

January 2005 Investment News

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LATEST US ECONOMIC INDICATORS

Estimates released by the US Bureau of Economic Analysis (BEA) show GDP grew at an annual rate of 4.0% in the third quarter of 2004. This follows a growth rate of 3.3% in the previous quarter.

Corporate profits decreased at a quarterly rate of 4.8% in the third quarter of 2004.

Inflation adjusted after tax income by individuals increased 0.2% in November, and consumer spending levelled off. Since November of last year, real disposable personal income has increased 2.2% and real consumer spending has increased 3.4%.

The US monthly goods and services deficit widened in November 2004. The deficit increased \$4.3 billion from \$56.0 billion in October to \$60.3 billion in November as exports of goods and services decreased \$2.2 billion in November to \$95.6 billion and imports of goods and services increased \$2.0 billion in November to \$155.8 billion.

The US current account deficit increased to \$164.7 billion in the third quarter of 2004, from \$164.4 in the second quarter.

US owned assets abroad increased \$133.2 billion in the third quarter of 2004, following an increase of \$105.8 billion in the second.

Foreign-owned assets in the US increased \$286.4 billion in the third quarter of 2004, following an increase of \$270.7 billion in the second.

For more information visit <http://www.economicindicators.gov/>

OVERVIEW OF THE US ECONOMY

For the latest statistics, comprehensive and most up-to-date overview of the US economy, visit

<http://www.bea.gov/bea/glance.htm>

UK ECONOMY- KEY FACTS

The UK economy grew by 0.7% in the fourth quarter of 2004.

Business investment for the third quarter of 2004 is 5.3% higher than the same period of last year and 1.0% higher than the previous quarter.

Manufacturing output decreased by 0.5% in the three months to November 2004 compared the three months to August 2004.

In December 2004, output price annual inflation for all manufactured products fell to 2.9% from 3.5% in November, while input price inflation fell from 6.7% in November to 3.4% in December.

Distribution output increased by 0.4% in the three months to November compared with the three months to August.

Retail is the most significant contributor to this increase. Retail output increased by 0.9%, Wholesaling output increased by 0.5% and Motor trades output increased by 1.2% in the three months to November 2004.

The volume of retail sales in the 3 months period October to December 2004 was 0.3% higher than in the previous 3 months. This is the lowest three-monthly growth since May 2003. Annual comparisons show that sales volumes in the 3 months to December was 4.7% higher than in the same period in 2003.

Employment rate is up to 74.8% in 3 months to November 2004.

Average earnings (excluding bonuses), rose by 4.4% in the year to November 2004, unchanged from October.

Including bonuses, average earnings rose by 4.2% in the year to November up from 4.1% in October.

In the year to November 2004, pay growth (excluding bonuses) in the private sector was 4.3 % compared with 4.8% for the public sector. Including bonus payments, the gap between the sectors was slightly wider, with private sector growth at 4.1%, compared with 4.7% for the public sector.

In the year to November 2004, consumer prices increased by 1.5% below the rate of earnings growth.

CPI inflation rose to 1.6% in December, up from 1.5% in November.

In December 2004 the public sector showed a deficit on current budget of £3.9 billion, compared with a deficit of £6.4 billion in December 2003.

The current account deficit widened to £8.8 billion in the third quarter of 2004-equivalent to 3.0 % of GDP. This compares with a revised deficit of £5.8 billion in the second quarter of 2004. A deficit of £6.4 billion was recorded with the expanded EU compared with a deficit of £5.7 billion in the previous quarter. The current account with the non-EU countries, moved from a deficit of £0.2 billion in the second quarter to a deficit of £2.4 billion in the third quarter of 2004.

Expenditures on acquisitions in the UK by foreign companies decreased from £8.3 billion in quarter two 2004 to £5.2 billion in quarter three. Expenditures on acquisitions abroad by UK companies decreased from £3.1 billion in quarter two 2004 to £2.1 billion in quarter three. Expenditure on acquisitions in the UK by UK companies increased from £5.3 billion in quarter two 2004 to 8.2 billion in quarter three. Direct investment abroad showed net investment of £25.0 billion in the third quarter of 2004 and foreign direct investment in the UK showed net investment of £7.0 billion in the third quarter of 2004.

For more information visit the following websites:

<http://www.statistics.gov.uk/>

http://www.hm-treasury.gov.uk/economic_data_and_tools/latest_economic_indicators/data_indic_index.cfm

http://www.hm-treasury.gov.uk/economic_data_and_tools/forecast_for_the_uk_economy/data_forecasts_index.cfm

[UK the Location of Choice for European Headquarters](#)

The UK continues to be the location of choice within the EU for foreign investors to locate their European Headquarters (EHQ), with more than 1,900 in London alone and a further 1,860 in the South East and Eastern regions combined. In the first half of 2004, more than 20 companies set up European headquarters operations in the UK. Over the same period, fewer than five companies set up EHQs in France and Germany - the UK's principal Eurozone competitors.*

This shows that the UK continues to be the preferred location for EHQs, and within the UK, London remains the most popular city for such investments. In 2003 London came first in a number of key categories, including easy access to market, availability of qualified staff, quality of telecommunications and languages spoken.

In order to ensure that the UK maintains this position as the leading location for EHQs in the longer term, UK Trade & Investment is further developing its programme for attracting EHQs through an extensive research project. The initial analytical phase of the project has segmented the main types of EHQ, and determined the key location drivers for these distinct operations.

The current phase is further analysing this research to fine tune a series of country-specific 'tools' relevant to each type of EHQ. This will enable companies to be better informed about how the UK provides an excellent location for their precise requirements for headquarter operations in Europe.

[UK maintains European inward investment lead](#)

The UK continues to be the prime location for inward investment in Europe, both in terms of accumulated stock and addition to stock. UNCTAD's (United Nations Conference on Trade & Development) World Investment Report 2004, released in September, reported that the UK had \$672 billion of accumulated inward investment stock at the end of 2003, well ahead of Germany with \$545 billion, France (\$433 billion) and the Netherlands (\$335 billion). The UK is second worldwide to the US (\$1,554 billion). UK inward stock increased by \$104 billion in 2003.

"This report endorses the UK's position as Europe's top inward investment location," said Douglas Alexander, Minister for Trade, Investment and Foreign Affairs.

"We have both maintained the highest total stock and increased our share of European investment. It is clear evidence that our stable economy, skilled workforce and strong IT and telecoms infrastructure provide the right conditions to attract international companies and create jobs in an increasingly competitive global market place."

[UK remains No.1 in Europe for FDI](#)

The UK has retained its pole position as the single largest recipient country in Europe for FDI projects. In terms of numbers of projects announced, the UK increased its total from 271 in the first half of 2003 to 313 in the comparable period this year (January - June 2004). However, given a dramatic increase in investment into Central and Eastern Europe, the UK's share of total investment has declined marginally at this halfway stage of 2004 - from 24 per cent to 22 per cent.

The European Investment Monitor, powered by Oxford Intelligence, is the most comprehensive source of information on foreign direct investment projects throughout Europe. "The results so far for 2004 show a return to substantial growth in inward investment following several years of decline," said Peter Lemagnen, Director, Oxford Intelligence. "It seems that 2003 was the real turning point for FDI in Europe and the UK continues to maintain its position as the most popular destination for overseas investors in Europe."

[Global Investment Creates £38 Billion and one in seven jobs for London economy](#)

To celebrate their tenth anniversary, Think London has commissioned new research which shows for the first time that Foreign Direct Investment (FDI) generates £38 billion for London's economy - nearly a quarter of the capital's total output (23% of £161 billion).

The report and survey of international companies investing in London demonstrate that overseas companies employ over half a million people - or one in seven jobs in the capital. What is more, these businesses are generally 60% more productive than the London average. And they are growing fast. International investors helped by Think London over the past ten years have grown by 300% since setting up business here. Nearly a fifth (17%) have used their London operation as a springboard for further investment within the UK and two fifths (40%) planned expansion in mainland Europe, showing that many FDI companies see London as a gateway to access UK and European Union markets. [Click here to download a copy of the report, London Focus: One in Seven](#)

[UK will top Europe's economic league](#)

UK economy will become Europe's biggest within a generation. It is growing at such a fast rate that the UK will regain the top spot from Germany within 20 years. It would be the first time since 1959 that the UK had held the number one position. Britain overtook France in 2000 to become the second biggest European economy and is currently the fourth largest in the world.

Germany's economy is bigger than Britain's because its population is a third larger but it argued that the gap will narrow as Germany's working age population shrinks by 20 per cent over the next 25 years from 56 million to 44 million. At the same time, the UK's working-age population will rise slightly UK economy will grow at between 2.5 per cent and 1.25 per cent a year over the next 20 years. That compares with 1.5 per cent and 0.5 per cent in Germany.

[Record levels of new firms](#)

The UK is experiencing record levels of entrepreneurial activity, with 288,000 new firms created in the first half of 2004. Figures released by Barclays Bank show a 25 per cent rise from the number of start-ups during the same period in 2003.

London comes top of the entrepreneurial table, with local authorities in the capital occupying the first eight places. The greatest increase in start-ups is found in the leisure and professional services sectors, with a combined increase of 37,000 new businesses between 2003 and 2004. On a proportional basis, the hotels and catering sector reported the fastest increase between the two periods, at more than 70 per cent.

[UK is Europe's Most Entrepreneurial Major Economy](#)

The UK is one of the most entrepreneurial countries in the world and ahead of Germany, France and Italy, according to research published by Global Entrepreneurship Monitor (GEM) 2004.

GEM also find the gap between male and female entrepreneurs closing in the UK. Big increases in female business start-up activity have occurred in many of the regions outside London.

Key findings from the report are:

- The UK has an entrepreneurial rate which is higher than Germany, Japan, Italy and France, but lower than the US and Canada.
- The proportion of people expecting to start a business over the next 3 years has increased significantly from 7.8% of the population in 2002 to 9.5% in 2004.
- The North-South enterprise divide is narrowing. The gap between the most and least entrepreneurial regions is lower than ever.
- Levels of entrepreneurial activity amongst students increased from 0.9% in 2003 to 2.3% in 2004. Female students are more likely to be engaged in entrepreneurial activity than male students.
- The research also shows that ethnic minorities make a large and important contribution to the success of the UK economy. Entrepreneurial activity amongst most ethnic minority groups is substantially higher than for white people.

[Three-year high for UK business performance](#)

UK business performance is at a three-year high, according to a recent Institute of Directors (IOD) survey. In the latest quarterly Business Opinion Survey, 72 per cent of directors reported that their companies were doing well. The survey also showed an improvement in the outlook for business investment, confirming recent Office for National Statistics data showing year-on-year business investment up 7.2 per cent during the first quarter of 2004. The survey's other findings included high profit expectations and an improvement in capacity utilisation.

[US INVESTMENT NEWS](#)

[PIPER RUDNICK AND DLA TO MERGE](#)

DLA Piper Rudnick Gray Cary, 6225 Smith Avenue, Baltimore, MD 21209-3600 . Telephone: 001-410 580 3000 Fax: 001-410 580 3001 Email: info@dlapiper.com Website: www.dlapiper.com

DLA Piper Rudnick Gray Cary UK LLP, 3 Noble Street, London EC2V 7EE. Telephone: 08700 111111 Fax: 020 7796 6666 Email: info@dlapiper.com Website: www.dlapiper.com

London: Law firms Piper Rudnick of the USA and London-based DLA are set to merge. When combined, the two firms will have a wide global reach across a broad range of practice areas. This international merger is evenly balanced, with 1350-plus lawyers in the US and more than 1350 lawyers in Europe and Asia.

The agreement comes just a few months after Piper Rudnick announced a merger with Gray Cary Ware & Freidenrich. With this latest merger, the combined organisation will be known as DLA Piper Rudnick Gray Cary. Both mergers become effective on 1 January 2005.

UTC TO ACQUIRE KIDDE FOR US\$2.7 BILLION

United Technologies Corporation, United Technologies Building, Hartford, CT 06101. Telephone: 001-860 728 7000
Website: www.utc.com
Kidde Plc, Mathisen Way, Poyle Road, Colnbrook, SL3 0HB. Telephone: 01753 689848 Fax: 01753 682572 Email: sales.information@kidde.com Website: www.kidde.com

London: Kidde, smoke alarm and firefighting equipment manufacturer, based in Colnbrook, south east England, has agreed to a US\$2.7 billion takeover by US manufacturer United Technologies (UTC). The deal could reunite Kidde with Chubb, which UTC purchased for US\$1 billion in June 2003, potentially creating the world's number two fire protection firm.

E-DIALOG SETS UP EUROPEAN HQ IN UK

e-Dialog, 131 Hartwell Avenue, Lexington, MA 02421 Telephone: 001-781 863 8117 Fax: 001-781 863 8118
Website: www.e-dialog.com

e-Dialog (UK), 77 Oxford Street, London W1D 2ES. Telephone: 020 7659 2630 Fax: 020 7659 2100 Email: LondonUK@e-dialog.com Website: www.e-dialog.com

London: e-Dialog, US-based e-mail marketing company, has set up e-Dialog UK, a wholly-owned subsidiary with offices in central London, which will also serve as the company's European headquarters.

Simone Barratt, managing director, e-Dialog UK, says: "We are very excited about the opportunities that exist in Europe, and will expand our operations in the United Kingdom in line with our rapid growth globally."

FORD TO CREATE 460 NEW UK JOBS

Ford Motor Company, 1 American Road, Dearborn, MI 48126-2798 Telephone: 001-313 322 3000 Fax: 001-313 845 6073. Website: www.ford.com
Ford Motor Company Ltd, 1/614 Eagle Way, Brentwood, Essex, CM13 3BW. Telephone: 01277 253000
Ford Motor Company, Dagenham Diesel Plant, Dagenham, Essex RM9 6SA

London: Michigan-based Ford Motor Company is to create 460 new UK jobs as part of a US\$326 million investment project to build two diesel engines at its manufacturing facility in Dagenham, east of London. The project was secured for Dagenham in the face of strong European competition.

Roger Putnam, Ford of Britain chairman, said: "We are delighted that we will now enhance our presence here with this important project. It is good news for Ford, for the economy of East London, and for the UK as a whole. The investment will transform Dagenham into a state-of-the-art facility."

IBM IN JOINT UK LIFE SCIENCE PROJECT

The Clinical School, Grove Building, University of Wales Swansea, Singleton Park, Swansea, SA2 8PP. Telephone: 01792 513400 Fax: 01792 513430 Email: medicine@swan.ac.uk Website: www.medicine.swan.ac.uk

Cardiff: American computer company IBM and Swansea University in Wales have announced that they are jointly to create a European Deep Computing Visualisation Centre at the Institute of Life Science (ILS) being established at the university.

The result of a long-term collaboration agreement between IBM and Swansea University, the centre will research solutions for healthcare treatment, personalised medicine and disease control.

As well as supplying a new supercomputer to the centre, IBM will provide technical expertise and guidance, and specialist life science solutions that will facilitate the establishment of a joint development programme. Dubbed "Blue C" by Swansea University, and designed to accelerate ILS programmes, the supercomputer will reportedly be one of the fastest in the world dedicated to this area of research.

In addition to 238 high-added-value jobs, it is estimated that the US\$94-million ILS will create around 30 new spin-out companies, and increase spending in R&D and science training by around US\$132 million during its first five years.

Robert Tickell, IBM's business leader for healthcare and life sciences in the Europe, Middle East and Africa region, said: "The ILS will provide a major new centre for innovation in the field of life sciences. Combining IBM industry insight and IT expertise with the university's outstanding research capability, the ILS will help play an important role in transforming the development and delivery of safer, more affordable and more effective diagnostics, drugs and medical care."

TEKNOR APEX ACQUIRES CHEM POLYMER

Teknor Apex, Corporate Headquarters, 505 Central Avenue, Pawtucket, RI 02861. Telephone: 001-401 725 8000 Fax: 001-401 725 8095 Email: info@teknorapex.com Website: www.teknorapex.com
Chem Polymer UK, Tat Bank Road, Oldbury, Warley, West Midlands B69 4PG. Telephone: 0121 544 1555 Fax: 0121 544 5530 Website: www.chempolymer.com

London: Teknor Apex Company, US materials science company, has acquired the engineering thermoplastics compounding business of Chem Polymer, headquartered in Oldbury, in the English West Midlands.

Chem Polymer produces reinforced, filled and specially modified compounds for automotive, appliance, electrical, electronic and other applications. It operates two plants in the UK and one in the USA.

Jonathan D Fain, president of Teknor Apex, says: "The resources and expertise of Chem Polymer will increase our capability to offer the economic and logistical advantages of single-sourcing to customers who require a wide range of compounds or manufacture at multiple sites around the world."

EXSTREAM SOFTWARE OPENS UK OFFICE

Exstream Software, Corporate Headquarters, 2424 Harrodsburg Road, Suite 200, Lexington, KY 40503 Telephone: 001-859 296 0600 Fax: 001-859 223 9737 Email: info@exstream.com . Website: www.exstream.com
Exstream UK, Venture House, 2 Arlington Square, Downshire Way, Bracknell, Berkshire RG12 1WA. Telephone: 01344 742 852 Fax: 01344 742 863 Andy Frape, Managing Director Email: afrape@exstream.com
Website: www.exstream.com

London: Exstream Software, US provider of personalisation software solutions to business, has set up a UK subsidiary and opened an office in London to cover the UK and Ireland.

According to the company, the move to set up a direct sales office in the UK underscores its ongoing commitment to extend its technology and services, for reducing document production costs and improving the quality of customer communications, to leading companies around the globe.

Exstream Software UK will provide a range of services, including pre- and post-sales and technical support, training and consultancy. The company's initial focus will be on financial services, banking, utilities, insurance and service provider organisations.

Steve Whitman, Exstream's executive vice-president and international general manager, says: "Opening a facility in this region allows us to respond directly to the growing demand in this market."

TELENITY OPENS WESTERN EUROPEAN OFFICE IN UK

Telenity Inc, Corporate Headquarters, 755 Main Street, Building 7, Monroe, CT 06468. Telephone: 001-203 445 2000 Fax: 001-203 268 1860 Website: www.telenity.com
Telenity, 1 Ropemaker Street, London EC2Y 9HT. Telephone: 020 7513 1086 Fax: 020 7153 1186 Website: www.telenity.com

London: Telenity, US-based provider of platforms and applications for mobile and IP-based telecommunications networks, has opened an office in London to cover Western Europe and South Africa.

Telenity's products include content and service delivery platforms, multimedia messaging solutions, a location-enabling server and a variety of revenue generating applications.

Dilip Singh, president of Telenity, says: "We see tremendous demand for messaging, location and other advanced services, including video services, as higher-tier handset penetration becomes the norm in Western Europe."

APERIO TECHNOLOGIES OPENS UK CENTRE

Aperio Technologies, 1430 Vantage Court, Suite 106, Vista, CA 92083. Telephone: 001-760 539 1100 Fax: 001-760 539 1116 Email: info@aperio.com Website: www.aperio.com

Aperio Technologies Inc, European Office, Chartwell House, Wilsom Road, Alton, Hampshire GU34 2PP. Telephone: 01420 540 271 Email: europaefinfo@aperio.com Website: www.aperio.com

London: Aperio Technologies, a provider of virtual microscopy systems based in Vista, California, has opened a European operations centre in Alton, south-east England.

Virtual microscopy converts entire glass microscope slides to high-resolution digital slides for use in pathology, clinical, research and educational applications. Aperio's new Alton facility includes a fully equipped customer service and support centre as well as a demonstration suite.

Dirk Soenksen, chief executive officer, Aperio Technologies, says: "Digital pathology initiatives such as PathGrid and the UK's ambitious and well-funded modernisation pathology services initiative point out the immense benefits attainable by integrating virtual microscopy into slide-based pathology. The opening of our new office in Europe allows us to work more closely with our European customers to help them achieve their goals."

[THERMA-TRU DOORS INVESTS IN UK PRODUCTION FACILITY](#)

Therma-Thru Doors, Corporate Office, 1687 Woodlands Drive, Maumee, OH 43537 Website: www.therma-doors.com
Sentinel Doors Ltd, Unit 1, Llantrisant Business Park, Llantrisant, Pontyclun, CF72 8LF. Telephone: 01443 229219
Fax: 01443 238120 Email: sales@sentinel-doors.com Website: www.sentinel-doors.com

Cardiff: Therma-Tru Doors, US-based manufacturer of fibreglass and steel exterior door systems, is to invest US\$14 million at Sentinel Doors, its UK subsidiary in Llantrisant, South Wales.

Plans include the construction of a 4,800sqm manufacturing facility capable of producing 250,000 door-sets per annum, plus a new research and development facility. Approximately 150 jobs will be created locally, with a further 50 in other parts of the UK.

Steve Brown, managing director of European operations for Therma-Tru, says: "This investment indicates our commitment to our future in the door market, and our intention to become the UK's leading specialist door brand."

[ALLERGAN TO MOVE EUROPEAN R&D TO UK](#)

Allergan, Inc. PO Box 19534, Irvine CA 92623. Telephone: 001-714 246 4500 Fax: 001-714 246 4971 Website: www.allergan.com
Allergan Limited, Coronation Road, High Wycombe, Buckinghamshire HP12 3SH. Telephone: 01494 444722 Fax: 01494 473593 Website: www.allergan.co.uk

London: Allergan, US-based pharmaceutical company, is to move its European research and development (R&D) centre from Sophia Antipolis in southern France, to High Wycombe, south east England.

With headquarters in Irvine, California, Allergan is a global healthcare company providing pharmaceutical products worldwide. It develops and markets products in the eyecare, skincare and other markets.

A spokesman for Allergan confirmed that the decision was in keeping with the company's long-term strategic plan to focus its resources on developing new products with high market-potential, sustain growth and increase competitiveness.

[CHICAGO UNIVERSITY RELOCATES EUROPEAN GBS TO UK](#)

The University of Chicago, 5801 S. Ellis Avenue, Chicago, IL 60637 Telephone: 001-773 702 1234 Fax: 001-773 702 4155 Website: www.uchicago.edu
The University of Chicago Graduate School of Business, Woolgate Exchange, 25 Basinghall Street, London EC2V 5HA

London: The University of Chicago Graduate School of Business (GSB) will relocate from Barcelona to London, with effect from the summer of 2005. Ranked sixth in the Financial Times top 100 full-time global MBA programmes, Chicago GSB was the first organisation to introduce an executive MBA programme in 1943. It was also the first to establish a truly global presence, with a campus on three continents.

Commenting on the move, Edward A Snyder, dean of Chicago GBS, said that it was moving its Executive MBA programme to leverage London's corporate and financial power, and the city's connections to market-oriented economies around the world. "Going forward, the GSB belongs in Europe's business centre," he adds. "London is home to 86 corporate headquarters and it is no accident that business leaders rank London as the top European city in which to conduct business."

CATERPILLAR LOCATES FINANCIAL SERVICES IN UK

Caterpillar Inc. 100 NE Adams Street, Peoria, IL 61629. Telephone: 001-309 675 1000 Fax: 001-309 675 1182
Website: www.cat.com
Caterpillar Financial Services (Ireland) plc, c/o McCormick Macnaughton Limited, Naas Road, Clondalkin, Dublin 22, Ireland. Telephone: +353 (01) 459 3982 Fax: +353 (01) 459 3983. Email: cfs.ireland@cat.com Website: www.cat.com

London: Caterpillar, US manufacturer of construction and mining equipment, is to create a new shared financial services centre in Larne, Northern Ireland.

The operation, which is expected to create 25 new jobs, will provide a central service for the thousands of transactions, such as invoicing, credit control and treasury, that are needed to ensure the smooth running of Caterpillar Group companies throughout Europe.

Walter Jess, financial shared services manager of Caterpillar compact power systems, says: "We are setting up this new operation to enable us to centralise and streamline key financial services which are currently handled independently. Before selecting Northern Ireland we looked at a number of different locations. However, it emerged as our preferred base of operations because of the highly skilled population and strong work ethic."

AVANADE OPENS UK OFFICE

Avanade Inc. 2211 Elliott Ave, Ste 200, Seattle, WA 98121. Telephone: 001-206 239 5600 Fax: 001-206 239 5605
Website: www.avanade.com
Avanade UK Ltd, 135-141 Wardour Street, London W1F 0UT. Telephone: 020 7025 1000 Fax: 020 7025 1005. Bob Richards, Business Development Manager, George Thaw, Sales & Marketing Director. Email: ukinfo@avanade.com or information@avanade.com. Website: www.avanade.com

Glasgow: Avanade, US-based technology integrator, has opened an office in Edinburgh, Scotland. Avanade, a joint venture between Microsoft and Accenture, helps companies around the world to make the most of their IT investment.

Mitch Hill, chief executive of Avanade, says: "Our business in the UK grew by 181 percent in the last financial year. Establishing an office in Scotland is key to our continued development, given the concentration of large enterprises, particularly in the financial services sector, who can all benefit from the services we provide."

US Commercial Service International Buyer Program (IBP)

The U.S. Commercial Service's International Buyer program (IBP) brings thousands of international buyers each year to meet with U.S. companies at major Trade Shows in the United States.

Listed below are the upcoming trade shows (February-March 2005) that have been selected to participate in the International Buyer Program. (For more information on the US Department of Commerce sponsored trade events please click on the following websites)

Graphics of the Americas

February 4-6, 2005 - Miami, Florida

Graphics of the Americas is the second largest graphics and converting show in America attracting strong Latin American, Caribbean and other international visitors. More than 1100 booths feature exhibits in all areas of graphics design, digital and package printing, mailings and fulfillment, publishing, signs and banners, etc. This show matches buyers with quality presses, equipment and software for the world's multibillion dollar graphic arts industry.

For more details on this event please contact: Virginia Krivis, Tel: 020 7408 8019 Email: virginia.krivis@mail.doc.gov Website: <http://www.graphicsoftheamericas.com>

World Ag Expo

February 8-10, 2005 - Tulare, California

International Agribusiness show. The exhibitors display their agriculture products, services, and equipment to an interested audience of farmers. The attendees can view the latest technology, and agricultural equipment and services in one location.

For more details on this event please contact: Marcella Marcheso, Tel: 020 7408 8019 Email: marchella.marcheso@mail.doc.gov Website: <http://www.worldagexpo.com>

CONEXPO-CON/AGG 2005

March 15-19, 2005 - Las Vegas, Nevada

CONEXPO-CON/AGG 2005 will be the world's largest international gathering place for the construction & construction materials industries, showcasing the latest equipment, services & technologies. With 2,300 exhibitors, CONEXPO-CON/AGG 2005 will be the one source for more than 100,000 industry professionals from over 120 countries. Attendees will come to the show looking for new ideas and products, face-to-face meetings with suppliers, expert education and training, and networking.

For more details on this event please contact: Cheryl Withers, Tel: 020 7408 8019 Email: cheryl.withers@mail.doc.gov Website: <http://www.conexpoconagg.com>

CTIA Wireless 2005
March 14-16, 2005-New Orleans, Louisiana

CTIA Wireless is the biggest celebration of wireless technology. It is the only show that represents all technologies and platforms and tells the complete story of wireless. It is the most important technology event of the year.

For more details on this event please contact: Scott Hodgins, Tel: 020 7408 8019 Email: scott.hodgins@mail.doc.gov Website: <http://www.ctiwireless.com>

2005 International Home and Housewares Show
March 20-22, 2005 - Chicago, Illinois

International Home & Housewares Show is the world's largest homegoods & housewares marketplace, showcasing thousands of new products and designs in four related product categories - Clean & Contain, Dine & Design, Wired & Well and Patio Park. Each year the Show attracts 60,000 professional attendees; over 2,100 exhibitors - from 30 countries; over 13,500 U.S. buyers; and over 5,000 international buyers from 100 countries on 6 continents.

For more details on this event please contact: Sara Jones, Tel: 020 7408 8019 Email: sara.jones@mail.doc.gov Website: <http://www.housewares.org>

For a more comprehensive listing of all our Trade Events, please visit, [ExportGov](http://www.ExportGov.com).