"We chose the XLERATOR® for the USGBC headquarters because it meets the aggressive energy and waste reduction objectives for designing state-of-the-art green restrooms."

- Ken Wilson, Principal, Envision Design

Keeping The USGBC Headquarters Clean and Green

The U.S. Green Building Council (USGBC) sets the standard for today’s best practices in green building and design. The XLERATOR high-speed, energy-efficient hand dryer is the specified hand dryer of choice at USGBC headquarters.
Export USA is the export promotion magazine of the USA. The catalog-style magazine is designed to help international buyers find products and services from American suppliers.

Every issue of Export USA includes American companies and trade shows looking to find distributors/agents and buyers for their products and services. The purpose of the magazine is to assist importers all over the world in their search for American products and services.

In this issue of Export USA, you also can learn more about some of the most important trade shows in the world, including International CES, Power Gen, the Shot Show and the World of Concrete. An easy way to find trade shows and companies in Export USA is to start on the Table of Contents on Page 4.

Developed to replace Commercial News USA, Export USA is distributed bi-monthly to readers outside the United States. The magazine, which is free, is distributed to U.S. embassies and consulates, trade shows, trade associations and other third multipliers worldwide.

Export USA is sent directly to qualified recipients, such as pre-screened agents, distributors, buyers, end-users, and selected multiplier organizations. Free copies are also available at industry trade shows and other events around the world. Export USA reaches 250,000 international buyers, in print and online.

Whether you are looking to import for the first time from the United States or find additional U.S. suppliers, Export USA is a proven method for finding the right U.S. suppliers for your company. Each issue features U.S. companies interested in expanding into new markets around the world—and who are ready to do business.

If you are an international buyer, distributor or importer interested in doing business with an American company in any form: Direct purchase, representation, distribution, franchising, joint venture or other strategic partnering, Export USA will help you find new partners.

Export USA is the American magazine for international buyers. Read the digital edition of Export USA online at exusa.thinkglobal.us.
January 19–22, 2016, in Las Vegas, Nevada

Attend the 2016 Shooting, Hunting and Outdoor Trade Show

The world’s leading manufacturers for hunting, shooting sports and law enforcement equipment will be showcasing their newest products at the 2016 Shooting, Hunting and Outdoor Trade Show® (SHOT Show®) and Conference in Las Vegas. This trade-only event brings together retailers, buyers and industry professionals from more than 100 countries.

With more than 630,000 net square-feet, and more than 20 kilometers of aisles, the SHOT Show is the perfect opportunity to meet with manufacturers or distributors, and to review the latest product developments in cutlery, firearms, ammunition, gun safes, locks and cases, optics, shooting range equipment, targets, training and safety equipment, hunting accessories, law enforcement equipment, hearing and eye protection, tree stands, scents and lures, GPS systems, holsters, apparel, leather goods, game calls and decoys.

The SHOT Show welcomes international industry professionals. The U.S. Department of Commerce continues to include the SHOT Show in its International Buyer Program. Through this program, international delegates are able to maximize their import/export potential with U.S.-based manufacturers.

The SHOT Show’s International Trade Center will be expanded for the 2016 show to accommodate the growing number of visitors. All international delegates have access, which includes amenities such as breakfast, light lunch, receptions each day of the show, complimentary Wi-Fi internet access, private conference rooms, and multi-language translators.

Las Vegas continues to make travel easier and more accessible for international travelers. A new terminal (T-3) has been added to the McCarran Airport, along with more direct international flights, a larger Federal Inspection Services facility capable of accommodating as many as 2,200 passengers per hour, and Automated Passport Control kiosks or APCs.

The SHOT Show will run from January 19–22, at the Sands Expo & Convention Center in Las Vegas. It is owned and sponsored by the National Shooting Sports Foundation (NSSF), the trade association for the firearms industry whose mission is to promote, protect and preserve hunting and the shooting sports. Formed in 1961, NSSF has a membership of more than 12,000 manufacturers, distributors, firearms retailers, shooting ranges, sportsmen’s organizations and publishers.

For more information on the 2016 SHOT Show, visit www.shotshow.org.
December 8-10, 2015 in Las Vegas

POWER-GEN International 2015: World’s Largest Power Generation Event

More than 22,000 attendees from 98 countries will gather in Las Vegas, December 8-10, 2015, for POWER-GEN International, the world’s largest power generation event. Throughout the years, POWER-GEN International has covered it all, provided a world stage for the innovations, ideas and solutions that have formed our industry for more than two decades.

Featuring presentations from more than 200 speakers in 11 tracks, POWER-GEN International addresses a broad range of business and technical issues including Microgrids, Storage & Virtual Power Plants; Emissions Control; Gas Turbine Technologies; Industry Trends; On-Site Power; Plant Performance & Power Project Financing.


Benefit from five days packed with pre-conference workshops, technical tours, more than 70 conference sessions, panel discussions, three exhibition days and multiple networking events. Like never before, you’ll have access to nearly every facet of the market – all under one roof. All POWER-GEN International attendees will have access to POWER GENERATION WEEK.

This year’s curriculum includes Competitive Power College pre-conference workshops, mega-Sessions, technical tours, opening keynote session, plenary session and networking breakfasts. Networking opportunities include a Golf Tournament, the Annual Awards Gala, Networking Party at LIFE (SLS Vegas), Drinks with 22,000 of Your Closest Friends on the exhibit floor, and the Women in Power Luncheon and Keynote Address.

Attendees include professionals from electric utilities, independent power producers, merchant plants, co-generators and self-generators, unregulated generation subsidiaries, industrial facilities, project development companies, architect/engineering firms, OEMs, and others.

Featuring the industry’s largest exhibit floor, with more than 1,400 exhibiting companies from around the world, POWER-GEN International is the platform for new product launches and unveilings—a showcase for products and services such as boilers, turbines, engines, boiler water and feedwater treatment services, computer hardware and software, controls and instrumentation systems, engineering and construction services, generators, plant electrical systems, pumps, valves and valve actuators, and more.

POWER-GEN International 2015 has been chosen by the U.S. Department of Commerce to participate in the International Buyer Program, a joint U.S. government-industry effort designed to stimulate U.S. exports by promoting major U.S. industry exhibitions to international markets. As part of the program, a USDOC Global Business Center will be located on-site. Services for international delegates and exhibitors interested in establishing international business relationships include translation assistance, matchmaking services, conference rooms, business services, market information, and trade lead assistance.

Participants of the international delegations receive the following:

• Complimentary admission to the exhibit floor
• Informal briefing at show (upon request)
• Drinks With 22,000 of Your Closest Friends
• Complimentary admission to the Networking Party at Howl at the Moon
• Access to the USDOC Global Business Center

For more information about joining a delegation, contact your local U.S. Commercial Service office at a U.S. Embassy.

To register, visit www.power-gen.com

Founded in 1910, PennWell publishes 130 print and online magazines and newsletters, conducts 60 conferences and exhibitions on six continents, and has an extensive offering of books, maps, websites, research and database services. PennWell’s headquarters are in Tulsa, Oklahoma. For additional information about PennWell, visit www.pennwell.com.

How To Contact
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World of Concrete, the only annual international commercial construction trade show for the concrete and masonry industries, attracted 55,000+ professional registrants and showcased more than 1,400 leading suppliers in 2015.

WOC will once again feature special product and action areas, including The Producer Center, a marketplace of materials, equipment, demos, and seminars for concrete producers; Material Handling, offering trucks, excavators and more for material delivery, distribution, concrete placement, and earth moving; Concrete Repair & Demolition, housing a display of surface preparation equipment, scarifying, grinding, sawing equipment, and other demolition products; World of Masonry, showcasing products, tools, information, and technology for masonry professionals; Technology for Construction, featuring the newest products and tools for the commercial construction industry from top information technology and systems providers; and Concrete Surfaces & Decorative showcasing the popularity of decorative concrete for both commercial and residential applications.

NEW for 2016, WOC will launch a new area on the show floor for precast concrete, highlighting the latest products and technologies in the precast/prestressed sector.

World of Concrete will continue to bring international buyers together with U.S. exhibitors to expand business domestically and overseas. For the 11th consecutive year, the U.S. Department of Commerce has selected the World of Concrete as a participant in the International Buyer Program (IBP). WOC draws significant attendance at each event working with the Department of Commerce Commercial Services posts from around the world. World of Concrete welcomes international exhibitors to sell their concrete- and masonry-related products and services, as well as international attendee delegations from across the globe to network, test drive equipment and discover new products and services and benefit from a world-class education program.

At WOC, find everything you need to grow your business. Make new contacts and strengthen your industry connections. See, touch and test the latest products under real-world, jobsite conditions. Attend expert-led seminars for new skills, practical solutions and creative strategies to improve your business.

“World of Concrete will continue to bring international buyers together with U.S. exhibitors…”

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www.worldofconcrete.com
Jackie.James@informa.com
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World of Concrete 2016: February 2-5; Seminars 1-5 at the Las Vegas Convention Center, Las Vegas, Nevada!
Everything starts at World of Concrete. It’s the industry’s only annual international event dedicated to the commercial concrete and masonry industries. And, it jumpstarts each new year by supplying you with the latest innovations, expert know-how and best new products to finish your work faster, better and more profitably. From the start of each job to its successful completion—we’ve got you covered.

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Zanon USA Inc., a leader and innovator in the nutraceutical industry, is dedicated to improving the health of children and adults worldwide. Zanon believes the foundation of health begins with the right nutrition, and that getting the right nutrition shouldn't be a difficult task. It should be fun and delicious. This belief is the reason Zanon USA was the first to combine the worlds of vitamins and gummies.

“Today, our team has over 15 years of experience in the creation, development and distribution of gummy vitamins in more than 40 different countries across the world,” says Garen Momdjian, the company’s director of project management and marketing. “We take great pride in building and fostering long-lasting relationships with all of our partners and distributors by helping them in all aspects of business. At Zanon USA, we work relentlessly to come up with individualized strategies and plan in order to help all of our partners and friends succeed.”

How does Zanon USA establish and grow your business?

That’s a great question. The company’s team of qualified experts assist in each step of the process, which includes necessary document preparation, registration, translations, labeling and working closely to set the blueprint for long term success. Zanon USA also assists in various marketing activities with its distributors, such as conducting individualized market research, providing pamphlets and brochures, engaging in various trade shows, and more.

What sets Zanon USA apart?

An even better question. Zanon USA knows the key to success is teamwork and that every one of its partners is unique. That is why the company’s main priority and focus is to build long lasting relationships. Zanon USA’s expert staff and in-depth knowledge of global markets allows it to provide individualized plans and long term strategies that will lead to your success.

“We believe that nutrition lasts a lifetime,” says Momdjian. “This is why our team is committed to producing products that will benefit the health of children and adults.”

Mr. Tumee™, for example, is a line of specially formulated gummy vitamins for children. Mr. Tumee™ is comprised of 10 great tasting formulas, which are designed to support the health and well-being of children.

Great tasting nutrition does not stop at childhood. Zanon USA’s innovative line of gummy vitamins for adults, T-RQ, boasts many unique formulas. This line is highlighted by T-RQ 100%™ multivitamin and mineral, the only complete gummy vitamin in the world.

Zanon USA ensures the highest quality gummy vitamins made with only the finest ingredients, including natural flavors and colors. Vitamins from Zanon USA are gelatin-free, pectin-based, vegetarian, vegan, and free of allergens.

Zanon USA has won numerous international awards and accolades. In 2008, Zanon USA, Inc. was awarded the exclusive Presidential “E” award, which was presented in the oval office by the President of the United States. In 2012, Zanon USA was given the most prestigious export award, the presidential “E Star” award given to the top export company. Other top export awards include ThinkGlobal Exporter of the Year award, as well as the U.S. Commercial Service award for exporters.

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sales@zanonvitamec.com
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President George W. Bush (center) with Viken Momdjian (left) and his son, Garen Momdjian, of Zanon USA Inc., recipient of the President’s “E” Award and “E” Star Award for Export Achievement, in the Oval Office.
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<table>
<thead>
<tr>
<th>Company</th>
<th>State</th>
<th>Acct ID</th>
<th>Page</th>
<th>Company</th>
<th>State</th>
<th>Acct ID</th>
<th>Page</th>
</tr>
</thead>
<tbody>
<tr>
<td>American Technocrete</td>
<td>CA</td>
<td>16806</td>
<td>16</td>
<td>MIT Automobile</td>
<td>CA</td>
<td>16814</td>
<td>16</td>
</tr>
<tr>
<td>BOSCOGEN</td>
<td>CA</td>
<td>10224</td>
<td>13</td>
<td>MyChelle Dermaceuticals</td>
<td>CO</td>
<td>16805</td>
<td>16</td>
</tr>
<tr>
<td>Brownmed</td>
<td>MO</td>
<td>10243</td>
<td>11</td>
<td>Perma-Type Rubber</td>
<td>CT</td>
<td>16663</td>
<td>11</td>
</tr>
<tr>
<td>Broyhill Inc</td>
<td>NE</td>
<td>16497</td>
<td>10</td>
<td>Plasma Etch Inc.</td>
<td>NV</td>
<td>12535</td>
<td>16</td>
</tr>
<tr>
<td>Cevan International</td>
<td>CO</td>
<td>10286</td>
<td>13</td>
<td>Plasti-Fab</td>
<td>OR</td>
<td>16813</td>
<td>16</td>
</tr>
<tr>
<td>International CES</td>
<td>VA</td>
<td>11557</td>
<td>20</td>
<td>Power-Gen International</td>
<td>OK</td>
<td>11598</td>
<td>6, 7</td>
</tr>
<tr>
<td>Duraamen Engineered Products Inc.</td>
<td>NJ</td>
<td>16795</td>
<td>16</td>
<td>Rainbow Tape</td>
<td>NY</td>
<td>16688</td>
<td>16</td>
</tr>
<tr>
<td>Enecon Corporation</td>
<td>NY</td>
<td>10457</td>
<td>11</td>
<td>Real World Globes</td>
<td>CA</td>
<td>16816</td>
<td>16</td>
</tr>
<tr>
<td>EXAIR Corporation</td>
<td>OH</td>
<td>12022</td>
<td>11</td>
<td>Rejuvi Laboratory</td>
<td>CA</td>
<td>11129</td>
<td>13</td>
</tr>
<tr>
<td>Excel Dryer Inc.</td>
<td>MA</td>
<td>16078</td>
<td>2</td>
<td>Schonstedt Instrument Company</td>
<td>WV</td>
<td>12105</td>
<td>10</td>
</tr>
<tr>
<td>Expo Stars Interactive Ltd</td>
<td>GB</td>
<td>16812</td>
<td>16</td>
<td>The SHOT Show</td>
<td>VA</td>
<td>12410</td>
<td>5</td>
</tr>
<tr>
<td>Florida Export Directory</td>
<td>FL</td>
<td>16155</td>
<td>10</td>
<td>SWEPCO Lubricants</td>
<td>TX</td>
<td>16692</td>
<td>11</td>
</tr>
<tr>
<td>Garrett Metal Detectors</td>
<td>TX</td>
<td>10540</td>
<td>13</td>
<td>United Coatings</td>
<td>SC</td>
<td>11856</td>
<td>10</td>
</tr>
<tr>
<td>Hirsch Pipe And Supply Co.</td>
<td>CA</td>
<td>10643</td>
<td>10</td>
<td>VTRAC Automotive</td>
<td>CA</td>
<td>16610</td>
<td>16</td>
</tr>
<tr>
<td>Justice Brothers Inc.</td>
<td>CA</td>
<td>10756</td>
<td>12</td>
<td>World of Concrete</td>
<td>TX</td>
<td>11842</td>
<td>8, 9</td>
</tr>
<tr>
<td>Luster Products</td>
<td>IL</td>
<td>11871</td>
<td>13</td>
<td>Zanon USA Inc.</td>
<td>CA</td>
<td>11502</td>
<td>14, 15</td>
</tr>
</tbody>
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☐ Business Services

1. What is your job category?
☐ Executive Management
  (Chairman, President, Owner, Partner, General Manager, Managing Director, CEO, COO, CFO)
☐ Senior Management
  (Vice President, Sales/Marketing, Engineer, Purchasing, Traffic/Distribution, Product Manager, Import/Export, Operations, Customs)
☐ Other Professional Management
  (Lawyer, Doctor, Professor, Government, NGO, Non-Profit)
☐ Non-Management
  (Administrative Assistant, Secretary, Intern)

2. What is the principal business activity of your company or organization?
☐ Wholesaler
☐ Industry (Purchasing)
☐ Representative/Distributor
☐ Trade Association
☐ Dealer
☐ Manufacturer
☐ Export Trading Company
☐ Government
☐ Agent/Broker
☐ Service
☐ Other

3. How many employees work for your company?
☐ 1      ☐ 2-10      ☐ 11-50      ☐ 51-100
☐ 101-500      ☐ More than 500

4. How much does your company spend each year on products and services from other countries?
☐ Less than $100,000
☐ $100,000-499,999
☐ $500,000-999,999
☐ More than $1,000,000

5. How comfortable are you reading documents written in English?
☐ Very comfortable
☐ Somewhat comfortable
☐ Not comfortable at all

6. Where does your company currently import products from (check all that apply)?
☐ Africa
☐ Asia/Pacific (except China)
☐ Canada
☐ Central America
☐ China
☐ European Union
☐ India
☐ Mexico
☐ Middle East
☐ South America
☐ United States
☐ Other

7. Do you personally make purchasing decisions?
☐ Yes ☐ No

8. How many people in your company read each issue of Export USA?
☐ 1      ☐ 2      ☐ 3      ☐ 4
☐ 5      ☐ 6      ☐ More than 6

9. How would you rate the relevancy of Export USA to your business?
☐ Very relevant
☐ Somewhat relevant
☐ Not relevant

10. How many purchases have you made from companies as a result of reading Export USA?
☐ None ☐ 1 ☐ 2-3
☐ 4-5 ☐ 6-10
☐ More than 10

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