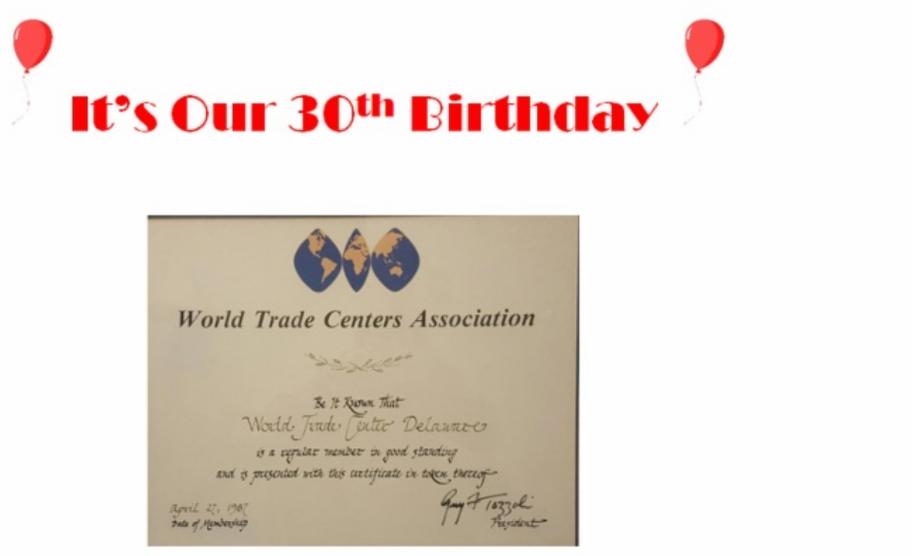




WORLD TRADE CENTER®
DELAWARE

April 2017 Updates

Visit us on the web | www.wtcde.com



World Trade Center Delaware celebrates its 30th birthday on April 27, 2017

As one of 320 World Trade Centers in 90 countries with 15,000 employees, the WTC Delaware is an agile and efficient source of resources to help Delaware's large and small companies, the government of the State of Delaware, academic and non-governmental organizations to grow their international connections and business.

The US Department of Commerce has designated the World Trade Center Delaware as an Associate Office to "provide the business public with domestic and international business resources and information". The WTC Delaware was recently named the US Trade and Development Agency's Making Global Local Partner for Delaware and is looking forward to hosting trade missions and workshops on behalf of the USDTA partners. It also was recently made the regional office for the African Business Portal, an initiative to increase US-Africa business and cultural resources, trade and services.

For more information about the World Trade Center Delaware or to schedule an appointment to discuss your company's needs, please go to www.wtcde.com or call 302-656-7905.

TIPS FOR TRAVEL

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info@unigloberedcarpettravel.com
[View online](http://www.unigloberedcarpettravel.com)

Tracking your Luggage with New Technology

Technological advancements are not always evident to customers in the travel industry. A plane may fly in a more fuel efficient manner or be made safer with little impact on a traveler's day-to-day experience. But advancements that make lost luggage a thing of the past will certainly impact passengers in a positive, tangible way. Airlines are utilizing new technology to keep better track of passenger belongings, including RFID luggage tracking. We asked business travel expert [Road Warriorette](#) to give us the scoop on how this new tech works, and how it makes travel better.



What is RFID luggage tracking?

Radio Frequency Identification (RFID) is a way to use electromagnets to uniquely identify an object. Delta Airlines began rolling out RFID-embedded bag tags early in 2016, and by the end of 2016 planned to have hands-free RFID scanning technology at 344 airports worldwide. (Learn more about Delta's baggage tracking process [here](#).) This allows Delta to keep track of your suitcase from drop off to baggage claim. International Air Transport Association estimates that using RFID tracking will help reduce the number of lost bags by 25% over the next five years, a sure win for travelers and the airlines alike.

[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

World Trade Center Delaware is USTDA's Newest Making Global Local Partner



[Making Global Local](#) is an initiative designed to connect towns and cities across the country with the U.S. Trade and Development Agency's export-promoting programs.

We look forward to working with USTDA to expand the World Trade Center Delaware's trade leads programs and to co-host USTDA events and reverse trade missions. Partnership with USTDA will enable us to create additional resources for Delaware exporters. The Agency currently generates \$85 of U.S. exports for every dollar

it programs.

The U.S. Trade and Development Agency helps companies create U.S. jobs through the export of U.S. goods and services for priority development projects in emerging economies. USTDA links U.S. businesses to export opportunities by funding project preparation and partnership building activities that develop sustainable infrastructure and foster economic growth in partner countries.

MEMBER SPOTLIGHT

Advanced Materials Technology

Founded in 2005, Advanced Materials Technology (AMT) is an innovative Product Development and Manufacturing company located in Wilmington, Delaware (USA) and



advancedmaterialstechnology

dedicated to researching and designing high quality, enabling materials for scientists around the world working in the area of separation science.

The team at Advanced Materials Technology was founded with industry experts who took their 100+ combined years of experience along with their ingenuity and launched a suite of new products designed to break through some of the industry's toughest application issues. Focusing on designing for speed and efficiency, they created the first small-particle core-shell packing material for HPLC utilizing Fused-Core® technology. AMT subsequently launched multiple product lines to continue to provide innovative solutions for difficult applications. The company has continually expanded and strengthened their capabilities by investing in superior talent and expertise in the area of liquid chromatography.

The team at AMT is committed to, and best known for, manufacturing innovative products and being the leader in on-time delivery of the highest quality separation products.

For more info please visit: <http://www.advanced-materials-tech.com/>

WTC DELAWARE SERVICES

The turn-key solution to setting up your company in Delaware

WTC Delaware partners with local companies to provide you with a solution to having a U.S. business presence in Delaware - the home of over ½ of Fortune 500 companies.



How does this work?

1. **Set up your company:** Benefit from individualized support, introductions to legal and financial experts, and help with administrative procedures.
2. **Get a local business address:** Take advantage of a flexible solution to the traditional office - a virtual office with a renowned business address, equipped office spaces and meeting rooms.
3. **Explore new business opportunities:** Test your market, access market and feasibility studies, search for business partners, distributors and suppliers, and get assistance with customer lead generation.
4. **Join the local networks:** Connect with the right contacts, attend local networking events to get to know businesses who may be potential clients or partners, join WTC Delaware and other area business groups.
5. **Boost your commercial development:** Secure your business strategy, get training and coaching for your local team, and follow up on objectives and reports.

If you are located in a country outside the United States and are interested in our U.S. Office Set Up, please contact us at info@wtcde.com.

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

PREMIER - \$2,675

All the benefits of [Standard Membership](#), plus:

- Opportunity to develop and sponsor a signature initiative or program

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 19 IV 2017:](#)

- 1.3 Historic Plan Unveiled to Link Arab States to Israeli Ports
- 2.1 Israeli Economy Ranked 3rd Most Stable in the World for 2016
- 4.4 Dubai Considers Plan to Turn Organic Waste Into Energy

- 5.4 Saudi to Shelve & Reform Billions of Dollars of Unfinished Projects
- 8.1 Veterans Affairs Purchases 28 Additional ReWalk Exoskeleton Systems
- 11.9 TURKEY: Why Turkey's Growth Data Has Economists Scratching Their Heads

WORLD TRADE CENTERS ASSOCIATION NEWS

Election Results for 2017 WTCA Board of Directors

LAS VEGAS, NV, USA - The World Trade Centers Association is pleased to announce the results of the 2017 election of its Board of Directors.



Please join us in congratulating the following newly elected and re-elected directors:

Asia Pacific Region (6)

- Mr. Vijay Kalantri (WTC Mumbai)
- Ms. Catherine Lee (WTC Nanjing)
- Mr. Balaram Menon (WTC Bengaluru)
- Ms. Jiuling Xiong (WTC Beijing)
- Mr. Jianrong Yang (WTC Shanghai, newly elected)
- Mr. Walter Yeh (WTC Taipei, newly elected)

[Read More!](#)

Thank You to Our GA Participants!



LAS VEGAS, NV, USA - The 48th Annual World Trade Centers Association General Assembly, featuring "**Connections for Global Opportunities**", was held April 2-5 2017 at the World Trade Center Las Vegas in Nevada, USA. This event featured three days of programming to fuel engagement and collaboration between the nearly 200 Participants representing almost 100 WTCs, and the Las Vegas business community.

As the title suggests, this year's GA highlighted the international commerce and investment opportunities that the booming city of Las Vegas has to offer the world. Las Vegas attracts millions of visitors each year, making it one of the top destinations in the world, and a star Member of the network. Attendees entered dialogue with high-powered WTC leaders, CEOs, property developers, economists, trade experts, and policymakers on how to boost global unity and collaboration.

[Read More!](#)

IN THE NEWS

Vision for Delaware Innovation Space comes into focus

DuPont Co.'s Experimental Station has given birth to some of the company's most important discoveries, like Nylon, Tyvek and Kevlar.

Now the 150-acre research park in Alapocas will begin producing some of Delaware's most innovative companies.

Gov. John Carney joined officials from DuPont and the University of Delaware on Monday to formally unveil plans for Delaware Innovation Space Inc., a new business incubator on the site that is expected to eventually house dozens of early-stage, science-based startups.

"This is huge because it's going to be a big part of our economy," Carney said. "This is going to be a leading edge ... driver for science-based development in the future."

Details about the incubator have been leaking out since last week. But Monday's press conference was the first time some of the state's top business, academic and elected leaders were willing to answer questions about the project's vision.

[Read more!](#)

Source: DelawareOnline

ILC Dover Still in the Space Business

When NASA astronaut Jack Fischer reaches the International Space Station on Thursday, he will begin a four-month journey on the orbiting laboratory conducting hundreds of experiments in biology, biotechnology, physical science and Earth science.

Fischer said he expects part of that work will involve stepping outside the space station. When he does, he will be wearing a space suit designed and manufactured in Delaware.

ILC Dover has supplied all the space suits for NASA since project Apollo and continues to design, test and build suits for current and future space exploration at its Frederica plant.

Fischer is one of many in a long line of astronauts who will or have depended on the suits made by ILC Dover.

The most famous is arguably Neil Armstrong, whose walk on the moon on July 20, 1969, is viewed as one of the biggest achievements in the history of manned space flight. More than 240,000 miles from the Earth, Armstrong stepped off the lunar landing module "Eagle" onto the surface of the moon and recited the famous words: "That's one small step for man, one giant leap for mankind."

[Read more!](#)

Source: DelawareOnline

COUNTRY PROFILE: Peru

Fast Facts: Peru

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



U.S. - Peru Relations

The United States established diplomatic relations with Peru in 1827 following Peru's independence from Spain. In the last decade, Peru has seen consistent economic growth, poverty reduction, and broad support for democracy. The country is a key U.S. partner in Latin America, and the two have strong, positive, and cooperative relations. The United States promotes the strengthening of democratic institutions and human rights safeguards in Peru as well as socially inclusive economic growth based on free trade and open markets. The U.S.-Peru Trade Promotion Agreement (TPA) was signed in 2009.

[continue reading...](#)

GLOBAL DELAWARE UPDATES

Go Global: don't miss another opportunity to travel to South Korea



Due to high demand, we've scheduled another business trip to South Korea!

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](#).

[industries here](#).

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

South Korea Business Trip
July 19-23, 2017
Seoul, South Korea

[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.

Join us on the next mission to Mexico:

July 10 -14, 2017

Monterrey and Mexico City

[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.

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