



DIRECTOR'S CUT:

I was in Storrs last week to speak with Engineering Dean Kazem Kazerounian. He and his faculty have a tremendous number of on-going projects with Connecticut companies – helping them with everything from research in cutting-edge technologies... to educating students in areas relevant to specific companies... to helping mid-career engineers on site at their companies, but I had no idea of just how many companies are working with them. Our World Class University is truly assisting our Connecticut companies in keeping their global competitive edge.

A.S. Evans

Anne S. Evans
District Director, Connecticut

UConn

Industry Collaborations Multiplying at the UConn School of Engineering

Industry collaboration is exploding at the UConn School of Engineering.

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I knew UConn/Engineering had its first Industry Open House last November, but I had no idea of just how many companies are working with them.

Here is some of what I learned:

- UConn/Engineering is developing areas of expertise matched to what CT industry needs. That means it is hiring extraordinarily bright talent equipped to help our industries compete. The School is also working with companies to land federal grants tied to innovation and products competitiveness for specific companies. All of this is accelerating as UConn/Engineering begins its mandated 70% growth over the next 10 years (Next Generation Connecticut). And the opportunities resulting from the Tech Park (being

built within sight of UConn/Engineering) are being leveraged.

- Who is already working with them? The answer is lots of companies from big too small. Here are some that you have probably heard about:
 - GE Industrial Systems.
 - Pratt & Whitney – pioneering with its Additive Manufacturing Innovation Center (www.amic.uconn.edu).
 - UTC – honing the skills of engineers with the UTC Institute for Advanced Systems Engineering (www.utc-iase.uconn.edu)
 - CHASE (Center for Hardware Assurance and Security Engineering) has many industry affiliates and members – including Comcast, Cisco and Honeywell (www.chase.uconn.edu).
 - NU – perfecting a system for predicting severe weather damage with pinpoint accuracy and helping the company prevent future outages.
 - Cigna – providing on-campus internships and industry relevant problems in a locked and electronically secure lab.
 - Stanley Black & Decker – working on product R&D.
 - Senior Design Projects – dozens of projects conducted annually with CT companies and engineering seniors (<http://seniordesign.engr.uconn.edu>)

There is much more... from distance learning – traditional courses and advanced certificate programs and degree programs – brought to your doorstep, to courses on innovation & entrepreneurship.

Kazem tells me that he is planning on another Industry Open House this fall and a repeat of the 'speed dating' he setup for companies to ask specific questions of faculty experts in Mechanical, Civil, Environmental, Chemical, Materials, Electrical, Computer Science and Biomedical engineering.

If you want to know more, two of the best go-to people are Senior Associate Dean Mike Accorsi (accorsi@engr.uconn.edu) and UConn/Engineering's Director of Development, Don Swinton (dswinton@foundation.uconn.edu).

Event: Beginning Steps to Exporting - Schedule B Codes and Tariff Data

Date: March 11, 2014

Time: 1:30-2:30PM EST

Venue: Webinar

Cost: \$10.00

Register here:

<https://emenuapps.ita.doc.gov/ePublic/event/editWebReg.do?SmartCode=4Q2P>

Please join the U.S. Commercial Service and CT SBDC for a 60 minute webinar on tools to identify product Schedule B Code and Tariff data for possible export markets. The purpose of this webinar is to identify the Schedule B code for your product so that your product is coded properly on export documentation and to determine correct tariff data. This webinar will demonstrate how to identify Schedule B codes using the Census Bureau Tools to search and validate the correct code for your product. You will learn about the free tools available to you to determine the import tariff for your product in a given export market and how to use these tools. Information will be given on finding industry trends and how to move to the next steps in your export plan. For more information contact Cheryl.McClellan@trade.gov

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Event: Navigating Free Trade Agreements and Qualifying Your Product

Date: April 3, 2014

Time: 1:30-2:30PM EST

Venue: Webinar

Cost: \$40.00

Register here:

<https://emenuapps.ita.doc.gov/ePublic/event/editWebReg.do?SmartCode=4Q35>

The U.S. Commercial Service in collaboration with the Connecticut District Export Council is offering a unique webinar for U.S. businesses. Navigating Free Trade Agreements will explain the benefits of these trade agreements and how to determine if your product qualifies under a specific free trade agreement. Free Trade Agreements (FTAs) have proved to be one of the best ways to open up foreign markets to exporters. Trade Agreements reduce barriers to exports and enhance the rule of law in the FTA partner country. The reduction of trade barriers and the creation of a more stable and transparent trading and investment environment make it easier and cheaper for companies to export their products and services to trading partner markets.

The United States has 14 FTAs in force with 20 countries. The United States is also in the process of negotiating the regional Trans-Pacific Partnership, while other agreements are in the initial discussion phase. Proper utilization of an FTA can give your company advantages in a market and a savings in duties. However the rules on how to qualify your product under an FTA can be complex and differ from one FTA to another FTA. Our presentation will cover how to verify if you can benefit from a specific FTA, how to navigate the different free trade agreements, how to identify a product's specific rules of origin, and how to qualify your product. For more information contact Anthony.Sargis@trade.gov