



U.S. Commercial Service

World Trade News and Events – February 2013

Newsletter of the US Commercial Service in Fargo, North Dakota

LOCAL NEWS

Lydia DeMarais Joins U.S. Commercial Service as an Export Assistant

The U.S. Commercial Service office in Fargo, North Dakota has hired Lydia Demarais as an Export Assistant. Demarais has been majoring in Business and Spanish at North Dakota State University. She will be a vital part of the CS office in Fargo assisting with client market research, export assistance support, and event management. Demarais' position is sponsored by the North Dakota District Export Council and STEP-ND funds.



Minnesota Senator Klobuchar Appointed to Export Council

President Obama recently appointed U.S. Senator Amy Klobuchar to the Export Council. The Export Council is an advisory board that counsels the President on International Trade. For more information visit:

<http://www.startribune.com/business/189394051.html?refer=y>

Sen. John Hoeven is Among Bipartisan Group Supporting Immigration Reform

North Dakota Sen. John Hoeven., is among several Senators to introduce a bill increasing the number of visas available for high tech workers. For more information please visit:

http://bismarcktribune.com/news/state-and-regional/hoeven-sponsors-immigration-reform-legislation/article_a5bf2f80-6a6f-11e2-8343-0019bb2963f4.html

Canadian Parliament Member from Manitoba visits North Dakota

Vic Toews, the Canadian Minister of Public Safety and Canadian Parliament Member for Provencher district discussed trade between Canada and North Dakota with ND Governor Jack Dalrymple, U.S. Senator Heidi Heitkamp, and Attorney General, Wayne Stenehjem. For more information visit:

<http://www.publicsafety.gc.ca/media/nr/2013/nr20130114-eng.aspx>

U.S. Commercial Service in Minnesota is granted the "Progress Minnesota" Award

Finance and Commerce Announce that the U.S. Commercial Service in Minnesota has won their "Progress Minnesota" award. A reception and a special publication will be held in April of this year.

Export Enhancement Program for ND

The ND Industrial Commission approved a new program to enhance exports for ND. The export enhancement is an agreement between the Bank of North Dakota and the Export-Import Bank of the United States and it allows the Bank of North Dakota to make medium-term loans. For more information visit:

http://www.kmot.com/News_Stories.asp?news=61866

What is a Gold Key?

The Gold Key Service, offered by the U.S. Commercial Service, is fee based, customized matchmaking service, which enables U.S. companies to find an ideal overseas distributor or business representative. The Gold Key is provided through your local U.S. Commercial Service which works with the U.S. Embassy in the country of interest. For more information contact Heather.Ranck@trade.gov or visit a recent blog entry:

<http://globalreach.blogs.census.gov/2013/01/30/gold-key/>

Farmers Receive Recognition During Super Bowl Advertisement

A Super Bowl television commercial paid tribute to American farmers. The commercial was set to a speech that was given by late radio personality Paul Harvey at a National FFA Convention in 1978. The video can be viewed at:

<http://www.ramtrucks.com/en/keepplowing/>

NDTO Global Business Connections Conference Feb. 19th, 2013

The North Dakota Trade Office (NDTO) Global Business Connections Conference will be held Tuesday February 19, 2013 at the Best Western Ramkota Hotel in Bismarck, ND. The featured speaker will be Troy Hazard, Global Entrepreneur, Author and TV Host. Global Business Connections (GBC) connects North Dakota businesses with international trade professionals from around the world.

For more information and to register visit:

<http://ndto.com/2012/11/save-the-date-global-business-connections-2013/>

NATIONAL AND GLOBAL NEWS



EU Removes Barriers on Ag Trade with U.S. Talks Free Trade Pact

The EU dropped its ban on some U.S. meat imports on February 4, in direct relation to starting up talks on a free-trade pact that would account for nearly half of the world's economic output. For more information on this ongoing topic visit:

<http://www.reuters.com/article/2013/02/04/us-eu-us-trade-idUSBRE9130XV20130204>

Russia Bans All U.S. Beef and Pork

Russia recently announced it would ban imports of all U.S. beef and pork products due to the continued presence of ractopamine, a growth-promoting drug for which Russia adopted a zero-tolerance policy in December. The restrictions will begin on Feb. 11. For more information on this article please contact Carl.Anfinson@trade.gov

Source: Inside U.S. Trade

Kazakhstan May Join the WTO This Year

The World Trade Organization (WTO) director Pascal Lamy said that Kazakhstan may join the WTO in 2013. Kazakhstan applied to join the WTO in 1996. For more information visit: <http://news.yahoo.com/kazakhstan-may-join-wto-wto-chief-lamy-095038936--business.html>

Agriculture Machinery Outlook for the Americas

In the longer term, agricultural machinery market holds strong promise in the Americas, with future growth coming from agriculture giants such as Brazil and Argentina. For more on this Business Monitor International article please contact Carl.Anfinson@trade.gov.

Saudi Arabian Students Focus on U.S. Colleges for English Lessons

Thousands of international students are arriving each year in the United States to study English as the first step toward a college degree. More and more are coming from Saudi Arabia, where the government has poured billions of dollars into a generous scholarship program. The infusion of full-paying international students has been a boon for cash-strapped U.S. colleges. For more information on this article please visit:

<http://www.usatoday.com/story/news/nation/2013/01/11/saudi-students-english-class/1827465/>

Global Trade: The Fierce Urgency of Today

A recent blog post by Suresh Kumar, the former U.S. Assistant Secretary of Commerce and U.S. Director General of the U.S. Foreign and Commercial Service, explains how global trade helps the country as a whole and how the U.S. is lagging behind in trade specialists who provide the frontline of support for businesses. For the full article on this topic visit:

http://www.huffingtonpost.com/suresh-kumar/global-trade_b_2427249.html

New Negotiations for International Trade Agreement on Services

U.S Trade Representative Ron Kirk notified the U.S. Congress of the Obama Administration's intent to enter into negotiations for a new trade agreement on international trade in services. The U.S. is the world's largest services trader. For more information visit:

<http://www.ustr.gov/about-us/press-office/press-releases/2013/january/ustr-kirk-notifies-congress-new-itas-negotiations>

U.S. Trade Representative Ron Kirk to Step Down

Ambassador Ron Kirk recently announced that after nearly four years of service as United States Trade Representative, he intends to depart the position in late February. For more information visit:

<http://www.ustr.gov/about-us/press-office/press-releases/2013/january/ustr-kirk-announces-plans-to-depart>

Sanchez and Brainard are top Candidates to Replace USTR Ron Kirk

Commerce Undersecretary for International Trade Francisco Sanchez and Treasury Undersecretary for International Affairs Lael Brainard are now the top candidates being considered to replace the outgoing Ron Kirk as U.S. trade representative, according to Inside U.S. Trade.

European Commission Proposes Duties on all U.S. Ethanol Imports

The European Commission has proposed slapping a country-wide antidumping (AD) duty of 9.5 percent on all imports of bioethanol from the United States, taking effect at the end of February according to U.S. Inside Trade. For more information on this article please contact Carl.Anfinson@trade.gov.

E.U. Agrees on Patent

The European Union has formally approved the creation of a unitary patent which covers all EU members except Spain and Italy. For more in-depth information visit:

[http://eur-](http://eur-lex.europa.eu/LexUriServ/LexUriServ.do?uri=OJ:L:2012:361:0001:0008:EN:PDF)

[lex.europa.eu/LexUriServ/LexUriServ.do?uri=OJ:L:2012:361:0001:0008:EN:PDF](http://eur-lex.europa.eu/LexUriServ/LexUriServ.do?uri=OJ:L:2012:361:0001:0008:EN:PDF)

EVENTS

How to Develop an Export Management & Compliance Program

Date: March 4-5, 2013

Location: Rosemont, IL

The U.S. Department of Commerce's Bureau of Industry and Security will present a full two-day training seminar for 2013 on How to Develop an Export Management Compliance Program (EMCP). This is the only two-day expanded training BIS will offer in 2013. The Conference will also include presentations from various agencies involved in export control compliance. Participants will get hands-on experience in creating and adapting a compliance program for their organization, and learn about industry best practices for effective export management. For further information, please e-mail: rsvp@itagc.org or call 773/725-1106.

To register and find out more information , please go to:

www.itagc.org/docs/ITAGC_Calendar_4662.pdf

Automated Export System Conference in English and Spanish

Location: Ft. Lauderdale, FL

Spanish Conference: March 5, 6 2013

English Conference: March 7,8 2013

The U.S. Commercial Service in South Florida is partnering with the Census Bureau, the Bureau of Industry and Security (BIS) and port officers from the U.S. Customs and Border Protection (CBP) to offer two engaging days of learning. Census Bureau experts will cover the filing requirements of the FTR, how to classify your commodities by providing an understanding of the Schedule B classification requirements, as well as provide a thorough overview of the AES. The CBP experts will cover port requirements and efforts against terrorism and international narcotics trafficking. Bureau of Industry and Security (BIS) officers will highlight export control requirements. The Conference will be offered in English and Spanish, for more information please contact Leandro Solorzano at leandro.solorzano@trade.gov or by phone at 954-356-6647 or Martina Echevarria at martina.echevarria@trade.gov or by phone at 305-526-7425 x 26

Learn more/register English: <http://www.export.gov/florida/aes>

Learn more/register Spanish: <http://www.export.gov/florida/aesespanol>

Business Development Mission to Trade Mission to Cairo, Egypt

Date: April 14-16, 2013

Location: Cairo, Egypt

Trade Mission to Cairo, Egypt to explore opportunities in the following sectors: electric power infrastructure, building products and design and construction, and safety and security. Led by a senior executive of the Department of Commerce or other U.S. Government agency, the trade mission will include one-on-one business appointments with pre-screened potential buyers, agents, distributors and joint venture partners; meetings with national and regional government officials, chambers of commerce, and business groups. For more information and to register visit:

<http://www.nusacc.org/assets/13USCS-EgyptMission.pdf>

Access the Western Hemisphere

Date: April 23-24, 2013

Location: Minneapolis, MN

The MN District Export Council, in cooperation with the U.S. Commercial Service is sponsoring two conferences this spring. The first conference will bring 10 Senior Commercial Diplomats covering over 15 markets across the Western Hemisphere. Participants will discover how to identify new export opportunities, increase market share and competitive edge, and develop strategic relationships with those that are on the forefront of business and exporting in these key markets. For more information, contact: info@exportassistance.com or the U.S. Commercial Service - Minnesota at 612-348-1638, Office.Minneapolis@trade.gov.

Learn more/register: <http://exportassistance.com/wh-about-the-conference>

Gateway to Europe

Date: June 4-5, 2013

Location: Minneapolis, MN

The MN District Export Council, in cooperation with the U.S. Commercial Service is sponsoring two conferences this spring. The second will bring more than 25 Senior Commercial Diplomats and U.S. international trade officials covering the European, Russian and Turkish markets. Participants will discover how to identify new export opportunities, increase market share and competitive edge, and develop strategic relationships with those that are on the forefront of business and exporting in these key markets. For more information, contact: info@exportassistance.com or the U.S. Commercial Service - Minnesota at 612-348-1638, Office.Minneapolis@trade.gov.

Learn more/register: <http://exportassistance.com/eu-about-the-conferences>

WEBINARS

Canada's Export Control Regimes, Procurement, and Canada's IRB Programs

Date: February 14, 1:00 p.m. Central

This webinar will update attendees on Canada's \$35B National Shipbuilding Procurement Strategy, a review of the U.S. and Canada's Export Control Regimes, Procurement Processes, and the Canada's Industrial Regional Benefits (IRB) program. For questions or concerns about the webinar contact: Luz Betancur, Commercial Specialist - Marine/Aerospace Sectors, TEL: 613 688-5411, luz.betancur@trade.gov.

For more information/register visit:

<https://emenuapps.ita.doc.gov/ePublic/newWebinarRegistration.jsp?SmartCode=3Q4F>

EU Supply Chains: A VAT and Transfer Pricing Perspective

Date: February 26, 2013, 10:00 AM Central

Cost: \$35

An informational webinar to learn more about VAT and developing a supply chain strategy, in addition to addressing the huge number of transfer pricing issues for the EU. RSM Tenon (UK) and McGladrey LLP, along with the Commercial Specialist from the U.S. Commercial Services, Mission to the European Union, will provide an overview of VAT rules that are most relevant to U.S. companies doing business in Europe, as well as some of the more significant changes in EU Custom's rules. For more information please contact, Michelle Ouellette, Senior International Trade Specialist at Michelle.Ouellette@trade.gov or call 617-565-4302

Learn more/register:

<https://emenuapps.ita.doc.gov/ePublic/newWebinarRegistration.jsp?SmartCode=3Q4G>

Export Opportunities in Central America: Construction and Building Materials

Date: February 26 12:00 PM Central

Cost: \$40

This webinar is designed to educate U.S. firms on the tremendous building and construction-related opportunities throughout Central America. Learn About Best Market Prospects for the Industry (residential and non-residential building, power plants, roads, ports, airports, public-private partnership. Learn About a Central America Trade Mission and Conference in July 2013. And Finally you will engage directly with industry experts and U.S. firm highlighting best practices on how to be successful in the region. Learn more/register:

<https://emenuapps.ita.doc.gov/ePublic/newWebinarRegistration.jsp?SmartCode=3Q51>

Mexico Health IT Webinar

Date: February 27 11:00 AM Central

Cost: \$35

Hear experts from Mexico's Health Ministry, hospitals, and businesses about current and upcoming health IT policies, priorities and opportunities in Mexico. Also, learn about the Health IT Business Development Conference April 24, 2013.

Learn more/register:

<https://emenuapps.ita.doc.gov/ePublic/newWebinarRegistration.jsp?SmartCode=3Q4B>

Trade Winds Asia: Webinar Series

Accessing the Asian Market - What U.S. Firms Need to Know for Success

The U.S. Commercial Service Trade Winds Team is hosting an Asian Market webinar series in preparation for Trade Winds 2013. Trade Winds, an official Department of Commerce multi-sector trade mission, in Korea May 9-17, 2013.

This webinar series teaches how to successfully enter markets in Korea, Philippines, Hong Kong, Japan and Taiwan

Learn more/Register:

<http://export.gov/pennsylvania/tradewinds/webinars/>



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