



WORLD TRADE CENTER®
DELAWARE

May 2017 Updates

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Check Out This iTranslate Voice App

Winning a contract is often done with a final face-to-face meeting, what better way to stand out from the competition than by making the effort to communicate with a client in their native language.

Voice to voice translation gives you that opportunity. The iTranslate Voice app translates what you dictate and then plays an audio clip. If you prefer to type instead of speaking to the app you can type your desired phrase or sentence before playing the translated audio.



The app is free to download on both the [App Store](#) and [Google Play](#).

There is an option to upgrade to iTranslate Pro which gives unlimited translation access and the option for air translate between two devices. For more information see, itranslatevoice.com.

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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1812 Marsh Rd Branmar Plaza Wilmington, DE 19810

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

Congratulations to Supercritical Fluid Technologies!



Supercritical Fluid Technologies, Inc (SFT), along with seven other Delaware based companies, was honored by the U.S. Small Business Administration (SBA) at a special award ceremony which took place at the DuPont Country Club on Wednesday May 3rd. SFT was recognized by the SBA as being Delaware's 2017 Small Business Exporter of the Year.

Dr. Kenneth James, Founder and Technical Director of the company, accepted the award. Dr. James told those gathered for the event that SFT exports to six continents and does over 65% of its business outside the United States, stating: "Our key export markets include Europe, China, southeast Asia and Latin America."

[Read more!](#)

Delaware Trade Leads Program

World Trade Center Delaware is re-implementing its Delaware Trade Leads Program in an effort to help Delaware companies promote their products and services around the world. Simply share with us your leads for products or services you are looking to buy or sell, and we will in turn share them with hundreds of World Trade Centers and American Chambers of Commerce around the world.

In order for us to include your company's trade leads into our bulletin you must complete a short form (link below).

Please click [HERE](#) to submit your form today!

If you have any questions or concerns regarding the Delaware Trade Leads Program or the Delaware Trade Leads Form please feel free to contact us at info@wtcde.com.

MEMBER SPOTLIGHT

Today Media / Delaware Business Times

Please help us welcome our newest member, Today Media/ Delaware Business Times!

Today Media is a communications company, headquartered in Wilmington DE. With roots dating back nearly 60 years, Today Media publishes seven publications of its own plus affiliated websites - including Delaware Today, Delaware Business Times, and The Hunt. The company also operates a Custom Division, where it applies its expertise on behalf of external clients. TMCC produces 70 to 100 publications annually for tourism entities, chambers of commerce, economic development agencies, and associations. Current clients include the Port of Baltimore, Delaware Bar Foundation, Medical Society of Delaware, Greater Wilmington CVB, DRBA/Cape May-Lewes Ferry, New Jersey Tourism Office, and dozens of others.



For more info please visit: <http://www.todaymediainc.com/>

WTC DELAWARE SERVICES

WTC Delaware On the Road©

WTC Delaware Procurement Partners Program©

WTC Delaware At Your DoorStep©

[Click here to learn more!](#)

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

STANDARD - \$475 (1-49 employees), \$825 (50-99 employees), \$1,375 (100+ employees)



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

- introductions to companies in geographic markets of interest

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.

- 2.5 ADM Acquires Majority Stake in Israel's Industries Centers EOD
- 2.12 Large Québec Trade Delegation Visits Israel
- 3.6 Camille's Ice Cream Bars Brings Smiles into Saudi Arabia
- 4.3 Dubai Wants More People Driving Electric Cars
- 10.4 Record Number of Tourists Visited Israel in April
- 11.2 ARABIAN GULF: The Challenge of the Oil Market to the Gulf States

WORLD TRADE CENTERS ASSOCIATION NEWS

About WTCA



The World Trade Centers Association stimulates trade and investment opportunities for commercial property developers, economic development agencies, and international businesses looking to connect globally and prosper locally.

Our association serves as an 'international ecosystem' of global connections, iconic properties, and integrated trade services under the umbrella of a prestigious brand.

[Read more!](#)

2017 WTCA Board Officers Election

NEW YORK, NY, USA - The Nomination & Compensation Committee is pleased to announce the results of the 2017 election of WTCA Board Officers.

Our new Board officers are:

- **John Drew, WTC Boston - Chairman**
- **Rolf Draak, WTC Nice/Sophia Antipolis - Vice Chair-Treasurer**
- **Remy Swaab, WTC Panama - Vice Chair-Secretary**



We congratulate these individuals on their election, and wish to extend our appreciation on behalf of the Board to Mr. Ghazi Abu Nahl and Mr. Antonio Trueba for their years of service in their respective chair and vice-chair positions.

[Please contact for more info!](#)

IN THE NEWS

Produce Marketing Association takes on global trade from Newark

NEWARK - One thief, two grad students and a mushroom company executive with a truck caused the Produce Marketing Association to move from bustling New York City to suburban Newark nearly 60 years ago. It all started with the thief:

"The executive director ran off with the exhibit money," said Kathy Means, the association's vice president of industry relations.

Then the mushroom company executive sprung into action:

A board member who worked in the mushroom industry dispatched a mushroom truck to New York City to retrieve the association's mimeograph machine and meager office supplies. They landed in Newark where she was pretty sure she could hire some grad students to keep the trade association running.

And then the grad students took over.

One of them, Bob Carey, served as CEO until 1996. That's how an international organization came to operate from an office building on Casho Mill Road. "It's sort of an accident that we're here in Delaware, but it's worked for us," Means said.

[Read more!](#)

Source: DelawareBusinessTimes

Newark company to offer consumer screening of toxic levels in food & drink

[ANP Technologies, Inc.](#), Newark, has launched a spin-off company. company [ANP Health](#).

A Monday morning ceremony, hosted by the Delaware Economic Development Office at ANP's headquarters, will mark the launch of the health company.

ANP Health will offer to consumers, the NIDS ACE-III Test Kit - a rapid, one-step test to screen for pesticides and toxic metal compounds in food and drink.

ANP Technologies, Inc., which was founded in 2002, by Ray Yin, has successfully developed multiple product platforms and focused the application of its technologies in the areas of drug delivery, rapid detection of biowarfare agents, pesticides and chemical warfare agents.

[Read more!](#)

Source: DelawareBusinessNow!

Stable jobless rate forecast for Delaware

Using an analytical method created by bank researchers, the unemployment rates for April will decrease from 4.8 percent to 4.7 percent in Pennsylvania and from 4.2 percent to four percent in New Jersey and remain unchanged at 4.5 percent in Delaware.

The forecasts were issued since the national unemployment rate comes out a couple of weeks before the state figures that are typically issued around the 20th of the month.

During the month of April, the national unemployment rate decreased from 4.5 percent to 4.4 percent.

Delaware has seen its jobless rate move toward the national figure after decades of having a rate that was below the national average during most months.

[Read more!](#)

Source: *DelawareBusinessNow*

COUNTRY PROFILE: Morocco

Fast Facts: Morocco

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



U.S. - Morocco Relations

Morocco formally recognized the United States by signing a treaty of peace and friendship in 1786. Full diplomatic relations began in 1905. Morocco entered into the status of a French protectorate from 1912 to 1956, and normal diplomatic relations were resumed after U.S. recognition of Moroccan independence in 1956. The two countries share common concerns and consult closely on regional security and sustainable development. Morocco is a strong partner in counterterrorism efforts, and it works closely with U.S. law enforcement to safeguard both countries' national security interests.

[continue reading...](#)

GLOBAL DELAWARE UPDATES

Find new international sales leads for your Delaware small business



It's time to enter the global marketplace and make international sales. Just look at the stats:

- 95 percent of world's consumers are outside the U.S. That means your business MUST start now!
- 98 percent of U.S. exporters are small and medium-sized businesses. That means your business CAN do it too!

Guess what? You don't have to go it alone. Global Delaware has helped many small businesses find success overseas and achieve new export sales (\$11.5 million projected!). Our team is here to train, guide and empower you to successfully close deals around the world. Here's how:

- **Export counseling from expert**
- **Market studies and access to foreign buyers**
- **International business trips**
- **Financial assistance**

[Read More!](#)

Spitzberg Partners LLC and Global Delaware Announce Strategic Partnership

Corporate advisory and investment firm [Spitzberg Partners](#) has teamed up with Global Delaware. The partnership will focus on bringing the most innovative firms from around the world to Delaware as they launch their U.S.-based operations.



The strategic partnership will highlight the unique advantages of investing in Delaware for innovative firms from around the world, including the lower cost of doing business, easy access to government officials, a friendly regulatory climate, first-rate university and research centers, and attractive positioning along the New York City - Washington, DC corridor.

"We are very excited about the potential of this strategic partnership and are extremely pleased to lend our services to help build and raise awareness of the Delaware Blockchain Initiative," said Ulf Gartzke, Managing Partner of Spitzberg Partners. "We specialize in assisting innovative firms with establishing a beachhead in the U.S. as they expand beyond their home markets, and the advantages of the State of Delaware combined with the quality of Andrea Tinianow's team are very compelling. There is a natural fit between our respective domain expertises."

[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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