



# U.S. Trade and Development Agency

Connecting U.S. companies with export opportunities overseas

## Upcoming USTDA Reverse Trade Missions, Conferences, and Workshops

### **July 14-27, 2012: China Groundwater Protection and Remediation Reverse Trade Mission**

Locations: Washington, DC; Syracuse, NY; Denver, CO; Los Angeles and Pasadena, CA

Business Briefing on July 23 in Denver, CO

This USTDA-funded Groundwater Protection and Remediation Reverse Trade Mission (RTM) will familiarize officials from China's Ministry of Environmental Protection and related bureaus with U.S. practices and technologies in the areas of groundwater management, protection and remediation. This RTM activity will introduce U.S. technologies, services and products that will support China's efforts to identify and develop comprehensive regulatory frameworks, methodologies and solutions for groundwater management and remediation to better protect the nation's water resources. Millennium Science & Engineering, Inc. (MSE) is organizing this activity on behalf of USTDA. For more information, please contact Dale Rice, P.E., Senior Program Manager, by email at [darice@mse-env.com](mailto:darice@mse-env.com) or by phone at 910-228-5098.

### **August 12-18, 2012: Mexico Smart Grid Reverse Trade Mission**

Locations: Washington, DC; Atlanta, GA; Raleigh, NC

The U.S. Trade and Development Agency (USTDA) is sponsoring a Reverse Trade Mission to familiarize Mexican regulatory and power utility company representatives with the U.S. smart grid regulatory environment and advanced U.S. smart grid technologies and equipment to support the implementation of smart grid projects in Mexico. The Mexican delegation is anticipated to include representatives from the Ministry of Energy (SENER), the Federal Electricity Commission (CFE), and the Energy Regulatory Commission (CRE). The schedule will include meetings with U.S. companies, U.S. government agencies, and trade associations, as well as site visits to electric utilities. The Mexico Smart Grid Reverse Trade Mission is the first in a series of two smart grid-related Reverse Trade Missions for the Latin America region. The other is the Colombia Smart Grid RTM, scheduled for October 1-10, 2012. USTDA is working with MFM Lamey Group to organize this series of Reverse Trade Missions. For more information, please contact Pamela Peseux of MFM Lamey Group by e-mail at [ustda@trademeetings.com](mailto:ustda@trademeetings.com), by phone at (866) 636-7350 or (202) 347-2725, or by visiting [www.trademeetings.com](http://www.trademeetings.com).

### **August 18-31, 2012: China Transportation Safety and Disaster Response Reverse Trade Mission**

Locations: New York City, NY; Newark, NJ; Houston, TX; Los Angeles, CA

Business Briefing on August 21 in New York City, NY



Business Briefing on August 29 in Los Angeles, CA

The USTDA-funded Transportation Safety & Disaster Rescue Coordination Reverse Trade Mission (RTM) will familiarize officials from China's Ministry of Transportation and regional bureaus with U.S. practices and technologies in the transportation safety and disaster response sector. The RTM will introduce U.S. technologies, services and products that will support China's efforts to enhance transportation safety and optimize response to road and mass transit emergencies caused by weather and other disasters. Experient, Inc. is organizing this activity on behalf of USTDA. For more information, please contact Project Manager Amy Kirson by email at [amy.kirson@experient-inc.com](mailto:amy.kirson@experient-inc.com) or by phone at 610-980-7459.

### **September 12-13, 2012: Egypt Forward ICT Workshop**

Location: Cairo, Egypt

### **September 22-October 3, 2012: India Ports Reverse Trade Mission**

Locations: Washington, DC; New Orleans, LA; San Diego and Los Angeles, CA

Business Briefing on October 1 in San Diego, CA

The U.S. Trade and Development Agency is sponsoring a Ports Reverse Trade Mission (RTM) to the United States to familiarize ten Indian public and private industry representatives with U.S. technologies and services in the ports sector. The group will be visiting with U.S. equipment, technology and service providers in Washington, DC; New Orleans, LA; and San Diego and Los Angeles, CA. For more information about meeting with the delegation, please contact Andrea Klein at the Meridian International Group at [aklein@meridian.org](mailto:aklein@meridian.org) or (202) 939-5899.

### **September 26-October 5, 2012: Vietnam Non-Revenue Water Reduction and Wastewater Treatment Reverse Trade Mission**

Locations: New Orleans, LA; Washington, DC; Los Angeles, CA

Business Briefing on September 28 in New Orleans, LA

USTDA is sponsoring a Non-Revenue Water Reduction and Wastewater Treatment Reverse Trade Mission (RTM) that will provide an opportunity for up to twenty water management officials in Vietnam to meet U.S. manufacturers, suppliers, and engineering consultants of water and wastewater products and services. This RTM will also provide an opportunity for U.S. companies to learn more about the Vietnam water sector through principal stakeholders. By connecting the delegates with U.S. companies offering relevant products and services, this RTM will help build greater export business for U.S. firms and improve water and wastewater management in Vietnam. For more information regarding the RTM, please contact Ms. Selma Habib at Mendez England & Associates at [selmaghabib@yahoo.com](mailto:selmaghajib@yahoo.com) or (301) 229-0755.

### **September 2012: India Emergency Response Reverse Trade Mission**

Locations: Washington, DC area; New York City, NY

The U.S. Trade and Development Agency is sponsoring an Emergency Response Reverse Trade Mission (RTM) to the United States to familiarize ten Indian public and private industry representatives



with U.S. technologies and services in the emergency response sector. The group will be visiting with U.S. equipment, technology and service providers in the Washington, DC area and New York City, NY. For more information about meeting with the delegation, please contact Koeppen, Elliott & Associates, Ltd. at [mak@kealtd.com](mailto:mak@kealtd.com) or (202) 429-5245.

### **October 1-10, 2012: Colombia Smart Grid Reverse Trade Mission**

Locations: Washington, DC; Atlanta, GA; Chattanooga, TN; San Francisco, CA

The U.S. Trade and Development Agency is supporting a Reverse Trade Mission (RTM) to familiarize Colombian regulatory and power utility company representatives with the most recent regulatory advances and best practices in the U.S. smart grid arena and with the related U.S. solutions to support the implementation of smart grid projects in Colombia. The delegation is anticipated to include representatives from the Ministry of Mines and Energy (MME), the Regulatory Commission for Energy and Gas (CREG), the Planning Unit for Mining and Energy (UPME), the National Department for Planning (DNP), the Icontec Internacional standards body, grid operator XM Compañía de Expertos en Mercados S.A. E.S.P. (XM), Empresas Públicas de Medellín (EPM), and Empresa de Energía de Bogotá. The delegation will meet with U.S. companies, U.S. government organizations, trade associations and tour utilities in Washington, DC; Atlanta, GA; Chattanooga, TN; and San Francisco, CA. The Colombia Smart Grid Reverse Trade Mission is the second in a series of two smart grid-related Reverse Trade Missions for the Latin America region. The other is the Mexico Smart Grid RTM, scheduled for August 12-18, 2012. USTDA is working with MFM Lamey Group to organize this series of Reverse Trade Missions. For more information, please contact Pamela Peseux of MFM Lamey Group by e-mail at [ustda@trademeetings.com](mailto:ustda@trademeetings.com), by phone at (866) 636-7350 or (202) 347-2725, or by visiting [www.trademeetings.com](http://www.trademeetings.com).

### **October 9-19, 2012: India Energy Efficiency and Green Buildings Reverse Trade Mission**

Locations: Washington, DC; Raleigh, NC; San Francisco, CA

Business Briefing in San Francisco, CA

The U.S. Trade and Development Agency is sponsoring a Reverse Trade Mission (RTM) to the United States to familiarize up to ten Indian public and private energy industry representatives with U.S. solutions in energy efficiency to ensure an effective deployment of green buildings technologies in India. The group will be visiting with U.S. equipment, technology and service providers in Washington, DC; Raleigh, NC; and San Francisco, CA. For more information about meeting with the delegation, please contact Koeppen, Elliott & Associates, Ltd. at [mak@kealtd.com](mailto:mak@kealtd.com) or (202) 429-5245.

### **October 28-November 6, 2012: APEC Business Aviation Access Reverse Trade Mission and Workshop**

Locations: Orlando, FL; Savannah, GA; Washington, DC

The APEC Business Aviation Access Workshop and Reverse Trade Mission (RTM) will promote dialogue to create compatible and more favorable regulatory and development environments for the expansion of business and general aviation operations in key Asia-Pacific markets. The workshop and RTM will focus on linking APEC aviation regulators with U.S. counterparts, operators, and manufacturers of general aviation technologies and equipment. The RTM will visit: Orlando, FL;



Savannah, GA; and finally Washington, DC, where the workshop will take place. USTDA is working in cooperation with the American Association of Airport Executives (AAAE) to plan and organize this workshop and RTM. For more information, please contact Spencer Dickerson of AAAE (email: [spencer.dickerson@aaae.org](mailto:spencer.dickerson@aaae.org) | phone: (703) 824-0500 ext. 130).

### **October 28-November 8, 2012: India Rail Reverse Trade Mission**

Locations: Washington, DC; Chicago, IL; Atlanta, GA

Business Briefing on November 2 in Chicago, IL

The U.S. Trade and Development Agency is sponsoring a Rail Reverse Trade Mission (RTM) to the United States to familiarize ten Indian public and private industry representatives with U.S. technologies and services in the rail sector. The group will be visiting with U.S. equipment, technology and service providers in Washington, DC; Chicago, IL; and Atlanta, GA. For more information about meeting with the delegation, please contact Steve Winkates at TERA International at [swinkates@teraint.com](mailto:swinkates@teraint.com) or (703) 406-4400.

### **November 5-19, 2012: China Maritime Safety and Operations Reverse Trade Mission**

Locations: Washington, DC; Maryland; Louisiana; California

### **November 13-14, 2012: U.S.-ASEAN Smart Grid Workshop**

Location: Hanoi, Vietnam

The U.S. Trade and Development Agency (USTDA) is sponsoring a two-day workshop in Hanoi, Vietnam to foster U.S. – ASEAN partnerships for state-of-the-art electricity transmission and distribution projects throughout the region. The event will highlight regional smart grid projects and initiatives, U.S. smart grid technologies, and the regulatory frameworks, standards, and financing mechanisms available to support them. Participating regional delegates will represent power utilities, national transmission corporations, and energy regulators from ASEAN member states. Representatives from U.S. companies providing equipment and services to the power sector should attend to learn about upcoming opportunities in the region and connect with senior decisions makers from ASEAN member states.

To further promote partnerships and regional power cooperation, USTDA is hosting a follow-on reverse trade mission to the United States for up to 20 delegates from participating ASEAN member states, which is scheduled to take place in early 2013. The delegation will meet with U.S. companies and associations, U.S. government counterparts, and tour utilities to observe U.S. technology and services.

These activities are part of the ASEAN-U.S. Connectivity Cooperation Initiative that was announced during the ASEAN-U.S. Leaders Meeting in Bali in November 2011. It will provide an opportunity to demonstrate the potential role of the U.S. private sector in supporting power efficiency, interconnectivity, security and trade throughout ASEAN and to feature U.S. firms with expertise in these areas.

MFM Lamey Group is organizing the workshop and reverse trade mission on behalf of USTDA. For more information about participating in these events and the proposed sponsorship opportunities, please



contact Pamela Peseux of MFM Lamey Group by e-mail at [ustda@trademeetings.com](mailto:ustda@trademeetings.com) or by phone at 1.202.347.2725 / toll free at 1.866.636.4729. You may also visit their web site to learn more and to register at: [www.trademeetings.com](http://www.trademeetings.com)

### **December 3-5, 2012: Latin America and the Caribbean Aviation Summit and Reverse Trade Mission**

Location: Miami, FL

To facilitate a high-level dialogue with aviation interests in the Latin American and Caribbean (LAC) region, the U.S. Trade and Development Agency, in cooperation with the Federal Aviation Administration, will sponsor the Latin America & Caribbean Aviation Summit, December 3-5, 2012, at the InterContinental Hotel in Miami, Florida. Summit topics and project briefings will focus on air traffic control modernization, airport infrastructure, aviation safety and security, IT management and green airport technologies in the region.

The Summit will promote specific commercial opportunities for U.S. businesses and seek to expand overall trade opportunities. The Summit will also serve as a technical, policy and commercial forum to assist aviation representatives in identifying U.S. products and services that would best meet their air transportation infrastructure modernization needs. Equally important, the Summit will offer valuable networking opportunities for U.S. and senior LAC airport and aviation officials. Summit registration and hotel information will be available soon. If you have questions or would like to receive further information, please contact Spencer Dickerson of the American Association of Airport Executives (AAAE) at [spencer.dickerson@aaae.org](mailto:spencer.dickerson@aaae.org). AAAE is managing the logistics for the Summit.

### **December 2012: Egypt Forward Energy and Transportation Workshops**

Location: Cairo, Egypt

#### ***Reverse Trade Missions with Dates TBD:***

**ASEAN Smart Grid and Power Transmission Reverse Trade Mission**

**China Clean Energy Exchange Program Phase II**

**China State-Owned Enterprise Procurement Reverse Trade Mission**

**China Healthcare Exchange Program**

**Egypt Forward Transportation and Energy Workshops**

**Southern Africa Rail Sector Reverse Trade Missions**

**Ukraine Power Sector Modernization Reverse Trade Mission**

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*The U.S. Trade and Development Agency helps companies create U.S. jobs through the export of U.S. goods and gg services for priority development projects in emerging economies. USTDA links U.S.*



*businesses to export opportunities by funding project planning activities, pilot projects, and reverse trade missions while creating sustainable infrastructure and economic growth in partner countries.*

