



Californian trade mission secures contracts worth €29m

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TRADE

TEN Irish companies have secured €29m in new contracts in the high-tech entrepreneurial hub, Silicon Valley, during an Enterprise Ireland trade mission to California this week.

Cartrawler, a Dublin-based global car-rental distribution system, has secured an agreement with American company, the Airline Reporting Corporation (ARC).

Irish software company, Daon has signed a deal with NEC corporation to launch and administer a multi-modal biometrical border control system for Japan.

Lost and found service, Yougetitback.com has announced a new relationship with Arizona State University to protect the mobile assets of 65,000 students and staff.

Cork-based SensL, a compa-

ny that manufactures innovative new technology to detect low light has also signed a deal with Jefferson Laboratories.

Abaltat, which provides editing tools for professional soundtrack creation has signed an agreement with Boris Fx Media.

Partnership

And, Interactive Services, a learning specialist company, has agreed a partnership with Palm Inc to provide Palm with Interactive Services custom learning solutions.

Enterprise Minister Micheal Martin officially opened a new facility in Union City, California for Multis Ltd and new offices in Palo Alto for University of Limerick spin-out Powervation.

"Investment relations between the US and Ireland had entered a new era, marked by a dynamic two-way investment flow.

"Irish companies are now investing more in the US than ever before. In fact, in the last

decade, such investment has increased 10-fold, making Ireland the 10th largest investor in the US market. In the last 12 months, Irish companies have opened 47 offices in the US," Mr Martin said.

Tom Cusack, director of the Americas for Enterprise Ireland added: "The fact that Irish companies continue to win significant new business in the US in spite of difficult economic conditions in the US market is strong testament to the calibre of Irish entrepreneur, the global standard of their product offerings and their ability to compete in this market.

"The US is a key market for our client companies and Enterprise Ireland remains extremely committed to the growth of our companies in this market.

"It is now more critical than ever for companies to maintain a strong focus in this market and to demonstrate commitment to the longer term opportunities."