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DEPT. OF COMMERCE PICKS SHOWS FOR INTERNATIONAL BUYERS PROGRAM

Posted on July 2, 2014 (<http://www.expoweb.com/article/dept-commerce-picks-shows-international-buyers-program/>) by Michael Rondon (<http://www.expoweb.com/author/mrondon/>)

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Looking to expand your international attendee base? The U.S. Department of Commerce can help.

The DoC selected 24 trade shows across a variety of markets to participate in its annual International Buyer Program (<http://www.export.gov/ibp/>) (IBP) in 2015. Entrants will receive aid from the DoC in marketing their shows overseas and recruiting pre-screened foreign buyers, sales representatives and business owners.

The IBP brought more than 11,500 prospective buyers from 105 international markets to participating U.S. trade shows in fiscal year 2013, according to the program's website.

"The IBP is one means by which the International Trade Administration expands and deepens efforts to create an export-oriented business culture across our nation, and saves U.S. businesses valuable time and resources in their pursuit of global opportunities," says Stefan Selig, under secretary of commerce for international trade, in a statement. "In 2013, the United States exported a record \$2.3 trillion in goods and services, and exports continue to be the engine of our economic growth. The IBP is one more example of how the Commerce Department is working for America by giving businesses powerful tools to help them compete globally."

Next year's IBP class features some of the largest shows in the industry, including International CES, the Shooting, Hunting, Outdoor Trade (SHOT) Show and the National Association of Broadcasters (NAB) Show.

The vast majority of shows involved are veterans of the program, with just three of the participants—NPE 2015, Outdoor Retailers Summer

Market and ASIS 2015—new to the IBP.

1. 2015 International Consumer Electronics Show (<http://www.cesweb.org/>) – January 6-9 – Las Vegas
2. NAHB International Builders' Show 2015 (<http://www.buildersshow.com/>) – January 20-22 – Las Vegas
3. Shooting Hunting Outdoor Trade Show and Conference (<http://www.shotshow.org/>) – January 20-23 – Las Vegas
4. International Production & Processing Expo (<http://www.ippexpo.com/>) – January 27-29 – Atlanta
5. DistribuTECH Conference and Exhibition (<http://www.distributech.com/>) – February 3-5 – San Diego
6. World of Concrete 2015 (<http://www.worldofconcrete.com/>) – February 3-6 – Las Vegas
7. Progressive Insurance Miami International Boat Show (<http://www.miamiboatshow.com/>) – February 12-16 – Miami
8. Natural Products Expo West/Engredea 2015 (<http://www.expowest.com/>) – March 6-8 – Anaheim, Calif.
9. International Home + Housewares Show 2015 (<http://www.housewares.org/>) – March 7-10 – Chicago
10. NPE 2015 – The International Plastics Showcase (<http://www.npe.org/>) – March 23-27 – Orlando, Fla.
11. The 2015 National Association of Broadcasters Show (<http://www.nabshow.com/>) – April 13-16 – Las Vegas
12. 2015 Offshore Technology Conference (<http://www.otcnet.org/>) – May 4-7 – Houston
13. National Restaurant Association Restaurant, Hotel-Motel Show 2015 (<http://www.show.restaurant.org/>) – May 16-19 – Chicago
14. WasteExpo 2015 (<http://www.wasteexpo.com/>) – June 1-4 – Las Vegas
15. InfoComm International 2015 (<http://www.infocommshow.org/>) – June 17-19 – Orlando, Fla.
16. 2015 International Franchise Expo (<http://www.ifeinfo.com/>) – June 18-20 – New York
17. Fancy Food Show (Summer) 2015 (<http://www.specialtyfood.com/>) – June 28-30 – New York
18. 2015 American Association of Clinical Chemistry Annual Meeting and Clinical Laboratory Expo (<http://www.aacc.org/>) – July 26-30 – Atlanta
19. Outdoor Retailer Summer Market (<http://www.outdoorretailer.com/>) – August 5-8 – Salt Lake City
20. WEFTEC Water Environment Federation Technical Exhibition and Conference 2015 (<http://www.weftec.org/>) – September 26-30 – Chicago
21. ASIS 2015 International 61st Annual Seminar & Exhibits (<http://www.securityexpo.asisonline.org/>) – September 28-30 – Anaheim, Calif.
22. PACK EXPO Las Vegas 2015 (<http://www.packexpo.com/>) – September 28-30 – Las Vegas
23. Greater New York Dental Meeting (<http://www.gnydm.com/>) – November 27-December 2 – New York
24. POWER-GEN International (<http://www.power-gen.com/>) – December 8-10 – Las Vegas

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