Trade Mission Seeks to Expand Trade and Investment Ties with Two Key Global Markets

China and Japan are the second and third largest economies in the world. Together, the two countries make up 23% of global population and represent almost 20% of the world economy. These two thriving markets offer excellent potential for Maine’s manufacturers, service providers, and educational institutions. In addition, both countries are important sources of investment capital, with Chinese and Japanese companies increasingly looking at overseas investments as a pathway to growth, we feel that the time is right for a business mission to Japan and China this October. The trade mission, organized by Maine International Trade Center (MITC) and the US Commercial Service, will promote the state’s businesses and assets to two of the world’s largest economies with visits to Tokyo and Shanghai.

China’s largest economies, with 20% of the world’s population and 18% of its gross domestic product, China is the world’s largest market for goods and services. China is also the second largest source of export orders for Maine businesses, and has considerable potential for Maine’s manufacturers, service providers, and educational institutions. In addition, both countries are important sources of investment capital, with Chinese and Japanese companies increasingly looking at overseas investments as a pathway to growth, we feel that the time is right for a business mission.

What’s Ahead

Trade Mission Seeks to Expand Trade and Investment Ties with Two Key Global Markets

Join Maine Companies at DEFSEC Atlantic 2015

Long-Standing MITC Member Wins National Export Award

TRADE MISSION TO CHINA AND JAPAN

October 21-30, 2015

A first-time addition this year was the New Product Global Showcase. Of the ten companies selected to exhibit, attendees voted the “Best in Show” honor to Biovation for their Tactical Boot Drying Sheet.

WHAT’S INSIDE

Trade Mission Seeks to Expand Trade and Investment Ties with Two Key Global Markets

John Maine Companies at DEFSEC Atlantic 2015

Long-Standing MITC Member Wins National Export Award

China and Japan are the second and third largest economies in the world. Together, the two countries make up 23% of global population and represent almost 20% of the world economy. These two thriving markets offer excellent potential for Maine’s manufacturers, service providers, and educational institutions. In addition, both countries are important sources of investment capital, with Chinese and Japanese companies increasingly looking at overseas investments as a pathway to growth, we feel that the time is right for a business mission.

Maine mission.”

Although already very important trading partners, both markets represent tremendous opportunities for export expansion. With our new 21% of world population and represent almost 20% of the world economy. These two thriving markets offer excellent potential for Maine’s manufacturers, service providers, and educational institutions. In addition, both countries are important sources of investment capital, with Chinese and Japanese companies increasingly looking at overseas investments as a pathway to growth, we feel that the time is right for a business mission.

What’s Ahead

TRADE MISSION TO CHINA AND JAPAN

October 21-30, 2015

A first-time addition this year was the New Product Global Showcase. Of the ten companies selected to exhibit, attendees voted the “Best in Show” honor to Biovation for their Tactical Boot Drying Sheet.

WHAT’S INSIDE

Trade Mission Seeks to Expand Trade and Investment Ties with Two Key Global Markets

John Maine Companies at DEFSEC Atlantic 2015

Long-Standing MITC Member Wins National Export Award

China and Japan are the second and third largest economies in the world. Together, the two countries make up 23% of global population and represent almost 20% of the world economy. These two thriving markets offer excellent potential for Maine’s manufacturers, service providers, and educational institutions. In addition, both countries are important sources of investment capital, with Chinese and Japanese companies increasingly looking at overseas investments as a pathway to growth, we feel that the time is right for a business mission.
PRESIDENT’S CORNER

Dear MITC Members and Friends,

As we begin our new fiscal year, I want to take this opportunity to thank all of our members and sponsors for your participation and support. In the past week or two, you will be receiving requests for renewal of your MITC membership and an invitation to our annual “Members Only” networking reception this month. We look forward to meeting with you in the upcoming months on our market development and providing any technical assistance you may need.

Some noteworthy news and upcoming activities:

Join us in Asia for the State of Maine Trade Mission to Japan & China. Enrollment is filling up quickly with the registration deadline of July 4. Don’t miss this opportunity to enter into new markets and be in the vanguard of our state’s export drive. For more information, see the cover article and www.mitc.com.

One of our most popular events – DEFSEC Atlantic – will be on August 27-29 at the DoubleTree by Hilton in Portland. This year’s mission winners, mentors and prime contractors will be accepted by August 15. For more details, see the registration information on the DEFSEC website.

Follow on last year’s success, we will again host a Maine booth at DEFSEC Atlantic, 2015, the premier Canadian defense, security and aerospace event in Halifax, Nova Scotia. See the next page for details and information on opportunities to exhibit.

Our Annual Member Appreciation Receptions – one of our most popular events – will be on August 28 at Eimskip in Portland. These mission winners, mentors and prime contractors are accepted by August 15. For more details, see the registration information on the DEFSEC website.

A new roundtable meeting for U.S. firms interested in Government of Canada’s defense opportunities.

Defending our own backyard against numerous defense programs available in Canada. The U.S. Commercial Service marketing workshops will pro-actively link our exhibitors with Government of Canada’s defense opportunities.

Business matching is a core part of our mission. Some noteworthy news and upcoming activities:

Our “Members Only” networking reception next month. We look forward to working with you in the upcoming two months. You will be receiving requests for renewal of your MITC membership and an invitation to our annual “Members Only” networking reception on August 27. Don’t miss this opportunity to enter into new export markets in the world. For more information, see the cover article and www.mitc.com.

Some noteworthy news and upcoming activities:

Join us on the third of our State of Maine Trade Missions around the world. Enrollment is filling up quickly with the registration deadline of July 4. Don’t miss this opportunity to enter into new markets and be in the vanguard of our state’s export drive. For more information, see the cover article and www.mitc.com.

Some noteworthy news and upcoming activities:

Join us in Asia for the State of Maine Trade Mission to Japan & China. Enrollment is filling up quickly with the registration deadline of July 4. Don’t miss this opportunity to enter into new markets and be in the vanguard of our state’s export drive. For more information, see the cover article and www.mitc.com.

Some noteworthy news and upcoming activities:

Join us on the third of our State of Maine Trade Missions around the world. Enrollment is filling up quickly with the registration deadline of July 4. Don’t miss this opportunity to enter into new markets and be in the vanguard of our state’s export drive. For more information, see the cover article and www.mitc.com.

PRESIDENT’S CORNER

Dear MITC Members and Friends,

As we begin our new fiscal year, I want to take this opportunity to thank all of our members and sponsors for your participation and support. In the past week or two, you will be receiving requests for renewal of your MITC membership and an invitation to our annual “Members Only” networking reception this month. We look forward to meeting with you in the upcoming months on our market development and providing any technical assistance you may need.

Some noteworthy news and upcoming activities:

Join us in Asia for the State of Maine Trade Mission to Japan & China. Enrollment is filling up quickly with the registration deadline of July 4. Don’t miss this opportunity to enter into new markets and be in the vanguard of our state’s export drive. For more information, see the cover article and www.mitc.com.

Some noteworthy news and upcoming activities:

Join us on the third of our State of Maine Trade Missions around the world. Enrollment is filling up quickly with the registration deadline of July 4. Don’t miss this opportunity to enter into new markets and be in the vanguard of our state’s export drive. For more information, see the cover article and www.mitc.com.

Some noteworthy news and upcoming activities:

Join us in Asia for the State of Maine Trade Mission to Japan & China. Enrollment is filling up quickly with the registration deadline of July 4. Don’t miss this opportunity to enter into new markets and be in the vanguard of our state’s export drive. For more information, see the cover article and www.mitc.com.

Join us on the third of our State of Maine Trade Missions around the world. Enrollment is filling up quickly with the registration deadline of July 4. Don’t miss this opportunity to enter into new markets and be in the vanguard of our state’s export drive. For more information, see the cover article and www.mitc.com.

Some noteworthy news and upcoming activities:

Join us in Asia for the State of Maine Trade Mission to Japan & China. Enrollment is filling up quickly with the registration deadline of July 4. Don’t miss this opportunity to enter into new markets and be in the vanguard of our state’s export drive. For more information, see the cover article and www.mitc.com.

Some noteworthy news and upcoming activities:

Join us on the third of our State of Maine Trade Missions around the world. Enrollment is filling up quickly with the registration deadline of July 4. Don’t miss this opportunity to enter into new markets and be in the vanguard of our state’s export drive. For more information, see the cover article and www.mitc.com.

Join us on the third of our State of Maine Trade Missions around the world. Enrollment is filling up quickly with the registration deadline of July 4. Don’t miss this opportunity to enter into new markets and be in the vanguard of our state’s export drive. For more information, see the cover article and www.mitc.com.

Join us on the third of our State of Maine Trade Missions around the world. Enrollment is filling up quickly with the registration deadline of July 4. Don’t miss this opportunity to enter into new markets and be in the vanguard of our state’s export drive. For more information, see the cover article and www.mitc.com.
Long-Standing MITC Member Wins National Export Award

Thorton Academy, an independent school in Saco, was recently awarded the highest possible designation—President’s ‘E’ Award—for the first time in the organization’s history.

A founding member of MITC’s StudyMaine initiative, Thorton Academy received the award in recognition of its international student program, currently home to more than 70 international students from 24 countries. The Thorton Academy is a constituent of Maine high schools, colleges, and universities that demonstrates the excellent academic programs and extracurricular opportunities available to Maine educational institutions and assists international students in finding the right path for their academic and personal success.

Jeffery Porter, the US Commercial Service’s former Maine representative who managed the Thorton Academy’s international student program, said the award is a reflection of the hard work put forth by the institution over the past 20 years.

StudyMaine Welcomes International Delegations

In early June, StudyMaine—organized Maine campus visits for Florida-based students from four different countries. The advisees, who served as exchange students in Maine, helped them understand U.S. culture and tourism and explore the various programs and activities that Maine provides for their future in the states. The study groups played a vital role in the students’ understanding of the American culture and its educational offerings.

The delegation of the Florida educational agent also spent time exploring landmarks in Southern Maine.

MISSING TEXT
Dear MITC Members and Friends,

As we begin our new fiscal year, I want to take the opportunity to thank all of our members and sponsors for their participation and support. In the past 12 months, we have had the opportunity to expand our programs and extend our influence in important markets, and we welcome you to participate in our upcoming programs.

Join us in Asia for the State of Maine Trade Mission to Japan & China. Enrollment is now full, but you can register your interest for our next trip. You will receive a heads-up notice 3-4 weeks in advance when space becomes available.

Kind regards,

Janine Bisaillon-Cary
President

MITC has a booth reserved at DEFASEC Atlantic 2015 — “The Canadian Defence Security and Innovation Exhibition Atlantic” — in the U.S. Commercial Service Canada’s U.S. Pavilion. Mainebiz companies are invited to exhibit and explore the Government of Canada’s ideas, opportunities, and partnerships available in Canada.

Participating businesses will meet face-to-face with defense prime contractors, export market specialists, and officials that will assess your company’s solutions against numerous defense programs available in Canada. The U.S. Commercial Service marketing program will prepare you to introduce your solutions with industry partners, prime contractors, and end-users.

In early June, StudyMaine organized Maine international student agents and advisors to tour Maine, the advisers visited 4 college campuses and learned about the variety of programs available, information they can take back and share with their students.

Join the LinkedIn group “Canadian Taliban Fans” for U.S. citizens. Information on opening procedures is available in the Government of Canada.

For information about DEFASEC exhibitor registration, contact the Canada Desk at 207-584-6493 or email com.cn.evere@maine.gov.
Trade Mission Seeks to Expand Trade and Investment Ties with Two Key Global Markets

China and Japan are the second and third largest economies in the world. Together, the two countries make up 23% of the world’s population and represent almost 20% of the world economy. These two thriving markets offer excellent potential for Maine’s manufacturers, service providers, and educational institutions. In addition, both countries are important sources of investment capital, with companies such as Woodland Polyp (Shanghai World Harbors (Volkswagen) and Honda America (Honda) all looking at either Japanese or Chinese parent companies.

Governor Paul R. LePage will be leading a delegation of Maine businesses and educational institutions on a trade mission to Japan and China this October. The trade mission, organized by Maine International Trade Center (MITC) and the US Commercial Service, will promote the state’s businesses and assets to two of the world’s largest economies with visits to Tokyo and Shanghai.

China has been a consistent growth market for Maine. International active business community for almost a decade, ranking second and fourth respectively in 2014 and purchasing a combined $300 million in Maine goods and services.

China and Japan have been important international markets for Maine. Participating business must be pre-screened and committed to support the trade mission. In addition to industry tours, participants can choose pre-scheduled meetings with potential distributors, customers, or partners based on the organization’s specific goals for the trip.

All companies in Maine are welcome to register. Registration and payment are required by July 31, 2015.

For more information, please contact: Jeff Bennett (jbennett@mitc.com) at 207-553-7709 or Trade Mission (trade@mitc.com) at 207-541-7400.

WHAT’S AHEAD

MTC Members, don’t miss one of our most popular and well-attended events of the year!

Annual Member Appreciation Reception
August 5 • 5:00 – 7:00 PM
Dimitto’s on the Water
Portland, ME
Register online at www.mitc.com

WHAT’S INSIDE

Trade Mission Seeks to Expand Trade and Investment Ties with Two Key Global Markets

John Maine Companies at DSEFAC Atlantic 2015

Long-Standing Mitc Member Wins National Export Award

Foreign Direct Investor of the Year – Dalegip America, Inc.

Innovator of the Year – Hodgdon Yachts

Exporter of the Year – Ready Seafood

Future Global Leader Award – President’s Award – Christopher H. Paradis

Future Global Leader Award – Maxine Secskas

THANK YOU to all of our sponsors, speakers, award winners, and over 300 attendees for making Trade Day 2015 the best ever!

Continued from page 1

Trade and Investment Ties with Two Key Global Markets

Trade Mission Seeks to Expand Trade and Investment Ties with Two Key Global Markets

China and Japan are the second and third largest economies in the world. Together, the two countries make up 23% of the world’s population and represent almost 20% of the world economy. These two thriving markets offer excellent potential for Maine’s manufacturers, service providers, and educational institutions. In addition, both countries are important sources of investment capital, with companies such as Woodland Polyp (Shanghai World Harbors (Volkswagen) and Honda America (Honda) all looking at Japanese or Chinese parent companies.

Governor Paul R. LePage will be leading a delegation of Maine businesses and educational institutions on a trade mission to Japan and China this October. The trade mission, organized by Maine International Trade Center (MITC) and the US Commercial Service, will promote the state’s businesses and assets to two of the world’s largest economies with visits to Tokyo and Shanghai.

Maine mission.”

“Although already very important trading partners, both markets represent tremendous opportunities for export expansion. With our new office in Main East Asia office in Shanghai, and Chinese and Japanese companies increasingly looking at new international markets to grow, we feel that the time is right for a Maine mission.”

Continued on page 5
Trade Mission Seeks to Expand Trade and Investment Ties with Two Key Global Markets

China and Japan are the second and third largest economies in the world. Together, the two countries make up 21% of world population and represent almost 20% of the world economy. These two thriving markets offer excellent potential for Maine’s manufacturers, service providers, and educational institutions. In addition, both countries are important sources of investment capital, with Chinese parent companies owning more than 8,000 U.S. companies, and Japanese companies spanning food and wine to film and media.

Trade and Japanese companies have been important commodities markets for Maine. Internationally active businesses have seen growth opportunities for decades, making Japan and China the first and fourth respectively in 2014 in purchasing a combined $300 million in Maine goods and services.

Participating businesses pre-arranged market research and orientation, as well as one-on-one business matchmaking meetings with potential distributors, customers, or partners based on the organization’s specific goals for the trip. All companies in Maine were welcome to register. Registration and payment are required by July 31, 2015.

For more information, please contact Jill Brant (jbrant@mitc.com) at 207-553-7709 or Trade Center (trade@mitc.com) at 207-541-7400.

Continued on page 5