



WORLD TRADE CENTER®
DELAWARE

March 2017 Updates

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TIPS FOR TRAVEL

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6 Things to Know Before Visiting Cuba



For decades, [Cuba](#) has been a forbidden fruit to many travelers, geographically close yet so far away. Now, thanks to restored diplomatic relations and lifted travel restrictions, the iconic island's landscape, culture and economy is finally accessible. And while there's no way to fully prepare yourself for the enriching and multifaceted cultural experiences you'll have while on the ground, these tips can help you plan ahead and navigate the country more easily.

You'll be off the grid - The best way to describe Wi-Fi access in Cuba? A novelty. Though there are places throughout larger cities that provide internet access, the signal will be sparse at best, and you'll spend more time trying to connect than being connected. So just enjoy the freedom of being disconnected.

There are Other Options than Hotels - Keep in mind, [hotel rooms across the country](#) - even in Havana - are limited. To broaden your options, talk to our agents about a vacation rental, a private home or a cruise.

[Click here to read more!](#)

If you're interested in having a [superior travel experience](#), just give us a call for your next business or vacation travel. And please tell your friends how great it is to work with our agency so they can save time and money too. They will thank you for the "insider tip".

We appreciate your loyalty. We're happy to help you Travel Better.

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Courtesy of [Uniglobe Travel](#): a family of travel management companies serving clients from more than 90 countries across The Americas, Europe, Africa and Asia-Pacific as the trusted and preferred travel management partner.

Are you a WTC Delaware Member with a Tip for Success you'd like to share? Please contact us at info@wtcde.com.

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ANNOUNCEMENT

The World Trade Center Delaware will host the Namibian Ambassador to the United on April 7.

H. E. Martin Andjaba, Ambassador from the Republic of Namibia to the United States will visit Delaware on April 7. His visit will be hosted by the World Trade Center Delaware and will include a visit to the Port of Wilmington, and meetings with members of the Delaware Legislature and local companies. The day will be capped off with his participation at a special event at the Delaware Museum of Natural History where he will speak as part of a panel with Senator Coons on preventing wildlife trafficking co-sponsored by the Museum and the Delaware Chapter of People to People International. This event will include the screening of the National Geographic film Warlords of Ivory and a panel of internationally known conservation experts. To attend this event, please go to <http://www.delmnh.org/event/warlordsofivory/>

MEMBER SPOTLIGHT

B&W Tek

[B&W Tek](#) is the global leader in mobile spectroscopy solutions provider producing portable and handheld spectroscopy and laser instrumentation, including Raman, LIBS, UV-Vis, and NIR systems.



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Utilizing key building blocks consisting of our own spectrometers, lasers and light sources, sampling accessories, and software capabilities, we produce portable and handheld spectroscopy and laser instrumentation. Since our start in 1997, B&W Tek has grown to provide solutions for the pharmaceutical, biomedical, physical, chemical, safety, security and research communities.

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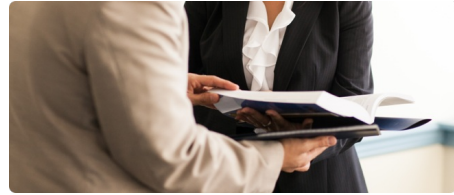
19 Shea Way | Newark, DE 19713

(302) 368-7824

WTC DELAWARE SERVICES

Export/Import Assistance

The Small Business Export/Import Assistance Program offers affordable guidance, resources and information to help your company succeed. One-on-one assistance is customized specifically to your needs.



Program Includes:

- strategic research and analysis of your product and a target market
- analysis of foreign market opportunities and conditions
- overview of business and cultural practices for a target market
- business matchmaking
- pricing guidelines
- and more!

If you would like more information, please [click here](#) and fill out our International Business Inquiry/Information Request Form, noting "Export/Import Assistance" in the Inquiry Description line at the top. A WTC Delaware staff member will then contact you to set up a meeting.

Do you have a request for a seminar or meeting topic? Please email us at info@wtcde.com and if others are interested we will put one together!

MEMBER BENEFIT SPOTLIGHT

Is your company looking for good, local employees? Develop your workforce with us!

Members may post jobs at NO CHARGE. We invite you to see how easy it is to post jobs online today!

[Post a job, now!](#)

[View resumes of job seekers!](#)

<http://www.wtcde.com/jobbank>



Click [here](#) to learn more about the benefits of being a member of [World Trade Center Delaware](#).

ATID EDI's FORTNIGHTLY

ATID EDI's Fortnightly is a bi-weekly newsletter on economic and business development in Israel and the Middle East.

[Atid EDI's Fortnightly for 22 III 2017:](#)

- 1.2 Israel to Invest NIS 100 Million for Small Gas Fields
- 3.1 Mississippi Trade Mission to the UAE & Jordan
- 5.1 Lebanon Approves First Batch of Controversial Tax Hikes
- 5.14 Morocco & the 'Floating Dirham'
- 10.2 Israel's Economy Grew by 4% in 2016
- 11.7 OMAN: The Middle East's Most Surprising Country

WORLD TRADE CENTERS ASSOCIATION NEWS

48th WTCA GA at WTC Las Vegas - Register Today!



NEW YORK, NY, USA - The 48th WTCA General Assembly will be hosted by WTC Las Vegas, Nevada, from April 2-5, 2017.

Register [here](#). Secure your spot today!

WTC Las Vegas, one of the busiest facilities in the world, is the only destination in North America with a WTC on the campus of a world renowned convention center. This energetic city has much more than casinos to attract millions of visitors each year, making it one of the top tourist destinations in the world. Las Vegas offers world class dining, entertainment, some quirky museums, the LV Motor Speedway, a zip line ride, and even diving with predatory fish at the aquarium in Mandalay Bay.

This year's program will highlight the international commerce and investment opportunities that this business and entertainment hub has to offer.

[Read More!](#)

Post GA Economic Development Program Invitation

LAS VEGAS, NV, USA - Las Vegas is one of the most recognizable brands in the world. Come join the Las Vegas Global Economic Alliance and local leaders for the Post-GA Economic Development Program, "**Las Vegas: The Global Business Destination**" to learn why Las Vegas is fast becoming a top global business destination!



Over breakfast, Mr. Jeremy Aguero, Principle from Applied Analysis, will speak to the data-centric approach to understanding Las Vegas' highly ranked business environment. Jared Smith, Chief Operations Officer from the Las Vegas Global Economic Alliance will share insight and success stories proving Southern Nevada as an attractive global business destination.

Why have companies like Hyper Loop, Amazon, Ebay, and others made significant investment in the Las Vegas market? Mr. Smith will share the story.

[Read More!](#)

IN THE NEWS

Port of Wilmington completes purchase of Chemours site

The Port of Wilmington on Monday completed the \$10 million purchase of the Chemours Edge Moor manufacturing site on the Delaware River. Now the port is seeking private investors and businesses to build a container and shipping terminal on the 112-acre site.

Chemours operated a titanium dioxide production center, which produced whitener for paper, on the property until 2015. The shutdown happened just months after Chemours split off from its parent company DuPont.

The Port of Wilmington has since [developed a master plan](#) for revitalizing the port and the surrounding waterfront. The purchase fits into that plan.

"We see this as an opportunity for expansion," said Gene Bailey, executive director of Diamond State Port Corp, the company that owns the port.

[Read more!](#)

Source: DelawareBusinessTimes

Gore again makes 100 Best Companies list for 20th straight year

For the 20th consecutive year, [W. L. Gore & Associates](#) is among the Fortune 100 Best Companies to Work For, making the company one of just 12 Great Place to Work Legends that have appeared in every edition of the rankings since the list began in 1998.

Gore, which ranked 52nd, was the only Delaware-based company to appear on the this year's list. Gore is headquartered in Newark, but has a large cluster of operations and business headquarters to the west in Cecil County, MD.

[Gore ranked 12th last year](#) and 13th in 2010. The company's chief executive acknowledged the closely held corporation is facing challenges in a global marketplace.

"Our longevity on the list is especially meaningful considering that it is largely driven by associate input," Gore CEO Terri Kelly stated in a company release. "Like so many companies, we have gone through considerable change in recent years, reflecting the rapidly evolving world around us. It's during such challenging times that the strength of our associates is most evident. They bring passion and energy to work each day and rally around common goals to drive Gore's success. We remain committed to nurturing a culture that engages our associates and unleashes their potential."

[Read more!](#)

Source: DelawareBusinessNow

2017 Idea Challenge brings together nonprofits and tech community together

The 2017 Idea Challenge, organized by the Technology Forum of Delaware, partnered local non-profit organizations with teams of entrepreneurs, students, and community members interested in innovative technology. The teams had three and a half hours to work out a rough draft of their idea.

The Food Bank of Delaware, Wilmington University, the Committee of 100, and Network

Delaware, a new grassroots group launched by Eugene young, formed this year's line-up of organizations in need of a tech solution.

Armed with a PowerPoint and a podium, the teams presented their ideas before a panel of judges inside the 1313 Innovation Building. The challenge: increase access to food, job skills, community involvement or education by using technology in an innovative way. In addition, the competitors were asked to incorporate open data into their idea. Experts from Open Data Delaware, a group of civic-minded developers, joined each team.

[Read more!](#)

Source: DelawareBusinessTimes

COUNTRY PROFILE: Namibia

Fast Facts: Namibia

- [Namibia Facts](#)
- [Namibia Country Profile](#)



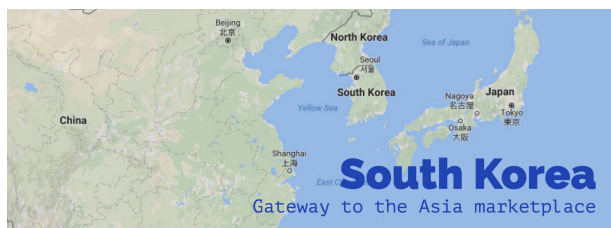
U.S. - Namibia Relations

U.S.-Namibian relations are friendly. The United States participated in the diplomatic efforts to bring about Namibia's 1990 independence from South Africa and has since provided assistance to improve the well being of the Namibian people. The bilateral relationship is characterized by a shared commitment to democratic principles, including the rule of law and respect for human rights, and has been strengthened through programs to alleviate poverty and promote greater trade ties. The United States and Namibia are partners in the effort to improve health services, strengthen education, enhance the judiciary, and expand trade and development opportunities.

[continue reading...](#)

GLOBAL DELAWARE UPDATES

Go Global: Business trip to South Korea scheduled for April 2017



Located in the heart of Northeast Asia, South Korea is an ideal gateway to the Asia market. Read up on the region's [market and major growth industries here](#).

Join Global Delaware on our next business trip to explore opportunities for your business with one of United States' biggest trade partners.

[Ken Yang, Global Delaware's trade specialist in South Korea](#), will set up one-on-one business meetings with vetted sales prospects, distributors and partners tailored to your business' needs.

[Read More!](#)

Go Global: Business trip to Mexico scheduled for July 2017

Do you know that just one international business trip could jump start sales for your business? Just ask George Chambers. George has been busy filling orders and developing new partnerships ever since he traveled to Mexico with Global Delaware in 2015. George's business, [Solar Unlimited](#), is projecting [\\$1 million in sales](#) of solar water heating systems to five hospitals in Mexico - one of which is the largest in the region.



So what is George's secret to success in this international market? He traveled with the Global Delaware Export Team and organized the trip with the help of Global Delaware's Trade Representative, [Miguel de Regil](#). Miguel planned business meetings with distributors, agents and customers tailored to Solar Unlimited's business needs, and also prepped George on best practices for doing business in Mexico.

Global Delaware is headed to Mexico again, and the best part is - there is room for you on the trip.

[Read More!](#)

For more information on [Global Delaware](#) and initiatives by the State of Delaware, please contact Emma Pautler at global@delaware.gov.

World Trade Center Delaware is a non-profit organization that helps small and medium-sized businesses navigate the intricacies of international trade. Through business roundtables, seminars, and one-on-one consulting, we equip companies with the knowledge and connections they need to expand in the global marketplace.

World Trade Center Delaware

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