



International Trade Events Newsletter

December 12, 2018

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Welcome to Enterprise Florida's International Trade Events Newsletter!

Announcement

- [Enterprise Florida Partners with Manufacturing Associations to help Companies Develop and Expand International Markets](#)

Upcoming Enterprise Florida Events

- [Arab Health 2019](#) (Dubai, United Arab Emirates)
- [Dubai International Boat Show](#) (Dubai, United Arab Emirates)
- [Export Sales Mission to Morocco](#) (Casablanca, Morocco)
- [Expo Seguridad Mexico](#) (Mexico City, Mexico) - **New**
- [Hospitalar 2019](#) (São Paulo, Brazil)
- [Export Sales Mission to Vietnam](#) (Ho Chi Minh City & Hanoi, Vietnam)
- [International Paris Air Show 2019](#) (Paris, France) - **New**

[Click to see upcoming Partner Trade Events](#)

Events are listed in order by date. Please contact individual event organizers for additional information.

Announcement

[Enterprise Florida Partners with Manufacturing Associations to help Companies Develop and Expand International Markets](#)

Florida ranks among the nation's top 10 states for manufacturing and is home to over 19,000 manufacturers. In an effort to support the global endeavors of Florida manufacturers, Enterprise Florida has signed Memorandums of Understanding (MOU) with the Manufacturing Association of Central Florida (MACF) and the Economic Development Commission of Florida's Space Coast Manufacturing Association (MASC). These partnerships will provide Florida businesses with additional resources and grant opportunities to help develop and expand their international markets. To read the complete press release, visit our [Newsroom](#).

Enterprise Florida Trade Events

Arab Health 2019

January 28 - 31, 2019 | Dubai, United Arab Emirates

Join Enterprise Florida at Arab Health – the largest healthcare event for the Middle East. Over 5,000 exhibitors utilize this show as a launch platform for new healthcare-related products and services. Enterprise Florida has secured space for a Florida Pavilion at this show with individual booths available for companies to exhibit and gain exposure to one of the fastest-growing healthcare markets in the world. [Target Sector Trade Show Grants](#) are available to help offset your exhibition cost in this show.

Contact: Michael Schiffhauer | Enterprise Florida Inc. | mschiffhauer@enterpriseflorida.com | 407.956.5634

Dubai International Boat Show

February 26 - March 2, 2019 | Dubai, United Arab Emirates

The Middle East remains one of the most affluent regions in the world and companies from all over the globe will showcase their latest designs and innovations at the Dubai International Boat Show (DIBS). In 2018, there were 27,000 visitors from 151 nations, including 5,000 VIPS and almost 1,500 agents and distributors looking to source new products and technologies. DIBS is one of the few events worldwide where companies constantly experience an impressive return on their exhibition investment. [Target Sector Trade Show Grants](#) are available to help offset your exhibition cost in this show.

Contact: Larry Bernaski | Enterprise Florida, Inc. | lbernaski@enterpriseflorida.com | 904.359.9350

Export Sales Mission to Morocco

April 14 - 18, 2019 | Casablanca, Morocco

Enterprise Florida will lead a delegation of Florida manufacturers and services providers to further trade relations between Florida and the gateway to sub-Saharan Africa, Morocco. Morocco is the sixth largest economy in Africa and a top destination for foreign investment and trade. Enterprise Florida is collaborating with the U.S. Commercial Service (USCS) in Casablanca to coordinate the mission and facilitate business-to-business meetings utilizing the U.S. Commercial Service's Gold Key Service for the Florida participants. Small and medium-sized companies may qualify for an [Enterprise Florida Gold Key Grant](#) which will offset 100% of the Gold Key Service fee.

Contact: Joseph Bell | Enterprise Florida Inc. | jbelle@enterpriseflorida.com | 813.276.9430
Larry Bernaski | Enterprise Florida Inc. | lbernaski@enterpriseflorida.com | 904.359.9350

(New)

Expo Seguridad Mexico

May 7 - 9, 2019 | Mexico City, Mexico

Expo Seguridad Mexico is the largest exhibition of security products and solutions in Latin America, where manufacturers, distributors, integrators, and national and international users meet. In partnership with our office in Mexico City, Enterprise Florida can provide assistance to Florida exhibitors such as logistics support, sector briefings, arranging meetings with potential distributors, and translation services. [Exhibition space](#) is available within the U.S. Pavilion for Florida companies. [Target Sector Trade Show Grants](#) are available to help offset your exhibition cost in this show.

Contact: Ana Arroyo, Director | EFI – Mexico City Office | enterprisefloridamexico@negocios-internacionales.net
Chris Munoz | Enterprise Florida Inc. | cmunoz@enterpriseflorida.com

Hospitalar 2019

May 21 - 24, 2019 | São Paulo, Brazil

Hospitalar is the most important health fair in Brazil and Latin America. Hospitalar 2018 attracted 85,000 visitors from over 50 participating countries. Enterprise Florida, Inc. has secured space for a section for Florida companies to exhibit within the USA Pavilion. [Target Sector Trade Show Grants](#) are available to help offset your exhibition cost in this show.

Contact: Michael Schiffhauer | Enterprise Florida Inc. | mschiffhauer@enterpriseflorida.com | 407.956.5634

[Export Sales Mission to Vietnam](#)

May 31 - June 8, 2019 | Ho Chi Minh City and Hanoi, Vietnam

Enterprise Florida will lead a delegation of Florida manufacturers and services providers to further trade relations between the U.S. and Vietnam. The U.S. is now Vietnam's largest export market and a major source of foreign direct investment, helping fuel Vietnam's remarkable economic growth. Enterprise Florida is collaborating with the U.S. Commercial Service (USCS) in Ho Chi Minh City and Hanoi to coordinate the mission and facilitate business-to-business meetings utilizing the Gold Key Service for the Florida participants. Small and medium-sized companies may qualify for an [Enterprise Florida Gold Key Grant](#) which will offset 100% of the Gold Key Service fee.

Contact: John Diep | Enterprise Florida Inc. | jdiep@enterpriseflorida.com | 561.832.8339
Andrea Moore | Enterprise Florida Inc. | amoore@enterpriseflorida.com | 850.469.8989

(New)

[International Paris Air Show 2019](#)

June 17 - 21, 2019 | Paris, France

The International Paris Air Show is among the world's largest air shows, and the show attracts companies representing the aviation, aerospace and defense sectors. It offers exhibitors a unique opportunity to market directly to both existing and new customers. Enterprise Florida, Inc. (EFI) has hosted a Florida Pavilion at the Air Show for more than 20-years, and as a result, occupies a prime location in Hall 3. Join the Florida Pavilion to exhibit in the largest and longest-running aerospace trade show in the world! Space is limited and sold on a first-come, first-serve basis. [Target Sector Trade Show Grants](#) are available to help offset your exhibition cost in this show.

Contact: Michael Cooney | Enterprise Florida Inc. | mcooney@enterpriseflorida.com | 407.956.5678

Partner Trade Events

Seminars and Workshops

[Selling to Europe and Exhibiting at Hannover Messe 2019 - \(New\)](#)

December 13, 2018 | 2:00 PM EST

Organizer: U.S. Commercial Service

Contact: Marisel Trespalacios | Marisel.Trespalacios@trade.gov

[Financing Your Export Transactions - \(New\)](#)

January 24, 2019 | Melbourne, Florida

Organizer: Florida SBDC at Eastern Florida State College

Contact: Sandy Pfrimmer | pfriimmer@easternflorida.edu

Conferences

[Florida Supply Chain Summit](#)

February 6 - 7, 2019 | Orlando, Florida

Organizer: University of South Florida, Center for Supply Chain Management & Sustainability

Contact: Joanne Kazmierski | Kazmierski@usf.edu

[2019 Smart City Summit & Expo](#)

March 26 - 29, 2019 | Taipei, Taiwan

Organizer: Taiwan External Trade Development Council

Contact: Shaph Su | shaph@mail.tca.org.tw

Trade Shows and Exhibitions

[Apparel Textile Sourcing Miami - \(New\)](#)

May 20 - 22, 2019 | Miami, Florida

Organizer: Apparel Textile Sourcing

Contact: Darnell Botts | dbotts@manufacturer.com and Chase Vance | chase@manufacturer.com

[Computex Taipei/InnoVEX](#)

May 28 - June 1, 2019 | Taipei, Taiwan

Organizer: Taiwan External Trade Development Council

Contact: Suwen Yang | suwenyang@taitra.org.tw

USA Fair 2019

(Trade Grants Available)

May 21 - 23, 2019 | Lagos, Nigeria

Organizer: U.S. Commercial Service

Contact: Ambrose Thomas | Ambrose.Thomas@trade.gov or

Benedicta Nkwoh | Benedicta.Nkwoh@trade.gov

Trade Missions

[Export Sales Mission to Panama](#)

(Trade Grants Available)

March 18 - 21, 2019 | Panama City, Panama

Organizer: Global Tampa Bay

Contact: Madison Lawson | mlawson@tampaedc.com,

Brent Barkway | bbarkway@pinellascounty.org or

Devon Barnett | dbarnett@pascoedc.com

[Trade Winds Indo-Pacific](#)

(Trade Grants Available)

May 6 - 10, 2019 | New Delhi, India

Organizer: U.S. Commercial Service

Contact: Leandro Solorzano | Leandro.Solorzano@trade.gov

[Trade Mission to the Americas Southern Cone Region 2019](#)

(Trade Grants Available)

March 24 - 29, 2019 | Buenos Aires, Argentina

Organizer: U.S. Commercial Service

Contact: Jasmine Braswell | Jasmine.Braswell@trade.gov or

Diego Gattesco | Diego.Gattesco@trade.gov

Additional Resources

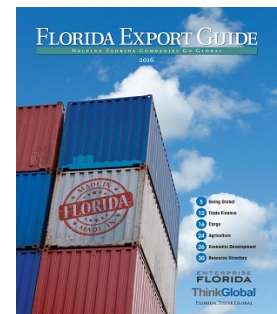
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Florida Export Guide



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