.com/ca/florida/orlando-index.html***

World of Concrete® 2011

January 18–21, 2011 • Las Vegas, NV • ***worldofconcrete.com***

World of Concrete® is the largest annual international trade show for the commercial construction industry and is the place to be for new opportunities to grow in the growing commercial construction industry. More than 1,300 exhibiting companies provide the latest products, technology and equipment across more than 800,000 net square feet of exhibit space. It is the commercial construction industry's most important annual international event, drawing attendees from throughout the world and from all segments of the industry including repair and demolition, information technology, and material handling as well as concrete producers and masonry professionals. Education sessions cover everything from concrete basics and decorative concrete to green building and best management practices.

Seminars: The World of Concrete Education Program is known as one of the industry's finest. Each year, thousands of attendees purchase individual seminars and Master Certificate Packages. In addition, attendees can obtain a variety of industry certifications and earn continuing education hours. Sessions cover everything from concrete and masonry fundamentals to decorative concrete and best management practices. Ninety-minute and three-hour sessions are available. Attendees are encouraged to sign up early for seminars at ***worldofconcrete.com***.

Exhibitors: 1,354 (2010)

Industries: Admixtures, aggregate processing, aggregates, batching equipment, block/paver/tile production equipment, cement products, cleaning materials and equipment, masonry, coatings/stains/sealers, computer hardware/software, concrete cleaners/removers, mortar and grout, cover mats, cranes, cutting and drilling equipment, decorative concrete, demolition equipment, dispatching and scheduling, dry shakes, earthmoving equipment, environmental controls for production equipment, finishing tools and equipment, fireplace and chimney accessories, forklifts, form types and forming accessories, foundation/slab repair, general construction equipment/materials/tools, general utility, insulation, joints and sealants, green building technologies and products, landscaping products, masonry anchors and fasteners, masonry units, material handling for concrete production, metal connectors and reinforcement, mixing/mixer materials for concrete/mortar, moisture control, mortar materials, movement joints, personnel and materials positioning, pipe production equipment, placing equipment, placing masonry, precast production equipment, precast wall forms, precast/pre-stressed and tilt-up, protecting finished masonry, publications, pumping equipment and accessories, ready mixed concrete, reinforcement tools and materials, repair equipment, repair materials and equipment, safety equipment, sawing and coring, scaffolding and shoring, slip-forming, structural elements, surface preparation, surveying equipment, technology for construction, tools/services for masonry designers and contractors, trailers and attachments, truck mixers, trucks, vehicle components, vehicle maintenance and repair, and water drainage/protection.

Target Buyers: Architects and engineers, brick and block producers, commercial contractors, computer/CAD/CAE/IT managers, concrete contractors, concrete pumpers, construction managers, dealers/distributors, decorative concrete contractors, designers and specifiers, general contractors, GIS managers, information technology executives, masonry craftsmen/contractors, ready mix producers, rental equipment centers, repair contractors, residential contractors, specialty concrete contractors, pipe and block producers, and precast/pre-stressed producer.

Benefits for IBP Attendees

- Registration is complimentary for IBP buyers. Registration deadline is December 9, 2010.
- Reduced seminar registration price through December 9, 2010. IBP delegates will pay only $50 for each 90-minute session or three-hour session before December 9, 2010. Seminar registration after December 9, 2010 (including on-site registration) will be $115 for each 90-minute session and $140 for each three-hour session.
- U.S. Commercial Service Seattle and the Washington State Department of Commerce are partnering on an IBP outreach initiative: a spin-off visit to the Seattle area to explore potential business opportunities. The trip will include site visits to prominent exporting businesses in the building materials and construction products industry and meetings between the international delegates and local U.S. companies.
- Daily wine and cheese served in the International Business Center, Tuesday, January 18, 2011 to Thursday, January 20, 2011, 4:00–5:00 p.m.
- Airfare and hotel discounts.
- Group rate Hoover Dam tours offered the day before the show. Registration for the tour includes lunch.

Contact: Graylin Presbury, ***Graylin.Presbury@trade.gov***, (202) 482-5158

Tourism Web Site: ***discoveramerica.com/ca/nevada/las-vegas-overview.html***

International Poultry Expo/ International Feed Expo (IPE/IFE) 2011

January 26–28, 2011 • Atlanta, GA • ***www.ipe11.org***

The International Poultry Expo/International Feed Expo is the world's largest display of technology, equipment, supplies, and services used in the production and processing of poultry and eggs. This show will also benefit those involved in feed manufacturing. Every segment of this agricultural industry is represented, including feed milling, hatchery, live production, processing, further processing, marketing, and all support activities. There will be a special program focusing on pet food, providing information on manufacturing and quality control and featuring exhibitors who supply the pet food manufacturers. In the demonstration area, chefs from national food service organizations will highlight new recipes and products related to the poultry industry.

Seminars: Complimentary seminars on important issues facing the poultry and feed industries will be offered beginning Tuesday, January 25, 2011 (before the show opens) through Friday, January 28, 2011. An Infomart theater will provide updates from exhibitors on the latest technologies for processing, production, food safety, and the environment. Additionally, the Department of Commerce is planning to present a networking seminar on doing business internationally from a logistics and financial point of view. Details and updates can be found on the show Web site: ***ipe11.org***.

Exhibitors: 800+ (2010)

Industries: Agricultural chemicals, agricultural machinery and equipment, agricultural products, agricultural services, pet foods/supplies, packaging equipment, and veterinary medicine equipment/supplies.

Target Buyers: Poultry production and processing and feed manufacturing professionals.

Benefits for IBP Attendees

- Registration is complimentary for IBP buyers. Registration deadline is January 15, 2011.
- Complimentary international networking reception.
- Airfare and hotel discounts.

Contact: Amanda Ayvaz, ***Amanda.Ayvaz@trade.gov***, (202) 482-0338

Tourism Web Site: ***discoveramerica.com/ca/georgia/atlanta-index.html***

American International Toy Fair 2011

February 13–16, 2011 • New York, NY • ***www.toyassociation.org***

American International Toy Fair—largest show of its kind in the Western Hemisphere—is an annual event with a history of over 100 years. There are traditionally more than 20,000 attendees, 350,000 square feet of exhibit space, 100,000 youth entertainment products, more than 1,200 exhibitors, 1,000 global media representatives, and the latest updates in safety legislation. Among the largest show participants who export products are Hasbro and Mattel. In general, economic indicators show steady increases in U.S. toy exports including dolls, games, and children's vehicles from 2002–2009.

Engage! Expo® 2011, the definitive technology event for youth entertainment professionals, will once again co-locate with Toy Fair and will take place February 15–16, 2011 at the Javits Convention Center in New York City. This unique conference and trade show provides the critical information companies need to reach kids and youth through technology.

Seminars: To be announced. Updates will be available at ***toyfairny.com***.

Exhibitors: 1,100 (2010)

Industries: Toys/games, hobbies, arts & crafts, electronics, robotics, children's/young teens' products such as furniture, games, jewelry, cosmetics, apparel, and accessories.

Target Buyers: Toys/games executives with purchasing power, mass merchandisers, toy & hobby stores, distribution channels, drug store chains, department stores, grocery stores, TV shopping networks, outdoor retailers, amusement parks, warehouse clubs, bookstores, and sales representatives.

Benefits for IBP Attendees

- Registration is complimentary for IBP buyers. Registration deadline is January 29, 2011.
- Complimentary international networking receptions. Details are still to be determined; contact for more information.
- Airfare and hotel discounts.

Contact: Eugene Quinn, ***Eugene.Quinn@trade.gov***, (202) 482-0578

Tourism Web Site: ***discoveramerica.com/uk/new-york/new-york-city-index.html***

Graphics of the Americas (GOA) 2011

February 24–26, 2011 • Orlando, FL • ***graphicsoftheamericas.com***

Graphics of the Americas (GOA) is one of the largest national and international graphic communications shows in the United States. The continued international presence at GOA reflects the addition of globally recognized exhibitors, continued introduction of new graphics technology, and the show's focus on presenting the premier sources of education, information, and solutions for traditional and digital printing. For 34 years, printers, creative professionals, and marketing executives have relied on GOA to inform and educate them about leading-edge advancements, new equipment, products, and consumables. Everything needed to maximize a company's efficiency and profitability has been set up on the GOA show floor. GOA is the first event to showcase the convergence of traditional and digital printing in the international marketplace and attendees will experience technologies not seen anywhere else.

Seminars: GOA offers a large array of programs/seminars that range from brand protection conferences, to design sessions given by the American Graphic Institute. Many of the technical seminars are given in Spanish. Please check the show Web site for a complete list of technical sessions.

Exhibitors: 300+ (2010)

Industries: Digital printing, art/graphic design products, presses, consumable supplies, electronic publishing systems, pre-press equipment, bindery/finishing equipment, post-press, workflow software, packaging, and mailing.

Target Buyers: Printers, designers, creative professionals, and entrepreneurs interested in acquiring printing or graphics equipment.

Benefits for IBP Attendees

- Registration is complimentary for IBP buyers. Registration deadline is February 15, 2011.
- Airfare and hotel discounts.

Contact: Carol Rudman, ***Carol.Rudman@trade.gov***, (202) 482-0905

Tourism Web Site: ***discoveramerica.com/ca/florida/orlando-index.html***

International Home + Housewares Show 2011

March 6–8, 2011 • Chicago, IL • ***housewares.org***

The International Home + Housewares Show is the world's largest home and housewares marketplace, where close to 2,000 exhibiting companies showcase thousands of new products and designs to 60,000 attendees from all over the world. Categories include: Dine & Design (cooking and entertaining), Clean & Contain (cleaning and home organization), Wired & Well (electronics and home healthcare products) and Global Crossroads with International Pavilions.

Seminars: International Home + Housewares Show provides visitors with insightful complimentary educational opportunities, from seminars to complimentary consulting. The educational seminars include subjects such as color, trends, sustainability, visual merchandising, branding, global retailing, and consumer preferences.

Exhibitors: 2,000 (2010)

Industries: Cookware and bakeware, tabletop and kitchen accessories, gourmet food and products, home décor, giftware, home textiles, china, crystal and silver, bath and shower accessories, cleaning products and supplies, general merchandise and impulse items, hardware supplies, outdoor living products, pet supplies, home organization and clothing care products, promotional products, household electrics, kitchen electrics, major appliances, purifiers and filters for water and air, energy conservation products, floor and carpet care, personal care items, and home health care.

Target Buyers: The International Home + Housewares Show attracts professionals in the international home and housewares buying community representing retail, import, and distribution channels.

Benefits for IBP Attendees

- Registration is complimentary for IBP buyers. Please contact for deadline information.
- An overview of the U.S. housewares marketplace and suburban Chicago retail tour is available the day after the show at no additional cost for IBP buyers. Pre-registration is required by January 3, 2011 (space is limited).
- U.S. Commercial Service Seattle and the Washington State Department of Commerce are partnering on an IBP outreach initiative: a spin-off visit to the Seattle area to explore potential business opportunities. The trip will include site visits to prominent exporting businesses in the home and housewares industry and meetings between the international delegates and local U.S. companies.
- Complimentary international networking reception.
- Airfare and hotel discounts.

Contact: Amanda Ayvaz, ***Amanda.Ayvaz@trade.gov***, (202) 482-0338

Tourism Web Site: ***discoveramerica.com/uk/illinois/chicago-index.html***

Nightclub & Bar Convention and Tradeshow 2011
(formerly International Hospitality Week)

March 7–9, 2011 • Las Vegas, NV • ***ncbshow.com***

The Las Vegas Nightclub & Bar Convention and Tradeshow is an annual event that combines the Nightclub & Bar Convention and Tradeshow, the International Restaurant Show, and HotelWorld Food & Beverage together under one roof. As one of the largest hospitality events in the Western Hemisphere serving the food, beverage, and lodging segments of the hospitality industry, this show introduces the hottest new products and provides unparalleled networking opportunities. The Nightclub & Bar Show attracts thousands of owners, operators, and managers of nightclubs, bars, lounges, pubs, restaurants, and sports bars. The International Restaurant Show features products, services, and ideas to help commercial food service professionals take their operations to the next level. HotelWorld Food & Beverage offers hoteliers, designers, and other key lodging industry executives superior networking and educational opportunities.

Exhibitors: 541 (2010)

Industries: Beverage service, liquor, beer, wine, food company, décor/furnishings, POS/technology, security/age identification, mixes, beverage (non-alcoholic), energy drinks, lighting/sound, apparel, programming, ATM, coin-op, food service equipment/supplies, cleaning equipment/supplies, banquet, restaurant/bar furniture, linens, tableware, uniforms/apparel, menus, paper products, containers, food and beverage, specialty items, work tables, carts and equipment, bars and equipment, communications and technology, design and décor, and marketing/promotions.

Target Buyers: Owners, operators, managers, senior level executives, purchasing agents, and marketing executives from nightclubs, bars, lounges, pubs, restaurants (chains, independents, and franchises), hotels, resorts, casinos, clubs, airlines, and cruise ships; caterers, architects, designers, consultants, distributors, retail beverage stores, purchasing and management companies, and lodging and gaming/time share/ senior care properties.

Benefits for IBP Attendees

- Complimentary admission for IBP buyers.
- "Back of House" tours at some of the hottest hotels and casinos in Las Vegas will be offered at a reduced rate for IBP attendees and are an incredible way to see and experience how food/supplies are received, prepared, and distributed in massive quantities.
- Complimentary international networking reception.
- Airfare and hotel discounts available through the show Web site.

Contact: Shelby Peterson, ***Shelby.Peterson@trade.gov***, (202) 482-5531

Tourism Web Site: ***discoveramerica.com/uk/nevada/las-vegas-index.html***

ProMat® 2011

March 21–24, 2011 • Chicago, IL • ***promatshow.com***

Held biennially, ProMat® is widely recognized as one of the world's most important material handling and logistics events and is the only international material handling show held in the United States. ProMat combines four days of show floor exhibits and five days of world-class education and training sessions. Exhibits cover all types of material handling and logistics equipment/systems and associated services that make up this nearly $130 billion industry. High export potential equipment includes: overhead material handling and lifting; continuous materials movement; wheeled/mobile handling devices; pallets, containers and packaging systems; storage equipment and shop furniture; automation systems and robots; and services and unbundled software.

One badge, two shows! ProMat 2011 will be co-located with Automate 2011. Automate 2011 is North America's broadest automation solutions expo, showcasing technologies such as robotics, machine vision, motion control, and others. Live displays will demonstrate how integrated automation technologies can help companies become stronger global competitors. The show offers something for a vast array of industries—from traditional industrial to intricate high-technology applications. For more information about Automate 2011, please visit ***automate2011.com***.

Seminars: Complimentary admission is offered to IBP buyers for all ProMat educational seminars and technology discussions on the show floor.

Exhibitors: 730 (2009)

Promat Industries: Material handling, assembly assist equipment and systems, automated handling systems, automated guided vehicle systems, automated storage/retrieval systems, automatic identification systems, below hook attachments, carousels and vertical storage, casters, wheels, tires, consulting services, computer, containers and pallets, controls, conveyors, cranes, and hoists, data collection equipment, flooring, floor trucks, labeling equipment, lift trucks and attachments, loading dock equipment, logistics equipment, mezzanines, modular drawer storage, monorails and monorail systems, motors, gear, batteries, packaging and unitizing machinery and materials, pallets/palletizers, personnel/burden carriers, photo electric and proximity sensors/programmable controllers, portable freight elevators and communications, industrial robots, scales and weighing equipment and systems, shelving, sortation equipment, supply chain integration solutions, system simulation services, tool handling and storage systems, and warehouse management systems and third party logistics services.

Automate Industries: Robots, end-of-arm tooling, PLCs, fixturings, conveyors, welding equipment, offline programming software, packaging and palletizing equipment, safety equipment, vision systems, cameras, optics, lighting, frame grabbers/imaging boards, vision software, sensors, lasers, motors, controls (controllers, positioners, motion controllers), servo drivers and amplifiers, network and fieldbus technologies; and motion software.

Target Buyers: End users, manufacturers, distributors, integrators, and consultants of material handling and logistics equipment systems and services.

Benefits for IBP Attendees

- Registration for BOTH shows is complimentary for IBP buyers. No deadline for registration.
- Details on technical field trips available through show contact.
- Airfare and hotel discounts.

Contact: Vidya Desai, ***Vidya.Desai@trade.gov***, (202) 482-2311

Tourism Web Site: ***discoveramerica.com/uk/illinois/chicago-index.html***

International CTIA Wireless® (The Wireless Association®) 2011

March 22–24, 2011 • Orlando, FL • ***ctiawireless.com***

International CTIA Wireless 2011® is the number one wireless show in North America and represents the fastest growing, most dynamic segments of the telecommunications industry, wireless communications, internet, computing, and mobile data. The exhibits will run concurrently with educational conferences and seminars. These in-depth sessions will address the most important issues facing engineers, executives, business development specialists, and marketing and sales professionals building wireless products and services. In addition to keynote sessions, which are complimentary, CTIA will offer numerous special-interest seminars, many of which are fee-based; others are complimentary.

Seminars: CTIA's complimentary educational sessions are the most comprehensive in the industry. These in-depth sessions will address the most important issues facing the professionals building wireless products and services. This is an opportunity to investigate new business opportunities developing in wireless and to understand the challenges facing U.S. companies in the year ahead. In addition to special keynote sessions, CTIA will also offer numerous partner events designed for a wide range of audiences, including wireless beginners, developers, engineers, and consumer experts.

Exhibitors: 1,250 (2010)

Industries: Wireless, fixed-mobile convergence, broadband communications, internet, computing and mobile data industries; application and software providers; carriers; content providers and aggregators; fixed wireless providers; gaming and mobile entertainment developers; ISPs; land mobile radio; manufacturers of components, hardware, and infrastructure; OEMs; software developers; tower/siting companies; WIFI/WLAN/802.11 providers; and wireless portals.

Target Buyers: Wireless, broadband, and mobile developers, engineers, and consumers.

Benefits for IBP Attendees

- Registration is complimentary for IBP buyers. Registration Deadline is March 16, 2011.
- Complimentary educational sessions.
- U.S. Commercial Service Seattle and the Washington State Department of Commerce are partnering on an IBP outreach initiative: a spin-off visit to the Seattle area to explore potential business opportunities. The trip will include site visits to prominent exporting businesses in the information communications technology industry and meetings between the international delegates and local U.S. companies.
- Airfare and hotel discounts, if registered through the CTIA Web site.

Contact: Janis Kalnins, ***Janis.Kalnins@trade.gov***, (202) 482-1392

Tourism Web Site: ***discoveramerica.com/uk/florida/orlando-index.html***

CONEXPO-CON/AGG and International Exposition for Power Transmission (IFPE) 2011

March 22–26, 2011 • Las Vegas, NV • ***conexpoconagg.com***

Held every three years, CONEXPO-CON/AGG and IFPE 2011 will showcase the latest products, services, and technologies in the construction industry, and is expected to feature more than 2,300 exhibitors covering more than 2 million net square feet of exhibit space. Co-located with CONEXPO-CON/AGG and IFPE will be the International Concrete Exposition 2011 (ICON 2011), sponsored by the National Concrete Masonry Association. Total attendance for all three events is estimated at more than 140,000 attendees from 130 countries. In addition, more than 300 industry meetings and conventions of leading industry associations are expected to be held in conjunction with CONEXPO-CON/AGG, IFPE, and ICON 2011. In 2008, CONEXPO-CON/AGG and IFPE broke all-time attendance records with more than 144,600 attendees and 2.28 million square feet of exhibit space.

Seminars: CONEXPO-CON/AGG's comprehensive educational program is the leading source for contractors, business owners, construction materials producers, and end users to obtain cutting-edge information for today's challenging economy. More than 125 informative sessions are scheduled to be presented by industry experts.

Exhibitors: 2,184 (2008)

Industries: Admixtures/cement, aggregates processing, asphalt production & paving, blasting products, compaction equipment, concrete mixer trucks, concrete production & paving, concrete pumps, drilling equipment, earthmoving machinery and attachments, engines and components, heavy duty trucks, hydraulics, industry services, information technology, lifting–aerial and cranes, light equipment–asphalt, light equipment–concrete, lubricants, safety and traffic, tires, trenching and shoring, trucking and hauling, trucking and hauling equipment, and utility equipment.

Target Buyers: Persons involved in all segments of the construction and construction materials industries, including general construction, road building/infrastructure, public works, utility/telecommunications, material handling, forestry, sand, gravel and stone operations, etc. Attendees include contractors and subcontractors, material producers, distributors/dealers, and rental companies, as well as government and institutional sector officials.

Benefits for IBP Attendees

- Discounted exhibit registration fee is $50 for IBP buyers. Registration deadline is February 24, 2011.
- Seminar registration fee is discounted for IBP delegations with price depending on the number of tickets purchased. The price will increase onsite. Please contact for more information.
- Complimentary international networking reception.
- Airfare and hotel discounts (hotels listed on show's Web site are discounted for attendees).

Contact: Mark Wells, ***Mark.Wells@trade.gov***, (202) 482-0904

Tourism Web Site: ***discoveramerica.com/uk/nevada/las-vegas-index.html***

High Point Spring Market 2011

April 2–7, 2011 • High Point, NC • ***highpointmarket.org***

The High Point Market is the largest trade show serving the home furnishings marketplace. The High Point Furniture Market represents all aspects of home furnishings, including wood and upholstered furniture, lighting, home décor, fabrics, and textiles; products offered cover all price points in the industry. Historically, this show has attracted buyers and exhibitors from all over the world. It has grown to 12 million square feet of showroom space attracting more than 80,000 people twice a year.

Seminars: High Point Market attendees may choose from more than 60 educational seminars, some of which provide Continuing Education Unit accreditation. Seminars led by leading consumer researchers, designers, and consultants cover all aspects of the home furnishings business, from current lifestyle trends to business-building techniques. The majority of seminars at Market are complimentary to attendees with a few charging a nominal fee to the sponsoring association.

Exhibitors: 2,000 (2010)

Industries: Furniture/general consumer goods/textiles, antiques, armoires, bedding, bedroom furniture, bar furniture, bath, carpet/rugs, case goods (wood furniture), chairs, container only, contract furniture, decorative accessories, dining, home theater, juvenile, kitchen, leather furniture, lamp and lighting, made in the U.S.A., occasional furniture, office, outdoor/patio furniture, ready-to-assemble furniture, services, storage and display, textiles/softgoods, unfinished furniture, upholstered furniture, wall décor, and U.S. warehouse.

Target Buyers: Key retailers, wholesalers, interior designers, architects, and specifiers who sell home furnishings.

Benefits for IBP Attendees

- Registration is complimentary for IBP buyers. Registration deadline is April 7, 2011.
- Many complimentary educational sessions (some require a fee).
- Exhibitor and international attendee welcome reception.
- Airfare and hotel discounts.

Contact: James Yi, ***James.Yi@trade.gov***, (202) 482-6482

Tourism Web Site: ***discoveramerica.com/uk/north-carolina/index.html***

International Franchise Expo 2011

April 1–3, 2011 • Washington, DC • ***ifeinfo.com***

The International Franchise Expo (IFE) 2011 will feature nearly 200 franchise exhibitors, with investments ranging from $5,000 to $1 million. Attendees have the opportunity to meet face-to-face with executives of the exhibiting franchisors and attend complimentary seminars as well as other sessions from the world's leading franchise experts. The full conference program with a list of all complimentary and symposia sessions is available on the show Web site.

Seminars: IFE 2011 will offer numerous educational programs, workshops, and seminars focusing on the franchising business. Many of these sessions will focus directly on international franchising opportunities.

Exhibitors: 184 (2010)

Industries: Franchising: accounting/tax services, advertising/marketing, automotive products and services, beauty products and skin care, beverages, business products and services, children's products and services, coffee, computer/electronics products and services, cosmetics, construction materials and services, educational products and services, employment services, entertainment services, fast food, financial services, fitness, baked goods, ice cream/fruit smoothies/yogurt, pizza, hair salons and services, health care services, hotels and motels, janitorial services, laundry and dry cleaning, lawn, garden and agricultural supplies/services, maid and personal services, maintenance, cleaning and sanitation, package preparation/mail services, pet supplies and services, printing/photocopying services, real estate services, recreation services, retail stores, restaurants/catering, senior care/assisted living, sign products and services, and travel and leisure services.

Target Buyers: Individual entrepreneurs or small- and medium-sized enterprises interested in acquiring a franchise business as a master licensee, area developer, or sub-franchisee.

Benefits for IBP Attendees

- Registration is complimentary for IBP buyers. Registration deadline is March 15, 2011.
- Fee-based seminars are offered at 50 percent off to all IBP delegations. Additionally, some complimentary seminars will be available to attendees.
- Arrangements may be made through the show contact for corporate and site visits to local franchisors and franchisees for interested delegations.
- Cocktail reception.
- Airfare and hotel discounts if booked through the show housing coordinator.

Contact: Eugene Quinn, ***Eugene.Quinn@trade.gov***, (202) 482-0578

Tourism Web Site: ***discoveramerica.com/uk/dc-index.html***

2011 NAB Show™ (National Association of Broadcasters)

April 11–14, 2011 • Las Vegas, NV • ***nabshow.com***

The NAB Show™ is one of the 10 largest trade shows in North America and provides the world's largest comprehensive gathering of television, radio, film, video, audio, and multimedia professionals. It attracts attendees from all facets of the electronic media industries and supports their business needs through comprehensive exhibits, networking events, and extensive educational programs. With more than 1,600 exhibitors and nearly 130,000 attendees, NAB combines depth of educational opportunities, number and quality of exhibitors, and professional networking. The 2011 NAB Show will offer a wide array of educational programming that will present thought-provoking, forward-thinking concepts evolving from the next-generation technologies showcased on the exhibit floor.

Seminars: The NAB Show will offer hands-on, interactive learning taught by media pioneers, visionaries, digital celebrities, and pixel gurus. The NAB educational program features more than 500 sessions, including super tracks: Broadcast Programs, Specialty Programs, and Post-Production Workshop. Additional super tracks are being developed; visit the show Web site for more information.

Exhibitors: 1,500+ (2010)

Industries: Acquisition and production: 3D stereoscopic equipment, cameras/lenses, capture accessories, film and tape, lighting and grip, mobile/vehicle production, motion picture/film production, set designs/ props/furniture and fixtures, workflow software and solutions; content: advertising and commercials, content aggregators/syndicators, content publishers, interactive and cross-platform, motion picture, news/weather/traffic services, radio programming, short-form programming, social networking, sports/sport casting, stock footage, television programming, videogames; distribution and delivery: advertising/analytics/media sales solutions, antennas, transmitters and towers, broadband, applications/infrastructure/equipment, broadband connectivity, cable equipment and headend, content delivery network, digital camera, DTV/HDTV, encoding, fiber, IPTV/ IP video/broadband video, mobile TV/video management platforms/applications, mobile video distribution technologies, online video platforms, satellite, streaming/Webcasting, video on demand, Wi-Fi, Web-enabled devices, Wi-Max, Web site development, and wireless applications/infrastructure/equipment; display systems: stereoscopic, digital signage, TV sets/monitors, projectors/screens, video display; management and systems: digital asset management and storage, interactive television, IT/network infrastructure and security, multicasting, signal management and processing, system integration, television master control, television/newsroom automation services, video/content servers, video processing, software/applications/middleware, and workflow software and solutions; post-production: animation and VFX, digital intermediate, editing, format conversion, motion graphics, mastering and duplication, music and sound libraries, subtitling and closed captioning, and workflow solutions; pro audio: editing, mastering, mixers, post-production, processing and effects, production, recording; radio: advertising and medial sales solutions, DAB/IBOC/HD Digital Radio, radio automation systems, and radio master control.

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

Benefits for IBP Attendees

- Exhibition is complimentary for IBP buyers.
- NAB conference sessions are discounted $100 for IBP buyers.
- U.S. Commercial Service Seattle and the Washington State Department of Commerce are partnering on an IBP outreach initiative: a spin-off visit to the Seattle area to explore potential business opportunities. The trip will include site visits to prominent exporting businesses in the broadcasting/ telecommunications industry and meetings between the international delegates and local U.S. companies.
- Global networking and matchmaking reception.
- Hotel discounts.

Contact: Shelby Peterson, ***Shelby.Peterson@trade.gov***, (202) 482-5531

Tourism Web Site: ***discoveramerica.com/uk/nevada/las-vegas-index.html***

Offshore Technology Conference (OTC) 2011

May 2–5, 2011 • Houston, TX • ***otcnet.org***

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.

Seminars: The OTC technical program offers a well-balanced, three-prong focus on technical, business, and regulatory issues in the oil and gas industry. It emphasizes a wide spectrum of energy sources and global reach. Please visit the Web site or contact for more information.

Exhibitors: 2,500 (2010)

Industries: Indoor and outdoor displays by major oil and gas companies and related subsidiary industries; equipment manufacturers and service providers of the latest technological advances in categories such as 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: Decisionmakers within governments, industries, and private sector companies involved in various aspects of the oil and gas industry such as project management, engineering, drilling, purchasing, exploration, and production in their specific country or region; private-sector and government officials working or interested in onshore and offshore safety and training, environmental cleanup and soil remediation, oil spill prevention and cleanup, offshore and remote telecommunications, specialized tools, equipment and instruments, new drilling and exploration technologies, and subsidiary support services.

Benefits for IBP Attendees

- Registration is complimentary for IBP buyers. Registration deadline is still to be determined; contact for more information.
- U.S. Commercial Service Seattle and the Washington State Department of Commerce are partnering on an IBP outreach initiative: a spin-off visit to the Seattle area to explore potential business opportunities. The trip will include site visits to prominent exporting businesses in the oil and gas industry and meetings between the international delegates and local U.S. companies.
- Complimentary international networking receptions.
- Airfare and hotel discounts.

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Tourism Web Site: ***discoveramerica.com/uk/texas/houston-index.html***

WasteExpo 2011

May 9–12, 2011 • Dallas, TX • ***wasteexpo.com***

Waste Expo is North America's largest solid waste and recycling industry trade show, with more than 500 companies displaying the latest solid waste and recycling equipment and technology to more than 11,200 attendees from 63 countries. Waste Expo focuses on landfills, composting, collection/transfer, waste storage, transportation, processing, and all forms of recycling. The show is held in association with the Global Waste Management Symposium, the Waste Tech Landfill Technology Conference, and the Medical Waste Conference. Networking special events will occur throughout the four days, and 40 content-rich conference sessions and workshops will cover critical industry topics.

Seminars: WASTE EXPO's conference program covers the latest trends, topics, and technologies in the solid waste and recycling industries: recycling, green management, accounting and finance, labor and employment, safety, business of energy, green technology, compliance issues, technology, and business. For a complete list of conference sessions and descriptions, visit ***wasteexpo.com***.

Exhibitors: 528 (2010)

Industries: Solid waste and recycling equipment including trucks and truck components, trailers, loaders, cranes, conveyors, bins, compactors, containers, balers, shredders, landfill equipment, screens, scales, computer software, and waste-based energy equipment.

Target Buyers: Private refuse firms and independent contractors, including landfill owners/operators (solid/liquid/hazardous); government, including municipalities, county agencies, regional authorities, special districts, state and federal governments, and landfill owners/operators; waste generators: businesses and organizations that create waste in manufacturing, retailing, and/or providing services; secondary materials processors, contractors, and recyclers; consulting engineering firms, consultants, architects, research, and/or development organizations; equipment manufacturers; distributors and dealers; legal, insurance, financial firms, and others allied to the field; trucking professionals including fleet owners, operators, and maintenance professionals; general contractors; and medical waste professionals.

Benefits for IBP Attendees

- Registration is complimentary for IBP buyers. Registration deadline to be determined; contact for more information.
- Many Waste Expo seminars are complimentary; contact for more information.
- U.S. Commercial Service Seattle and the Washington State Department of Commerce are partnering on an IBP outreach initiative: a spin-off visit to the Seattle area to explore potential business opportunities. The trip will include site visits to prominent exporting businesses in the waste/recycling industry and meetings between the international delegates and local U.S. companies.
- Complimentary international networking reception.
- Airfare and hotel discounts.

Contact: Amanda Ayvaz, ***Amanda.Ayvaz@trade.gov***, (202) 482-0338

Tourism Web Site: ***discoveramerica.com/uk/texas/dallas-index.html***

ELECTRIC POWER 2011

May 10–12, 2011 • Chicago, IL (Rosemont) • ***electricpowerexpo.com***

ELECTRIC POWER is focused on the needs of the power generation industry with a special emphasis on power plant owners, operators, and project developers throughout the world. The trade show is complemented by the industry's most comprehensive conference that features more than 500 speakers and panelists. The conference covers both business and technology issues and is programmed by a committee of 150 industry experts. All commercially viable technologies and fuels (fossil, nuclear, and renewables) are covered in depth. This high quality content attracts buyers and specifiers from around the world.

Seminars: Education is a key focus of ELECTRIC POWER and the industry-targeted educational program will highlight technical, strategic, and operational sessions from internationally recognized speakers. Sessions will focus on the power generation sector's most important issues, including plant maintenance and optimization, fuel strategies, IGCC and advanced coal technologies, combined cycle and gas turbines, turbine inlet cooling applications, combined heat and power applications, nuclear power, renewable power, power plant safety, security and training, new and emerging clean energy technologies, and more.

Exhibitors: 375 (2010)

Industries: Boilers/auxiliary systems, computers/software, diesel/generators and auxiliaries, emissions control equipment and systems, energy information services, energy services/marketing, engineering/design services, fuels/fuel handling, gas turbine/generators and auxiliaries, information technologies, instrumentation and controls, motors/electrical equipment, nuclear power, operations/maintenance products and services, pumps/compressors/valves/piping, renewables, steam turbine/generators and auxiliaries, testing equipment and tools, training services, transmission and grid technologies and services, and water/wastewater treatment.

Target Buyers: Individuals involved in all segments of the power generation and engineering management business, including owners, operators, producers, manufacturers, suppliers, and government officials.

Benefits for IBP Attendees

- Complimentary pass is available for the exhibit floor for IBP buyers. Registration deadline is March 18, 2011.
- U.S. Commercial Service Seattle and the Washington State Department of Commerce are partnering on an IBP outreach initiative: a spin-off visit to the Seattle area to explore potential business opportunities. The trip will include site visits to prominent exporting businesses in the electric power industry and meetings between the international delegates and local U.S. companies.
- Complimentary international networking reception.
- Airfare and hotel discounts.

Contact: Mark Wells, ***Mark.Wells@trade.gov***, (202) 482-0904

Tourism Web Site: ***discoveramerica.com/uk/illinois/chicago-index.html***

National Hardware Show® and Lawn, Garden & Outdoor Living

May 10–12, 2011 • Las Vegas, NV • ***nationalhardwareshow.com***

The National Hardware Show® and Lawn, Garden & Outdoor Living is North America's largest and longest-running (65 years) trade show in the hardware/home improvement and outdoor products segment The show consists of seven sections: Hardware& Tools, Lawn, Garden & Outdoor Living, Paint & Home Décor, Homewares, Plumbing & Electrical, Storage & Organization, and Global Hardware Expo (International Pavilions).

Seminars: "The Industry Conference for the Home Marketplace" has over 15 sessions covering all aspects of the home improvement industry, including a special feature on the international hardware industry. Please visit the Web site, or contact for more information.

Exhibitors: 2,412 (2010)

Industries: Building products; household consumer goods; hardware and tools; lawn, garden, and outdoor living; paint and accessories; plumbing and electrical; and storage and organization.

Target Buyers: Hardware, home improvement, and outdoor products buyers: retailers, manufacturer representatives, distributors, wholesalers, publications, and associations.

Benefits for IBP Attendees

- Registration is complimentary for IBP buyers. Registration deadline is May 5, 2011.
- A store-tour for international visitors is offered off-site. Please visit the Web site, or contact for more information.
- Complimentary international networking reception.
- Airfare and hotel discounts.

Contact: Graylin Presbury, ***Graylin.Presbury@trade.gov***, (202) 482-5158

Tourism Web Site: ***discoveramerica.com/uk/nevada/las-vegas-index.html***

The NRA Show 2011 (National Restaurant Association Restaurant, Hotel-Motel Show)

May 21–24, 2011 • Chicago, IL • ***restaurant.org***

The four-day National Restaurant, Hotel-Motel Show brings together more than 2,000 exhibiting organizations for its showcase of products, information, and contacts. In addition, more than 70 seminars include presentations by world-class experts, culinary demonstrations, and competitions by premier chefs and restaurateurs. Keynote addresses by internationally recognized leaders and other complimentary programs are available to all registered attendees. The full range of food and beverage products, equipment, technology, and services aimed at the restaurant and lodging industries is represented at the NRA show.

The NRA Show 2011 will also be the venue for the two-day International Wine Spirits & Beer Event (IWSB). IWSB is a separate event that requires separate qualifications, registration, and badge for entrance, but the fees will also be reduced for International Buyer Program delegations.

Seminars: NRA will include more than 70 educational programs covering a wide range of topics ranging from food security, recruitment, retention, reinvigorating an established restaurant, supplier certification and evaluation, effective marketing, service excellence, leadership, motivation, overcoming training language barriers, managing in real time, technology and training, e-purchasing, labor management, handheld POS systems, and more.

Exhibitors: 1,800 (2010)

Industries: There are over 900 different product categories directly related to the restaurant/food service/lodging industries represented at the NRA Show including equipment, food, non-alcoholic and alcoholic beverages, furniture, furnishings, paper, plastics, supplies, services, tableware, linens, technology, entertainment, and uniforms.

Target Buyers: Professionals involved in buying or influencing purchasing decisions, including corporate executives, owners/operators, chefs, franchisees, managers and purchasing agents of foodservice, bar managers, sommeliers, hotel/motel operations, cruise lines, airlines/commissary, entertainment/concessions, military, health care and contract food service.

Benefits for IBP Attendees

- Registration is complimentary for IBP buyers. Registration deadline is April 25, 2011.
- Complimentary seminars and demonstrations.
- Special "Back of House" tours offered for a nominal fee. Go behind the scenes into the kitchens of popular Chicago restaurants to meet acclaimed chefs and other key personnel. Learn about successful business models, research and development, menu creation, kitchen layout, and operational challenges to take home ideas to improve your own operation. Please see Web site for more information.
- Complimentary international networking reception.
- Airfare and hotel discounts.
- Pre- and post-show visits to local restaurants in Chicago.

Contact: Carol Rudman, ***Carol.Rudman@trade.gov***, (202) 482-0905

Tourism Web Site: ***discoveramerica.com/uk/illinois/chicago-index.html***

International Pow Wow (USTA)

May 21–25, 2011 • San Francisco, CA • ***www.powwowonline.com***

The U.S. Travel Association's International Pow Wow is the travel industry's premier international marketplace and the largest generator of "Visit U.S.A." travel. International Pow Wow is not a typical trade show. Over the course of three days, thousands of intensive pre-scheduled business appointments, made by more than 1,000 U.S. travel organizations from every region of the country (representing all industry categories) and nearly 1,500 international and domestic buyers from more than 70 countries, will take place at the Moscone Center. These meetings have typically generated over $3.5 billion in future Visit U.S.A. travel. These meetings replace what otherwise would be accomplished by a cumbersome number of around-the-world trips.

Exhibitors: 1,100 (2010)

Industries: Direct promoters of U.S. destinations (city, local, state, and regional), including destination marketing organizations; government agencies such as state and territorial tourism offices and convention and visitor bureaus; U.S.-based organizations directly selling travel and tourism products and services to tour and travel operators, including accommodations and food service: restaurants, hotels (chains, management, marketing, ownership groups, hotel representatives, motels), resorts, campgrounds, and bed and breakfasts; attractions such as amusement and theme parks, museums, cultural/historic/natural sites, casinos, shopping facilities, sightseeing venues, zoos, aquariums, and dining/entertainment venues; attraction services such as transportation companies: airlines, automobile and R/V rental companies, motorcoaches, cruise lines, and rail services; and travel packagers and distribution networks who sell wholesale U.S. travel products and services, including retailers, tour operators, receptive operators, and associations that represent the U.S. travel and tourism industry and offer U.S. services to tour operators; and allied organizations whose core business or part of their product is travel-related goods and services, such as telephone companies, credit card companies, and travel insurance providers.

Target Buyers: Tour and travel operators, including accommodations and food service, attractions, and transportation companies.

Benefits for IBP Attendees

- Reduced fee of $740 for IBP attendees. Registration deadline is February 10, 2011.
- Pre-show sightseeing tours.
- Complimentary international networking reception.
- Complimentary hotel during show dates (for qualified registrants).

Contact: Shelby Peterson, ***Shelby.Peterson@trade.gov***, (202) 482-5531

Tourism Web Site: ***discoveramerica.com/uk/california/san-francisco-index.html***

WINDPOWER 2011 Conference & Exhibition

May 22–25, 2011 • Anaheim, CA • ***windpowerexpo.org***

Produced by the American Wind Energy Association, WINDPOWER 2011 is the world's largest wind energy event and the premier wind energy event in North America. WINDPOWER 2010 hosted more than 20,000 attendees, nearly 1,400 exhibitors, and more than 2,500 international attendees from 60 countries. WINDPOWER 2011 will also showcase educational sessions, industry workshops, meetings, and site visits to wind farms and other wind-related industry tours.

Seminars: WINDPOWER 2011 will offer more than 60 educational programs, workshops, and seminars focusing on the wind energy sector and business. Many of these sessions will focus directly on international opportunities and challenges that international companies and countries are facing. Please check the show's Web site under "Education" for further information.

Exhibitors: 1,400 (2010)

Industries: Balancing equipment, blades, braking equipment, cables, castings, controls, converters, electrical components, gearboxes, generators, housings and frames, on-site components and solutions, raw materials, small wind systems and components, towers, wind turbines, yaw and pitch systems; services: construction, engineering and procurement, consulting, development, erection, financial and investment, insurance, legal, logistical and transportation, operations and maintenance, and training.

Target Buyers: The audience profile for WINDPOWER 2011 includes those involved in all segments of the wind energy business, including developers, services, manufacturers, dealers, distributors, and utilities, as well as local, state, and government officials from the United States and overseas.

Benefits for IBP Attendees

- Registration is reduced for IBP buyers to $175 for a three-day exhibit floor pass. Registration deadline is March 22, 2011.
- Pre-show or after-show plant tours or site visits offered by WINDPOWER exhibitors for a fee. Details on this program are available from show contact.
- U.S. Commercial Service Seattle and the Washington State Department of Commerce are partnering on an IBP outreach initiative: a spin-off visit to the Seattle area to explore potential business opportunities. The trip will include site visits to prominent exporting businesses in the energy industry and meetings between the international delegates and local U.S. companies.
- Complimentary international networking reception.
- Airfare and hotel discounts.

Contact: Mark Wells, ***Mark.Wells@trade.gov***, (202) 482-0904

Tourism Web Site: ***discoveramerica.com/uk/california/anaheim-index.html***

National Fire Protection Association (NFPA) Conference & Expo

June 12–14, 2011 • Boston, MA • ***nfpa.org***

The NFPA Conference & Expo draws together the products and services needed to meet and maintain compliance with accepted fire protection and life safety codes and standards. NFPA's constantly evolving, consensus-driven codes and standards affect the design, construction, and operation of every building and physical installation in the country. The annual NFPA Conference & Expo plays an essential role in developing these codes and standards through the annual meeting's "documents reporting" sessions and voting procedures. Safety and security commerce in most international markets is robust and expanding.

Exhibitors: 310+ (Estimated 2010)

Industries: Fire protection education/training services, and safety and security.

Target Buyers: Professionals in the areas of fire protection, life safety, electrical, building design and management, general safety, and loss prevention.

Benefits for IBP Attendees

- Registration is complimentary for IBP buyers. Registration deadline is June 1, 2011.
- Technical field trips may be offered; please e-mail the show contact for more information.
- Complimentary international networking reception.

Contact: James Yi, ***James.Yi@trade.gov***, (202) 482-6482

Tourism Web Site: ***discoveramerica.com/ca/massachusetts/boston-index.html***

American Water Works Association (AWWA) ACE11

June 12–16, 2011 • Washington, DC • ***awwa.org***

As the largest technical and educational organization for safe water in the world, the American Water Works Association (AWWA) is the foremost resource for public and private utilities, consultants, manufacturers, distributors, government agencies, and research groups involved with water. Through its 60,000 members, AWWA plays a vital role in every area of public water supply. AWWA is known around the globe for its Annual Conference and Exposition (ACE), which for more than 128 years has been the premier event for the water industry. ACE attendees represent the full spectrum of water professionals, and the conference is the best way to reach potential customers. The conference program and exhibitor participants cover the complete spectrum of drinking water planning, design, construction, operation, and maintenance solutions. ACE is the showcase for exhibitors' latest tools and technologies for water utilities.

Seminars: The technical program offers a comprehensive range of traditional programs and the latest innovations, including presentations by leading experts who apply research and technology to address today's problems and tomorrow's challenges. In keeping with the professional program's adopted theme, many sessions address questions of sustainability related to today's water utility. Information and associated fees are available through show contact.

Exhibitors: 533 (2010)

Industries: Water resources equipment/services.

Target Buyers: Consultants, manufacturers, distributors, government agencies, and research groups involved with water.

Benefits for IBP Attendees

- Registration is complimentary for IBP buyers. Registration deadline is still to be determined; contact for more information.
- Technical field trips are to be determined; contact for more information.
- Networking receptions are to be determined; email the show contact for more information.
- Airfare and hotel discounts.

Contact: Vidya Desai, ***Vidya.Desai@trade.gov***, (202) 482-2311

Tourism Web Site: ***discoveramerica.com/ca/dc-index.html***

InfoComm 2011

June 15–17, 2011 • Orlando, FL • ***infocommshow.org***

InfoComm International is an annual exposition and conference for the professional audiovisual information communications industry. InfoComm exhibitors are manufacturers and distributors of professional audio, video, display, multimedia, presentation, conferencing, digital signage, streaming media, security, residential systems, and other high technology products and services for non-broadcast applications in the corporate, government, military, education, healthcare, and numerous other vertical markets. Products on display at InfoComm are used in professional rental and staging presentation systems, boardrooms, conference centers, transportation terminals, auditoriums, training facilities, command and control centers, stadiums, retail centers, theaters, and classrooms.

Seminars: Educational courses at InfoComm will offer everything for the audiovisual professional, including basic to advanced courses on audio, business, conferencing, design, display and projection, networking, control, signal distribution, presentations, project management, lighting and staging, streaming media, systems integration, digital signal processing, and digital signage. InfoComm also offers more than 350 educational workshops and seminars on a wide range of topics from how-to sessions to lectures on technology theory and application. Sessions range from 30-minute show floor product-specific presentations to full day, multi-instructor workshops.

Exhibitors: 925 (2010)

Industries: Visual display, data and video projection, audio components and systems, video-conferencing, Web-conferencing, digital signage, digital content creation, lighting and staging, internet streaming, and networked presentation and communication systems. Products include: display technologies such as plasma, LED, LCD, pixel blocks, and more; projectors for use in venues of all sizes; microphones, speakers, mixers and other audio components; audio-, video-, and Web-conferencing systems and software; control, interfacing, and signal distribution technology; lighting for events and rooms; staging products: lighting, drapery, stages, etc.; wireless networking and presentation technology; document camera systems; interactive whiteboards; collaborative technologies such as team workspaces, communication dashboards infrastructure, and much more; rich media technology, such as streaming, interactive animation, and more; digital content creation tools; command center control and remote monitoring technology; presentation tools and software; and information communications technology equipment related furniture, lecterns, and portable solutions.

Target Buyers: Manufacturers, dealers, systems integrators and contractors; AV/IT technology managers in education, government, business, healthcare, hospitality, and worship; IT managers and CIOs, architects and specifying engineers, sales and marketing professionals, independent reps, programmers, dealers and distributors, independent design consultants, acoustical consultants, presentation and video production professionals, stage equipment rental and staging companies, and other related fields.

Benefits for IBP Attendees

- Registration is complimentary for IBP buyers. Registration deadline is June 1, 2011.
- Manufacturer product-specific training sessions are available to IBP attendees for a nominal fee of $25 per session. InfoComm's education sessions located off the show floor carry separate registration fees which vary for members and non-members from $129 per individual session for members to as much as $1,895 for a non-member full conference package registration. Check the InfoComm Web site, or email the show contact for the most updated information.
- InfoComm typically features fee-based technology tours of nearby facilities. Past Orlando area tours have included behind-the-scenes looks at the integration of audio-visual technology at SeaWorld Orlando, the Orange County Courthouse, and a local Cirque du Soleil production. All tours include transportation between the convention center and the tour venue.
- U.S. Commercial Service Seattle and the Washington State Department of Commerce are partnering on an IBP outreach initiative: a spin-off visit to the Seattle area to explore potential business opportunities. The trip will include site visits to prominent exporting businesses in the information and communications technology industry and meetings between the international delegates and local U.S. companies.
- Complimentary opening reception and international networking reception.
- Airfare and hotel discounts.

Contact: Graylin Presbury, ***Graylin.Presbury@trade.gov***, (202) 482-5158

Tourism Web Site: ***discoveramerica.com/uk/florida/orlando-index.html***

AACC Annual Meeting and Clinical Lab Expo (American Association for Clinical Chemistry)

July 24–28, 2011 • Atlanta, GA • ***aacc.org***

AACC is the largest exposition in the world dedicated to diagnostic products for diagnosing diseases and measuring health status. Although the focus is on laboratory testing, there is increasing emphasis on near-patient testing, patient self-testing, and original equipment manufacturer (OEM) products, which are of interest to developers and manufacturers of diagnostic products.

Seminars: The AACC Annual Meeting is holding more than 200 educational sessions and workshops available for a fee.

Exhibitors: 700 (2010)

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, and others; reagents to work with the above systems and as stand-alone test kits; laboratory disposables, such as phlebotomy supplies, sterile materials, and safety equipment; laboratory computer systems; products for near-patient testing and patient self-testing: glucose, coagulation, electrolytes, blood gases, cholesterol, etc; 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, pathologists, clinical chemists, laboratory technologists, academics, and a large number of product developers, manufacturers, and distributors of products for medical labs and diagnostic research.

Benefits for IBP Attendees

- Registration is complimentary for IBP buyers. Registration deadline is June 24, 2011.
- Visit ***aacc.org*** for seminar registration fees, or check with show contact.
- U.S. Commercial Service Seattle and the Washington State Department of Commerce are partnering on an IBP outreach initiative: a spin-off visit to the Seattle area to explore potential business opportunities. The trip will include site visits to prominent exporting businesses in the healthcare/medical industry and meetings between the international delegates and local U.S. companies.
- Complimentary international networking reception.
- Airfare and hotel discounts (hotel discounts arranged through show organizer).

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Tourism Web Site: ***discoveramerica.com/uk/georgia/atlanta-index.html***

AUVSI's Unmanned Systems North America 2011

August 16–19, 2011 • Washington, DC • ***symposium.auvsi.org***

AUVSI is the world's largest non-profit organization devoted exclusively to advancing the unmanned systems community. Through its annual convention, the association brings together an extensive display of robotic and unmanned systems technology including air, ground, maritime (underwater and surface), space, and components. The association is committed to fostering, developing, and promoting unmanned systems and related technologies with members from government organizations, industry, and academia.

Seminars: AUVSI offers more than 140 opportunities to get the latest updates on the unmanned systems community. Education seminars vary and can be general sessions, technical presentations, poster presentations, panel sessions, workshops, "Hot Topics," and "Beyond the Booth Showcases."

Exhibitors: 400+ (2010)

Industries: Aviation services, defense industry equipment, electronics industry product/test equipment, and robotics.

Target Buyers: Commercial and defense operators, CEOs and high-level decision-makers, government and industry program managers, policy makers, scientists, researchers, and students.

Benefits for IBP Attendees

- Registration is complimentary for IBP buyers. Registration deadline is July 25, 2011.
- Seminar fees vary depending on the educational session.
- U.S. Commercial Service Seattle and the Washington State Department of Commerce are partnering on an IBP outreach initiative: a spin-off visit to the Seattle area to explore potential business opportunities. The trip will include site visits to prominent exporting businesses in the aerospace industry and meetings between the international delegates and local U.S. companies.
- Complimentary international networking reception.
- Airfare and hotel discounts.

Contact: Carol Rudman, ***Carol.Rudman@trade.gov***, (202) 482-0905

Tourism Web Site: ***discoveramerica.com/uk/dc-index.html***

GRAPH EXPO 2011

September 11–14, 2011 • Chicago, IL • ***graphexpo.com***

GRAPH EXPO is the largest and most comprehensive graphic communications and package printing/converting event in the Americas. Attendees are tens of thousands of graphic communications and converting professionals who will come to see, explore, and evaluate the latest technologies and related services from among more than 500 exhibitors from all over the world representing all sectors of the industry.

Seminars: GRAPH EXPO offers a dynamic content-rich conference program with sessions presented by the foremost experts in the graphic communications industry—complete with offerings in English and Spanish. The varied knowledge opportunities include conferences, seminars, theaters, and in-booth consultative services.

Exhibitors: 530+ (Estimated 2010)

Industries: Machinery, equipment, supplies, and services: art preparation and design, composition, computer and electronic publishing, computer/direct to plate, digital electronic color prepress, digital printers, copiers/color and monochrome, presses and reproduction software and workflow, computer hardware, post press and finishing, paper converting and packaging, paper and paper handling, ink and toner, plant equipment, and services to the trade.

Target Buyers: Creative professionals in advertising, marketing, direct mail and design, in-plant shops, all types of package printing segments, and the multitude of users of offset and digital printing equipment in larger enterprise companies—those that use in-house and subcontracted digital equipment to print variable and transactional bills, statements, credit cards, and other printed materials; industry professionals such as commercial printers, in-plant printers, book/magazine printers/publishers, package printers, quick/instant printers, wide format printers, transactional printers, newspaper printers/publishers, mailing and fulfillment professionals, creative services (advertising and marketing) professionals, and print buyers.

Benefits for IBP Attendees

- Registration is complimentary for IBP buyers. Registration deadline is still to be determined.
- Complimentary international networking reception.
- Airfare and hotel discounts available through Web site.

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Tourism Web Site: ***discoveramerica.com/uk/dc-index.html***

HBA Global Expo (Health & Beauty Association)

June 28–30, 2011 • New York, NY • ***hbaexpo.com***

HBA Global Expo is the major show for the cosmetics and personal care industry in the United States focused on the packaging, raw materials, and ingredients side of the product development cycle. (It does not focus on finished products available to the public, unlike most other beauty industry events.)

Seminars: With over 40 sessions, the HBA conference is packed with need-to-know education and information, including case studies, in-depth exploration into specific markets, roundtables with industry leaders, new technical innovations, and all-new interactive sessions that can broaden your business.

Exhibitors: 410+ (Estimated 2010)

Industries: Cosmetics/toiletries, education/training services, general consumer goods, general services, health care services, packaging equipment, and textile fabrics.

Target Buyers: Cosmetic and beauty buyers who are product managers, brand managers and packaging managers, as well as cosmetic manufacturers looking for packaging and ingredients for their private labels.

Benefits for IBP Attendees

- Registration is complimentary for IBP buyers. Registration deadline is to be determined.
- Seminar passes quantity discounts.
- Complimentary international networking reception.
- Airfare and hotel discounts.

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Tourism Web Site: ***discoveramerica.com/uk/new-york/new-york-city-index.html***

RETECH 2011 (Renewable Energy Technology Conference & Exhibition)

September 20–22, 2011 • Washington, DC • ***retech2011.com***

RETECH 2011 is the event "Where Government, Finance, Utility, and Technology Leaders CONNECT for Renewable Energy." RETECH 2010 attracted more than 3,000 attendees and more than 150 exhibitors from all renewable energy sectors—wind, solar, hydro, ocean, geothermal, biomass, biofuels, and waste energy. The 2010 event attracted more than 250 industry experts who spoke and provided their insights into new products, strategies, and technologies covering all renewable energy sectors, in both the United States and overseas markets.

Seminars: RETECH 2011 will offer more than 40 educational programs, workshops, and seminars focusing on all facets of the renewable energy sector in the United States and international markets. Check the show's Web site for a complete list of all workshops, seminars and educational sessions.

Exhibitors: 150 (2010)

Industries: Automotive/transportation, biofuels, biomass power, component equipment suppliers, construction and rigging companies, educational institutions, engineering (EPCs), equipment manufacturers, financial services, geothermal energy, government, hydro power, legal services, NGO's, ocean power, OEMs, photovoltaics, renewable energy development, equipment and technology, research and development companies, solar power, and wind power.

Target Buyers: Individuals involved in all segments of the renewable energy sectors, including government and regulatory agencies, utility/energy companies, financial and investment institutions, and renewable energy technology firms.

Benefits for IBP Attendees

- Complimentary pass is available to IBP buyers for the exhibit floor. Registration deadline is August 1, 2011.
- Special pre-show or post-show plant tours or site visits may be offered by exhibitors for a fee.
- Complimentary international networking reception.
- Airfare and hotel discounts.

Contact: Mark Wells, ***Mark.Wells@trade.gov***, (202) 482-0904

Tourism Web Site: ***discoveramerica.com/uk/dc-index.html***

Natural Products Expo East

September 21–24, 2011 • Baltimore, MS • ***expoeast.com***

The largest natural and organic products trade show on the East Coast of the United States, Natural Products Expo East features thousands of the newest and best-selling products and branded ingredients from up to 1,300 companies. The show draws a growing international clientele by delivering the best in organic at BioFach America-Organic Products Expo, while also offering an extensive training program for retailers and acting as a platform for advocacy through a strategic partnership with Natural Products Association East.

Seminars: Natural Products Expo East provides opportunities to learn and explore new ideas, industry trends, and practical solutions to improve business practices and broaden industry knowledge. Sessions are included with the registration fee, unless otherwise noted in the seminar description. Check the Web site for a full list of the offerings.

Exhibitors: 925+ (Estimated 2010)

Industries: Processed foods, food processing/packaging equipment, general consumer goods, household consumer goods, health care services, pet foods/supplies.

Target Buyers: Professionals and buyers in health, beauty, and natural living.

Benefits for IBP Attendees

- Reduced registration fees for IBP buyers. Registration deadline is still to be determined.
- Networking receptions are to be determined.
- Airfare and hotel discounts.

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Tourism Web Site: ***discoveramerica.com/uk/maryland/baltimore-index.html***

PACK EXPO Las Vegas 2011

September 26–28, 2011 • Las Vegas, NV • ***packexpo.com***

PACK EXPO Las Vegas 2011 will focus on the latest developments in packaging technology and will showcase advances in packaging machinery, processing machinery, converting machinery, materials, packages and containers, and components. PACK EXPO Las Vegas 2011 will also feature the Brand Zone at PACK EXPO (formerly known as the Containers & Materials Pavilion), with more than 150 exhibitors across more than 50,000 net square feet of exhibition space. It will highlight inventive packaging to help packaging directors, open innovation executives, brand managers, and designers shape winning brands, improve sustainability scores, and improve their competitiveness.

Seminars: The conference program will address specific market needs and issues that concern packaging, processing, and converting companies around the globe. Admission to the exhibition and conference sessions will be charged separately.

Exhibitors: 1,740+ (Estimated 2010)

Industries: Packaging and related converting machinery, materials, packages, containers, controls, software, components, sensing and inspection systems, robotics, and design systems.

Target Buyers: Corporate managers, engineers, manufacturers, quality controllers, purchasers, production supervisors, and R&D; sales and marketing in the packaging industry for automotive, food, beverage, wine, meat, poultry, seafood, fruits, vegetables, bakery, snack, cosmetics, toiletries, dairy, medical, pharmaceutical, chemical, candy, confection, raw material, paper, textile, electronics, parts, computer hardware, computer software, entertainment, and soaps/detergents.

Benefits for IBP Attendees

- Registration is complimentary for IBP buyers. Registration deadline is still to be determined.
- Complimentary international networking reception.
- Airfare and hotel discounts.

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Tourism Web Site: ***discoveramerica.com/uk/nevada/las-vegas-index.html***

High Point Fall Market 2011

October 22–27, 2011 • High Point, NC • ***highpointmarket.org***

The High Point Market is the largest trade show serving the home furnishings marketplace. The High Point Furniture Market represents all aspects of home furnishings, including wood and upholstered furniture, lighting, home décor, fabrics, and textiles; products offered cover all price points in the industry. Historically, this show has attracted buyers and exhibitors from all over the world. It has grown to 12 million square feet of showroom space attracting more than 80,000 people twice a year.

Seminars: High Point Market attendees may choose from more than 60 educational seminars, some of which provide an opportunity to earn Continuing Education Unit accreditation. Seminars, led by leading consumer researchers, designers, and consultants, cover all aspects of the home furnishings business, from current lifestyle trends to business-building techniques. The majority of seminars are complimentary to attendees with a few charging a nominal fee.

Exhibitors: 2,000 (2010)

Industries: Furniture/general consumer goods/textiles, antiques, armoires, bedding, bedroom furniture, bar furniture, bath, carpet/rugs, case goods (wood furniture), chairs, container only, contract furniture, decorative accessories, dining, home theater, juvenile, kitchen, leather furniture, lamp and lighting, made in the USA, occasional furniture, office, outdoor/patio furniture, ready-to-assemble furniture, services, storage and display, textiles/soft goods, unfinished furniture, upholstered furniture, wall décor, and U.S. warehouse.

Target Buyers: Key retailers, wholesalers, interior designers, architects, and specifiers who sell home furnishings.

Benefits for IBP Attendees

- Registration is complimentary for IBP buyers. Registration deadline is October 27, 2011.
- Complimentary exhibitor and international attendee welcome reception.
- Educational sessions. (Many complimentary; some may require a fee.)
- Airfare and hotel discounts.

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Tourism Web Site: ***discoveramerica.com/uk/north-carolina/index.html***

National Funeral Directors Association (NFDA) International Convention and Expo

October 23–26, 2011 • Chicago, IL • ***nfda.org***

Thousands of death care professionals from across the globe make their way to the NFDA Convention each year to network with peers and purchase new products, technologies, applications, and services. The NFDA Convention is by far the most highly regarded new product development forum in the death care industry, bringing buyers and sellers from all corners of the world together. The NFDA Convention is the only international convention for this industry in the world.

Seminars: NFDA will have nearly 40 educational sessions featuring some of the profession's brightest minds. Attendees may earn up to 13 continuing education hours in one place.

Exhibitors: 300+ (Estimated 2010)

Industries: Death care, automobile/light truck/vans, cosmetics/toiletries, advanced ceramics, and medical equipment.

Target Buyers: Death care professionals.

Benefits for IBP Attendees

- Tours are offered by NFDA. Please visit the show Web site for more information.
- Complimentary international networking reception.
- Airfare and hotel discounts available through the show Web site.

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Tourism Web Site: ***discoveramerica.com/uk/illinois/chicago-index.html***

IFAI Expo Americas 2011 (Industrial Fabrics Association International)

October 25–27, 2011 • Baltimore, MD • ***ifai.com***

IFAI Expo Americas is the largest event in the Americas for the technical textiles industry. The event encompasses all levels of the technical textile industry value chain, from fiber producers to fabric producers to textile equipment and finally to fabricators of products using these materials and equipment.

Seminars: Education at the IFAI Expo covers timely subjects and emerging issues affecting today's specialty fabrics marketplace, and the programs help advance the knowledge and skills of the specialty fabrics community. Manufacturers, engineers, designers, architects, textile specialists, the research community, and business and marketing professionals will be able to select from many symposia, hands-on workshops, and special educational sessions.

Exhibitors: 360+ (Estimated 2010)

Industries: Adhesives, awnings and related products, chemicals and compounds, coatings, computer software/hardware, consulting/R&D, contract sewing/sealing, converting, cordage, equipment (cutting, material handling, rewinding, etc.), fabric (coated, laminated, woven, knit, narrow, composite), fabric structures, fibers/yarns, film, fabric care and maintenance, findings and hardware, finishing and dyeing, inkjet printing/dye sublimation/thermal printing, transfer jobbing/distributing, laminating, netting/screening/mesh, nonwovens, pipe and tubing, rope/cord/straps, shutters/rollscreens and shades, structures, testing equipment/services, tools, weaving/knitting, Web sites, webbing and narrow fabric, and more.

Target Buyers: Titles and functions of a typical visitor include president/CEO, purchasing, sales, marketing, production, technical/R&D, administrative personnel, and students/academics of specialty fabrics, material advancements, production techniques, and marketing strategies in the textile field.

Benefits for IBP Attendees

- Registration is complimentary for IBP buyers. Registration deadline is to be determined.
- Complimentary welcome reception and international visitors reception.
- Airfare and hotel discounts.

Contact: Amanda Ayvaz, ***Amanda.Ayvaz@trade.gov***, (202) 482-0338

Tourism Web Site: ***discoveramerica.com/uk/maryland/baltimore-index.html***

LAGCOE (Louisiana Gulf Coast Oil Exposition)

October 25–27, 2011 • Lafayette, LA • ***lagcoe.com***

Held biennially, LAGCOE is the longest-established professional trade show in Louisiana, and the second-largest oil and gas show in the United States. LAGCOE provides opportunities for exhibitors to showcase their products and services to the petroleum industry, and allows oil and gas industry-related engineers and operations personnel to preview the latest technology and equipment.

Seminars: LAGCOE will offer educational seminars and technical presentations. Check the show Web site for the schedule.

Exhibitors: 404 (2009)

Industries: Equipment manufacturers and service providers of drilling, engineering, exploration, fabrication, instrumentation and controls, environmental, marine, materials, oilfield chemicals, oil spill cleanup, pollution control (air, earth, water), process, production, safety, seismic, specialized equipment, sub-sea exploration, survey, telecommunications, testing, tools, training, transportation, well completion, and workover and wireline.

Target Buyers: Potential attendees to LAGCOE 2011 will be decisionmakers within governments, industries, and private-sector companies who are involved in various aspects of the oil and gas industry such as project management, engineering, drilling, purchasing, exploration, and production in their specific region or country; private business people and government officials working or interested in onshore and offshore safety and training, environmental cleanup and soil remediation, oil spill prevention and cleanup, offshore and remote telecommunications, specialized tools, equipment and instruments, new drilling and exploration technologies, and subsidiary support services.

Benefits for IBP Attendees

- No registration fee for IBP buyers. Registration deadline is to be determined.
- Technical field trips may be offered. Please email the show contact for more information.
- Complimentary exhibitor and international attendee welcome reception.
- Airfare and hotel discounts.

Contact: Mark Wells, ***Mark.Wells@trade.gov***, (202) 482-0904

Tourism Web Site: ***discoveramerica.com/uk/louisiana/index.html***

The SEMA Show/AAPEX 2011

November 1–4, 2011 • Las Vegas, NV • ***aaiwshow.com***

The Automotive Aftermarket Products Expo (AAPEX) and the Specialty Equipment Market Association (SEMA) Show comprise the 2011 Automotive Aftermarket Industry Week, recognized as the largest trade-only event in the industry. One of the largest automotive events in the world, SEMA/AAPEX will have more than 3,500 exhibitors representing thousands of new and established products. The SEMA Show represents the $8 billion specialty automotive performance industry featuring performance, accessories, restoration, and motorsports products. Because of the highly fragmented nature of the industry, and the niche market approach of its consumers, there are a large number of "specialty stores" or "tuning shops" that serve SEMA industry consumers. AAPEX represents the $405 billion global automotive aftermarket that includes replacement parts, accessories, chemicals, tires, and non-warranty service for passenger cars and light trucks. The "Do-It-For-Me," or professional service side of the aftermarket, consists of professional repair, maintenance, and installation of automotive products at either independent aftermarket outlets or vehicle dealerships.

Seminars: Complimentary educational and technical seminars related to the automotive aftermarket will be held during show days. More than 100 course offerings will also be held in conjunction with SEMA/AAPEX 2011. The SEMA Show Education Days program features 60 sessions in eight tracks: vehicle technology super sessions, technology briefing super sessions, business efficiency 101, customer service and sales solutions, industry trends and forecasts, legal and public policy, marketing, and small business management. AAPEX features the AAPEX Inside Track Learning Forum where 26 sessions cover topics on the aftermarket outlook, export markets, credit market, telematics, technology trends, customer retention, selling parts for imports, shop profitability, and marketing on a shoe-string budget. Specific day-long conferences may also be available. Technical seminars and product demonstrations will be held on all show days. Product installation clinics (action centers) and technical seminars will be conducted for attendees by a variety of exhibitors in exhibit spaces or meeting facilities.

Exhibitors: 3,500 (Estimated 2010)

Industries: Allied services, analyzers and testers, accessories, body equipment, brake system components, car-care products, chemicals and additives, computers and software, dress-up accessories, e-commerce service providers, emission controls, electronic diagnostic tools, electronics, engines and engine hard parts, fuel system components, light truck/SUV parts and accessories, lubricants, machine and shop equipment, medium-/heavy-duty truck parts and accessories, mobile electronics, motor equipment, motor oil, motor vehicle replacement parts, motorcycle parts and equipment, off-road equipment, performance parts and accessories, racing products, re-manufactured motor vehicle parts, replacement and restoration parts, restyling/ground effects, RV parts and accessories, safety equipment, security devices, service bay equipment, "smart car" vehicle technology applications, specialty equipment, stereo and sound equipment, store fixtures, street rod products, test and tune-up equipment, tires and wheels, tools and service equipment, trailer equipment, transmission equipment, waxes and polishes, warehouse equipment, and wheels.

Target Buyers: Executives with purchasing authority qualify to attend this event, and will be eligible for complimentary registration if they meet the qualification guidelines. This is a trade-only event; therefore, car collectors and car enthusiasts are not allowed entrance to the shows. Others not eligible for admission include service providers such as attorneys, freight providers, travel agencies, graphic artists, modeling agencies, printers, and packaging companies or other non-retail buying attendees.

Benefits for IBP Attendees

- Complimentary admission for all IBP qualified buyers. Registration deadline is in mid-September 2011.
- Complimentary international networking receptions.
- Airfare and hotel discounts through the show Web sites.

Contact: Shelby Peterson, ***Shelby.Peterson@trade.gov***, (202) 482-5531

Tourism Web Site: ***discoveramerica.com/uk/nevada/las-vegas-index.html***

American Film Market®

November 2–9, 2011 • Santa Monica, CA • ***americanfilmmarket.com***

The American Film Market® (AFM), produced by the Independent Film & Television Alliance, is the largest motion picture export trade show in the world and is the only one in the Western Hemisphere. Unlike international shows, the AFM offers easy access to Hollywood, its studios, and its executives. Hundreds of completed films are licensed for distribution to distributors around the world and many more projects will find production financing through pre-sales, coproduction arrangements, and bank loans, all negotiated and sealed at the AFM.

Seminars: The AFM partners with several industry associations that deliver seminars during the American Film Market. See the schedule on the AFM Web site.

Exhibitors: 300 (Estimated 2010)

Industries: Films for theatrical release, video, DVD, on demand, cable television, and new media.

Target Buyers: There are two main targeted attendees: buyers and industry professionals. Accredited buyers attending to purchase content for distribution can be international broadcasters, video distributors, theater owners, cable outlets, satellite providers, and video on demand distributors. AFM is targeting international buyers who have not attended the AFM in the past two years. Industry professionals who attend primarily to network or to market their services include financiers, producers, lawyers, film commissioners, film labs, post-production companies, production studios, festival directors, and other companies or individuals involved in the film and entertainment industry.

Benefits for IPB Attendees

- Registration fee is $495 (reduction from $795) for IBP qualified buyers. Registration deadline is October 15, 2011.
- Complimentary international networking reception.
- Airfare and hotel discounts available when booked through the show organizer by October 1, 2011.

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Tourism Web Site: ***discoveramerica.com/uk/california/los-angeles-index.html*** or ***santamonica.com***

Greater New York Dental Meeting

November 25–30, 2011 • New York, NY • ***gnydm.com***

The Greater New York Dental Meeting (GNYDM) showcases the latest technological advances in the art and science of dentistry. The 86th annual gathering is one of the premier dental meetings featuring an array of educational programs, unmatched for its breadth and scope of subjects as well as technical exhibits featuring all the innovations in dental technology and services.

Seminars: Information will be available online with the fee schedules for educational programs. GNYDM also features many complimentary daily conferences. All international delegations with IBP recognition have a 50 percent reduction in all educational program fees. Hands-on workshops for dentists are fee-based due to the materials involved; fees will be listed on the show Web site.

Exhibitors: 540+ (Estimated 2010)

Industries: Abrasive, acrylics, air abrasives, air compressors, alloys, amalgamators, analgesia, anesthesia equipment and supplies, analgesics, anatomical models, anesthetics, antibacterial soaps & detergents, antibiotics, apex locators, articulating paper/film/ribbon, articulators, asepsis products, artificial teeth, attachments, audiovisual equipment, autoclaves and accessories, bleaching products, blood pressure diagnostic instruments, bonding agents, bone grafting materials, bookkeeping systems, books, burs, business systems and equipment, cabinets, CAD/CAM systems, cameras–intraoral, casting machines, casting metals, cements, chairs and accessories, cleaners, composite instruments, composites, computer hardware/software, computer imaging, continuing education and training, cosmetic restorations, cotton products, crown and bridge materials, curing units, darkroom equipment, portable dental equipment, dental hygiene materials, dental laboratories, dental lab equipment, dental office design, dentifrices, denture adhesives, denture cleaners, diagnostic and testing services, diagnostic equipment, diamond points and disks, dietary products, digital imaging and radiography, disinfecting solutions, disks/mandrels/strips, disposable needles, disposable products, educational materials, electrosurgical equipment, emergency drugs/equipment, endodontic instruments and supplies, equipment leasing, equipment repair/maintenance, evacuation systems, protective eyewear, fiber optics, filling materials, flossing materials, fluoride products, furnaces, gloves, hand care products, hand pieces, implant systems and devices, impression materials, impression trays, infection control, products, hand instruments, general/surgical, intraoral video cameras, investment equipment, irrigators, laboratory equipment, lasers, lathes/chucks, lights, loupes, lubricants, masks, medical waste services, medicaments, metal recovery and refining, microscopes, mirrors, mixing pads, model forming tools, demonstration models, mouthwashes, nutritional products, office equipment, office supplies/equipment, oral hygiene aids, oral irrigation devices, orthodontic materials, OSHA compliance products, periodontal exam systems, periodontal materials, personnel services, pharmaceuticals, photographic equipment, pins, pit and fissure sealants, plaque control products, porcelain products, prophy brushes and cups, prophy materials, prophylaxis angles and kits, protective coverings, pulp testers, repair kits, repair services, restorative materials, retraction materials, rubber dam and accessories, saliva ejectors, scalers, sharpeners, soaps and lotions, solder/fluxes, sterilizers and accessories, sterilizing/disinfecting solutions, stools, surgical supplies, sutures, syringes, TMD diagnostic and treatment products, tooth shade guides, toothbrushes, torches, trays, ultrasonic equipment, uniforms, vacuum investing machines, vacuum units and accessories, varnishes, vibrators, wax patterns/molds/removers, waxes, x-ray film and supplies, x-ray machines and equipment, and x-ray processors.

Target Buyers: International dentists, dental support staff, dental dealers, dental supply companies, government health officials, and other health care potential buyers.

Benefits for IBP Attendees

- Registration is complimentary for IBP buyers. There is no registration deadline.
- Special organized visits to dental clinics in major New York City hospitals and dental schools of nearby universities.
- Complimentary international networking reception.
- Airfare and hotel discounts.
- Live dental procedures, performed in an amphitheater with TV screens, are available for viewing the latest dental procedures.

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Tourism Web Site: ***discoveramerica.com/uk/new-york/new-york-city-index.html***

POWER-GEN® International

December 6–8, 2011 • Las Vegas, NV • ***power-gen.com***

Power-Gen International (PGI) is the electric power generation industry's largest event in the world, attracting more than 18,000 attendees and 1,200 exhibitors from more than 75 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.

Seminars: The educational and technical sessions will include more than 200 professional speakers in more than 35 conference sessions, providing the latest technology and information for the power industry. The program will consist of pre-conference courses, followed by a multi-track program focused on industry trends/competitive power generation, environmental issues, fossil technologies, gas turbine technologies, renewable energy, on-site power, plant performance, and more.

Exhibitors: 800+ (Estimated 2010)

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.

Benefits for IBP Attendees

- Registration is complimentary for IBP buyers. Registration deadline is November 6, 2011.
- PowerGen offers comprehensive technical tours of surrounding area power plants. All technical tours require a separate registration fee, have limited space available, and may require a background check.
- U.S. Commercial Service Seattle and the Washington State Department of Commerce are partnering on an IBP outreach initiative: a spin-off visit to the Seattle area to explore potential business opportunities. The trip will include site visits to prominent exporting businesses in the energy industry and meetings between the international delegates and local U.S. companies.
- Complimentary international networking reception.
- Airfare and hotel discounts.

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