



WORLD TRADE CENTER®
DELAWARE

August 2017 Updates

Our office will be closed Monday, September 4th in observance of the Labor Day. Have a safe and Happy Labor Day!

Visit us on the web | www.wtcde.com

TIPS FOR TRAVEL

UNIGLOBE

[Red Carpet Travel](#)

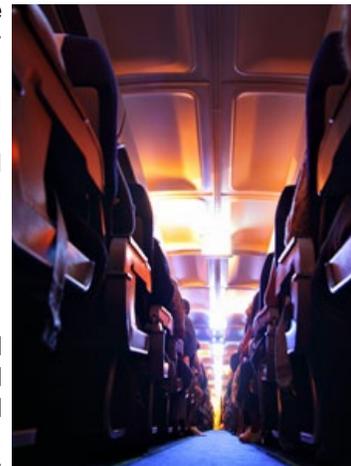
302 475 1220

info@unigloberedcarpettravel.com

[View online](#)

The Skinny on the New Basic Economy Fares

Several years ago, Delta began experimenting with a new fare type called Basic Economy. The fare provides an opportunity for greater savings, but with limitations that may not be right for all travelers. As Delta expands this fare to more markets, United and American and preparing to offer a similar fare type later this year. What are the restrictions of these fares and how does it fit within your corporate travel policy? UNIGLOBE RED CARPET TRAVEL experts of Delaware can answer these and other questions.



Where will we see these fares and what is the price difference?

Delta began testing their Basic Economy back in 2012 in a very limited number of leisure markets. They have slowly expanded the offering and we expect to eventually see them in almost all markets. United and American have both announced that they will launch these fare types this year. While United and American have not yet finalized the names or attributes of their fares, all indications are that they will follow the same restrictions as Delta.

The fares are aimed at those travelers for whom price is the primary factor and are willing to forego certain flexibility and choice. Essentially, this is a response to ultra-low fare carriers like Spirit. We have seen that on typical domestic routes, prices are 10%-20% lower than standard economy. In real terms, the discount has ranged from \$15 on a short one-way up to \$50 on a longer round-trip.

[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.

Uniglobe Red Carpet Travel
302-475-1220

Uniglobe Red Carpet Travel
302-475-1220 or 800-229-1220

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

To World Trade Center Delaware Members:



Displaying our logo shows the world that your company is a member of the World Trade Center Delaware and that you are serious about international business.

Please display the WTC Delaware logo and link it to our [website](#) and on all of our social media 

Quick Survey

- What is your #1 exporting concern?
- What is your #1 importing concern?

Please email us at info@wtcde.com and share your importing/exporting concerns!

MEMBER SPOTLIGHT

Eastern Lift Truck Co., Inc.

WTC Delaware is pleased to welcome Eastern Lift Truck Co., our newest member.

Eastern Lift Truck Co., Inc. offers one of the industry's most comprehensive ranges of material handling and storage products and related services to support the variety of needs of our customers. We provide new and used forklifts for all applications, replacement parts, planned and emergency service, fleet asset management, warehouse products and systems design, safety and ergonomic solutions, baler and compactor sales and service, dock and door equipment sales and service, and a fully staffed training department providing OSHA and ANSI operator training and certifications.



For more info please visit:

<https://www.easternliftruck.com/>

WTC DELAWARE SERVICES

[International Business Training](#)

WTC Delaware provides regular seminars, educational programs, and workshops on issues of critical interest to companies operating in the global marketplace.

Have a specific request for a topic, or in need of on-site training for your employees? Contact us today at info@wtcde.com.



MEMBER BENEFIT SPOTLIGHT

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



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

- Discounts on educational programming, including Seminars, Webinars, and [Online Education](#)

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

TRADE LEADS & ATID EDI's FORTNIGHTLY

World Trade Center Delaware regularly receives offers to buy and sell products and services from all over the world - other World Trade Centers, Chambers of Commerce, Ministries, and private businesses.

[Click here to view the most recent Trade Leads!](#)

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 23 VIII 2017:](#)

- 2.2 Intel Completes Tender Offer for Mobileye
- 2.16 Amenity Analytics Raises \$7.6 Million
- 6.3 Fitch Upgrades Greece as Political Risk Eases
- 8.7 TechCare Receives CE Mark Approval for Novokid Lice Treatment Device
- 10.4 Israel's Unemployment Rate Falls to New Low of 4.1%
- 11.5 GCC: Self-Imposed Barriers to Economic Integration in the GCC

WORLD TRADE CENTERS ASSOCIATION NEWS

CIFT 2017 - WTCA Access China Program

The WTCA is pleased to announce again its 2017 Access China program with its core component of participation in the 2017 China International Fair for Investment and Trade (CIFT), a top international investment and trade facilitation platform from September 18-21, 2017.



The WTCA CIFT program features a WTCA Pavilion that showcases WTCA branding and demonstrates WTCA global network, matchmaking meetings for participating WTCs and member companies, and post-CIFT city visits for the trade mission delegates.

[Read more!](#)

The Host of the 50th General Assembly in 2019 Is...



New York, NY, USA - Each spring at our annual General Assembly (GA) our Association gathers in a different global location to engage and activate alongside other Members of our network. WTC Las Vegas did a spectacular job hosting this event this past April, and I have every confidence that our 2018 GA host-WTC Leeuwarden-will deliver for our Members as well.

The year 2019 will mark the 50th GA since the founding of our organization. It will be a milestone for the Association, and no doubt for the host of the event. We received a number of bids from World Trade Centers (WTCs) who wished to bring the GA to their hometowns. Each made a compelling argument and offered up attractive proposals. As a result of these presentations-made to the Board of Directors late last month and carefully considered-I am delighted to announce that the Board has voted to grant the 2019 General Assembly to WTC Queretaro, Mexico.

[Read more!](#)

IN THE NEWS

Christiana Care partners with Israeli company to advance cancer care

By Michael Bradley

Special to Delaware Business Times

When Dr. Eric Kmiec speaks about the gene-editing work being done at Christiana Care Health System, he references partnerships often. The hospital has teamed with an Israeli company to create personalized cancer treatments from the research Kmiec and his team are performing.

In addition, Christiana Care is working with Nemours to develop gene-editing therapies to tackle sickle cell anemia and leukemia, and Kmiec said the support of the hospital system's Helen F. Graham Cancer Center and Research Institute has been instrumental to his work.

But it's the link between the therapies that are developed and the chemotherapy charged with fighting patients' cancers that is garnering attention. The breakthroughs that come from Kmiec's lab will help the oft-used method of killing cancer cells - and plenty else in an affected body - become more successful and less reckless.

"We are using gene therapy to reduce chemotherapy resistance that develops during chemotherapy and also radiation," Kmiec said. "By reducing the resistance, we can increase the efficacy of chemotherapy."

The work being done at Christiana Care is part of a larger effort across a variety of hospitals and research centers nationwide. Pioneers like the University of Pennsylvania and MD Anderson Cancer Center at the University of Texas have had success in producing therapies to address blood cancers, like leukemia, as well as glioblastoma, an aggressive brain tumor. Although everyone involved is working hard to create advancements in the field, there is not animosity. The rivalry is friendly, and "we are rooting for all of these folks," Kmiec said.

[Read more!](#)

Source: Delaware Business Times

Family philosophy behind Marlex Pharmaceuticals' success

By Alonzo Small

The News Journal

Savar Patel, president of Marlex Pharmaceuticals, believes employees go the extra mile for him and his brother Samir because of loyalty.

That mindset stems from Samir and Savar's father Amrish, Marlex's founder, who the brothers say was an employee-centric boss who never wanted to treat people badly.

"We've just continued on with that philosophy," Savar Patel said.

That philosophy has landed the New Castle-area-based packaging and distribution company on The News Journal's list of Top Workplaces four years in a row.

Marlex Pharmaceuticals was ranked first among small businesses in The News Journal's annual Top Workplaces survey conducted by WorkplaceDynamics of Exton, Pennsylvania.

The company engages in the distribution and packaging of pharmaceuticals. All products are made in the United States and distributed nationally, with access to every hospital, pharmacy and nursing home across the country.

[Read more!](#)

Source: Delaware Online

COUNTRY PROFILE: Uganda

Fast Facts: Uganda

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



U.S. - Uganda Relations

The United States established diplomatic relations with Ecuador in 1848 following its withdrawal from its federation with Colombia. The United States and Ecuador share a history of partnership and cooperation, and have mutual interests in combating narco-trafficking, reducing poverty, fostering Ecuador's economic development, increasing trade, promoting academic exchanges, and addressing environmental conservation and biodiversity. The protection of American citizens and U.S. interests remains a top mission priority.

The United States established diplomatic relations with Uganda in 1962, following Uganda's formal independence from the United Kingdom. In the post-independence period, the country endured despotism and near economic collapse. The human rights abuses of several Ugandan governments strained U.S. relations with Uganda.

[continue reading...](#)

GLOBAL DELAWARE UPDATES

Meet Your NEW Trade Reps!

This year Global Delaware is expanding Delaware's Strategic Export Program to new markets: **Colombia, Ireland, Singapore and Malaysia.**

Global Delaware has hired new representatives in each country to help your business expand. You will have the opportunity to meet with them one-on-one at their annual **Meet the Reps event!**

Thursday, September 14, 2017, 8:30 a.m.
Delaware State Chamber of Commerce

[Register >>>](#)

At the event you will hear a brief industry overview from each of the reps, then we will break out into one-on-one meetings where you can get specific insight about your business. Last year, our reps had over 200 meetings with Delaware businesses.

Here's who you will meet:

Miguel de Regil, Colombia and Mexico

With more than four decades of international trade experience, Miguel has extensive knowledge of consumer and industrial markets throughout Latin America.

Declan Barry, Ireland

Having worked in international business development across Europe for over a decade, Declan helps pharmaceutical, medtech, fintech and cyber security businesses expand to Ireland.

Sarath Menon, Singapore/Malaysia

Over the last 15 years, Sarath has supported thousands of companies in the industrial, commercial and service industries.

[Register >>>](#)

Go Global: Another Business Trip to Canada

Did you know that Canada is our nation's biggest trade partner? Join [Global Delaware](#) on their next business trip to explore export opportunities for your business:



Canada Business Trip September 25 - 28, 2017

International business trips with Global Delaware provide an excellent opportunity to meet face to face with distributors and potential customers - all with the assistance of seasoned global trade experts.

By participating on the trip, you will get to meet with representatives from Canadian companies and government officials to explore expansion opportunities.

[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.

802 N. West Street
Wilmington, DE 19801
ph: 302-656-7905
fax: 302-656-7956
info@wtcde.com
www.wtcde.com

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