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500 Watts.

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Still The Best.

ThinAir®
Surface Mounted.
Slimmer Profile.

Get on the cutting edge of green technology and design with Excel Dryer’s expanded product line. Our high-speed, energy-efficient hand dryers are Made In USA Certified® and are offered with new, enhanced features and the most options and accessories in the industry, including a HEPA filtration system and custom covers. By carrying our product line, you get a proven sales booster while providing your customers with the best hand drying solution for any restroom environment.

The Number-One Selling Hand Dryer In The World! Seeking Distributors Worldwide.
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Florida & California: Two of the Biggest American Markets

International buyers and foreign direct investors interested in doing business with U.S. companies may be interested in two new resource guides that focus on Florida and California, two of the biggest state markets in the United States.

ThinkGlobal, in cooperation with Enterprise Florida, published the Florida Export Guide earlier this year. The California Export Guide, published in November, was produced in cooperation with the Center for International Business Education and Research (CIBER) at San Diego State University.

The colorful, magazine-style guides include comprehensive resources about the Florida and California international trade communities. They include information about key contacts, web sites and other resources for international traders.

The guides are distributed to exporters by state and local economic development agencies, chambers of commerce, ports and private sector service providers.

A digital edition of both guides is online, in English and Spanish. They also are available to U.S. embassies and consulates worldwide.

Florida is North America’s principal commercial gateway to Latin America, the seventh largest exporting state in the U.S., and a leading international business hub. Among Florida’s key export industries are aerospace, information technology, life sciences and clean tech.

The state’s unique combination of strategic geographic location, state-of-the-art infrastructure, multilingual workforce, and concentration of corporate and financial resources creates a solid foundation for global trade.

To ensure that your goods get where they need to go, Florida is home to 15 deep-water seaports — including the only Post-Panamax seaport south of Virginia — and 19 commercial service airports. According to the U.S. Census Bureau, Florida has more than 61,000 exporting companies — second only to California.

California is one of the 10 largest economies in the world, with a gross state product of more than U.S. $2 trillion. In 2014, California exports accounted for nearly 11 percent of total U.S. exports.

The state’s leading trade partners include Mexico, Canada, China, Japan and South Korea. California trade and exports translate into high-paying jobs for more than 1 million Californians.

California’s leading export sectors include computers, electronic products, and food and agriculture products. Other top categories included transportation equipment; machinery, except electrical; and miscellaneous manufactured commodities.

To learn more about the Florida and California markets, read the digital editions online at Florida.Think.Global and California.Think.Global.

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Digital Signage Expo (DSE) is the world’s largest and longest-running international conference and trade show exclusively dedicated to showcasing innovative digital display and interactive technology solutions for customer- and employee-facing organizations.

Held at the Las Vegas Convention Center March 28-31, 2017 – with access to the Exhibit Hall March 29-30 – DSE features more than 200 exhibitors of digital display and interactive technology including hardware, software, network, delivery and content.

The event offers a large and diversified educational program, with more than 125 industry experts leading the sessions.

“How are you moving your business forward?

Exhibits at DSE are filled with new ideas on how you can harness the power of digital displays and interactive technology to engage, inform and excite your customers. Experience the world’s largest digital display expo, where organizations come to explore leading-edge solutions that help their businesses evolve.

EXPERIENCE. ENGAGE. EVOLVE.

DSE 2017

CONFERECE: MARCH 28-31 | EXHIBITION: MARCH 29-30
LAS VEGAS CONVENTION CENTER | DSE2017.COM

How To Contact:
Digital Signage Expo
50 Glenlake Parkway, Suite 430
Atlanta, GA 30328
Tel: 770-649-0300
Fax: 770-518-0022
andreavarrone@exponation.net
www.digitalsignageexpo.net

Reader Service #16822
On April 3-6, 2017, MHI will host its premier manufacturing, supply chain and logistics event – ProMat.

ProMat gives you access to more than 850 of the leading providers along with their cutting-edge equipment and technology solutions. ProMat also offers over 100 educational sessions, countless networking opportunities and powerful keynote talks where you will learn, first-hand, the leading trends that are shaping the future of supply chains. Everything you need to succeed is here.

ProMat is the perfect place to gain business momentum with manufacturing and supply chain solutions that can offer you undeniable real-world results:

- Improve visibility and accelerate time to market.
- Reduce operating costs and increase efficiency.
- Streamline and automate your operations.
- Connect with key thought leaders.
- Discover the latest technologies and innovations.
- Reduce your carbon footprint.

The 350,000 square foot show floor will feature over 850 solutions providers to find the precise solutions you need to move your business forward:

- Material handling and logistics equipment and systems.
- Packaging, containers, and shipping equipment.
- Dock and warehouse equipment and supplies.
- Inventory management, information technology, and controlling technologies.
- Consultants and distribution system planners.
- Automatic identification equipment and systems.
- Logistics and supply chain management
- Autonomous vehicles.
- Sustainable facility solutions.

ProMat 2017 will also feature keynote speeches from Earvin “Magic” Johnson, chairman & CEO of Magic Johnson Enterprises, Andrew Winston, Sustainability expert and author of Green to Gold, and Markus Lorenz, partner and managing director of The Boston Group.

Network with your peers in over 100 educational sessions, on the show floor networking lounge and at MHI Industry Night, featuring comedian Dana Carvey.

If you are involved in manufacturing, distribution and the supply chain you will benefit from meeting with other professionals in your field on the show floor. Attendees include:

- C-level and VP-level manufacturing, distribution, logistics and supply chain executives.
- Manufacturing and production managers.
- Industrial, plant and manufacturing engineers.
- IT, logistics and supply chain directors.
- Third-party logistics professionals.
- Distribution center and warehousing managers.
- Procurement professionals.

As a manufacturing, distribution and supply chain professional, ProMat is your must-attend event in 2017. Only at ProMat can you network, learn the latest advances, and see firsthand the innovative products and services of leading solution providers. This event is only available once every two years, and is a can’t-miss event for all industry professionals.

Whatever manufacturing and supply chain solutions you need to succeed, you’ll find them at ProMat 2017. Come see what’s next. Come solve for X.

Register now for free admission to the ProMat 2017 exhibits and educational conference at www.ProMatShow.com.

The ProMat website includes an exhibitor directory, show floor map, event news updates, tips on getting approval to attend, hotel and travel information, as well as frequently asked questions. After registering and exploring the website, be sure to follow ProMat and MHI on Twitter @ProMatShow and @poweredbymhi, join the groups on LinkedIn, and like MHI on Facebook at www.facebook.com/poweredbymhi to receive news and updates as well as share the event with your friends.
THIS CUSTOMER WANTS IT FASTER.
THAT CUSTOMER WANTS IT CHEAPER.
YOU NEED THE ANSWER.

SOLVE FOR X.

What does your supply chain need? Is it automation? A new process? A breakthrough technology to enhance efficiency? Find your “X” at ProMat, the manufacturing and supply chain industry’s premier international trade event.

At ProMat, you’ll discover the latest innovations from 850+ solution providers. Network with your peers and learn from industry thought leaders in keynotes and more than 100 seminar sessions.

ProMat Keynotes:

Monday, April 3
8:45 AM – 9:45 AM
Building Supply Chain Sustainability for Competitive Advantage: Lessons learned from leaders in innovative facility design
ANDREW WINSTON
Sustainability Expert and author of Green to Gold

Tuesday, April 4
8:45 AM – 9:45 AM
Industry 4.0 – How intelligent machines are transforming supply chains
MARKUS LORENZ
Partner and Managing Director, The Boston Consulting Group

Wednesday, April 5
8:45 AM – 9:45 AM
Preview of MHI 2017 Annual Industry Report
GEORGE W. PREST
CEO, MHI
SCOTT SOPHER
Principal, Deloitte Consulting LLP

Wednesday, April 5
1:00 PM – 2:00 PM
The Power of Magic: Know your customer and where they are going
EARVIN “MAGIC” JOHNSON
Chairman and CEO, Magic Johnson Enterprises

The World of Concrete provides a firm foundation for the concrete and masonry industries. The first and most important international event of the year, WOC 2017 expects more than 60,000 professional registrants and over 1,500 exhibitors.

WOC 2017 will feature exhibitors from around the world. The world-renowned industry event also will continue to bring international buyers together with U.S. exhibitors to expand business domestically and overseas.

For the 12th 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 Service 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.

Featured areas on the trade show floor in 2017 will include:

**The Producer Center**, a marketplace of materials, equipment and demos 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, sawing equipment, concrete repair, 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.

**Concrete Surfaces & Decorative**, showcasing the popularity of decorative concrete for both commercial and residential applications including concrete coatings, waterproofing products and technologies and more.

**Precast**, focusing on precast products, technologies and equipment including coring machines, pipe unloaders, precast forms, above/below ground precast, concrete pipe, manhole and septic tank equipment, and more.

The 2017 show will feature two new targeted areas in the North Hall:

**Concrete Masonry and Concrete Reinforcement**:

**Concrete Masonry** will showcase everything for the producers of concrete masonry, including block, segmental retaining wall units, veneer, pavers, and roof tiles.

**Concrete Reinforcement** will feature the leaders in concrete reinforcement showcasing reinforcement bending, cutting, straightening, and fabricating machinery.

There will be plenty of action outside of the Convention Center, too. World of Concrete competitions will be located in the Gold Lot, in front of the North Hall. Returning favorites include the John Deere Operator Challenge, the Western Star Trucks Get Tough Challenge, and the SPEC MIX BRICKLAYER 500® World Championship.

The 2017 World of Concrete Education Program will include everything from interactive workshops and specialized seminars to hands-on, skill-building sessions. World of Concrete’s world-class education program equips field personnel, project leaders, supervisors and owners with the latest knowledge in every facet of the professional concrete business. Learn new skills and techniques, find ways to operate more efficiently, earn professional certifications, and improve yourself and your business. For the knowledge you need to finish each job better, faster and more profitably, World of Concrete has got you covered.

Visit the WOC website for more details about the World of Concrete 2017: January 17-20; Seminars 16-20 at the Las Vegas Convention Center in Las Vegas, Nevada. [www.worldofconcrete.com](http://www.worldofconcrete.com)
YOU CAN'T COMPETE WITH THE REAL THING

This is World of Concrete—a firm foundation for the concrete and masonry industries and the first and most important annual event of the year. It’s everything you need and nothing you don’t. Put in four high-efficiency, low-cost, smart-work days at WOC 2017 and you’ll see your bang/buck ratio go through the roof.

REGISTER NOW www.worldofconcrete.com

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LAS VEGAS CONVENTION CENTER
LAS VEGAS, NV, USA

WORLD of Concrete®

A selected participant in the International Buyer Program
Attend the 2017 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 2017 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 display 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.

International industry professionals are encouraged to attend the SHOT Show. International delegates are able to maximize their import/export potential with U.S.-based manufacturers by meeting one-on-one directly with these manufacturers and participating in the various programs offered through the U.S. Department of Commerce’s International Buyer Program.

All international delegates have access to the International Trade Center, which includes amenities such as complimentary Wi-Fi internet access, private conference rooms, multi-language translators and continental breakfast and refreshments.

The new terminal (T-3) at the McCarran Airport in Las Vegas makes travel easier for international professionals. The T-3 terminals provide 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 17-20, at the Sands Expo & Convention Center in Las Vegas. It is owned and sponsored by the National Shooting Sports Foundation (NSSF), the U.S. 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 2017 SHOT Show, visit www.shotshow.org.
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Connecting Global Buyers to Florida Suppliers


Did you know that Florida is home to the second highest number of exporters in the United States and is the sixth largest export state in the country?

Now, there’s a way to get in touch with those companies. The Florida Export Directory is your free, online source for thousands of Florida suppliers of products and services in over 30 industries—all in one place. You can search by industry category, keyword, geographic markets, or company name. Visit their websites, view company and product brochures, then contact them about products, pricing and more. It’s all within easy reach at FloridaExportDirectory.com.
USA Product Showcase: Companies Seeking International Buyers

**Water Purification Pitcher**
The H2O Water Purification Pitcher uses HaloPure technology to kill bacteria, viruses and cysts in drinking water. In a market that is flooded with expensive gadgets and low-quality brands, this a high-quality product at an affordable price. We are currently seeking distributors to carry this product outside of the United States.

**LW Scientific Centrifuges**
LW Scientific centrifuges are ideal for busy labs and physicians’ offices. Choose from fixed-angle or swing-out rotors – benchtop or portable models – fixed-speed, variable-speed, and digital options. ISO-certified and FDA-registered, LWS provides USA quality and service.

**Seeking International Distributors**
Rainbow Play Systems, manufacturer of wooden playground equipment is awarding distributorships in select international markets. Join our worldwide network of individuals and companies and discover for yourself the profits of making dreams come true.

**Exporters of Quality Nutrition**
Since 1982 USQD has been an international distributor and marketer of high quality vitamins, dietary supplements and nutraceuticals manufactured in the U.S.A.

**Finest Hawaiian Kona Coffee**
Wing Coffee Company, est. 1904, is the first and oldest local company in Hawaii to produce the now world famous Hawaiian Kona Coffee. Wing is currently adding new varieties and a gift pack, and also plans to re-introduce all of the original Wing packaging. Visit wingcoffeecompany.com to read company history back to 1895.

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Sullivan-Palatek Inc., a leader in innovation and design, has portable air compressors available at 185, 375, 900, 1150 and 1600 CFM. All models are expertly engineered for superior performance and reliability, and are in stock for immediate shipment.

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We offer non-resident payroll tax services in the Netherlands for your sales representatives. We can also register your U.S. company in Holland with no exposures other than those that are related to your Dutch payroll. In addition, we offer other corporate services.
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