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Acrow Bridge's Paul Sullivan Speaks at U.S. Dept. of Commerce Conference on Africa & Middle East Business Outlook

Dubai event focused on American companies doing business in the Middle East and Africa

(Parsippany, New Jersey) – 15 June 2015 – Paul Sullivan, Vice President of International Business Development at Acrow Bridge, a leading international bridge engineering and supply company, was a featured speaker at the U.S. Department of Commerce's 2015 Africa & Middle East Business Outlook Conference, which was held May 27-28 in Dubai, UAE.

The conference focused on the needs of American companies with sales and distribution operations in the UAE who are interested in expanding their sales throughout the Middle East and Africa as well as American companies interested in establishing either a Middle East or Africa presence.

"Infrastructure investment is a critical element in the economic development of Africa, in particular," said Sullivan, who is a frequent speaker at international development conferences and who has also been a key supporter of efforts to maintain funding for the Export-Import Bank of the United States. "American companies can play an important role in these markets, but they have to understand the immense importance of tailoring their offerings to the needs of governments and agencies in terms of financing and the use of local assets, including labor and engineering, in the project."

Sullivan spoke on a panel on African Infrastructure Financing & Project Development. His co-panelists included: Stephen Hayes, President and CEO, Corporate Council on Africa; Ranjit Singh, Managing Director, EMEA Region, APR Energy; and Danielle Montgomery, Managing Director, Overseas Private Investment Corporation.

About Acrow Bridge

Acrow Bridge has been serving the transportation and construction industries for more than 60 years with a full line of modular steel bridging solutions for vehicle, rail, vessel, military and pedestrian use. Acrow's extensive international presence includes its leadership in the development and implementation of bridge infrastructure projects in over 80 countries, covering Africa, Asia, the Americas, Europe and the Middle East. For more information, please visit www.acrow.com.

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