



U.S. Commercial Service

World Trade News and Events – December 2012

Newsletter of the US Commercial Service in Fargo, North Dakota

LOCAL NEWS

Legacy Steel Buildings Growing Exports to Africa

Legacy Steel Buildings is a Fargo-based company producing all-steel buildings used in agriculture, aviation, mining, construction and other sectors. The company has recently found a new opportunity in Zambia with its buildings being used for maintenance and product storage. The company has been utilizing the assistance of the U.S.

Commercial Service to research and identify new opportunities. "Knowing there is strong support for

exporting made us less reluctant to go after this opportunity in Zambia," said Bruce Engkjer of Legacy Steel Buildings. The company recently participated in the USA Pavilion at Nampo (South Africa) Agribusiness Catalog organized by the U.S. Commercial Service.

For more information on Legacy Steel Buildings please visit:

http://www.legacysteelbuilding.com/legacy_about_us.html



ND Manufacturing Facts

Manufacturers in North Dakota account for 7 percent of the total output in the state, while employing 5.9 percent of the workforce. The National Association of Manufacturers (NAM) has released facts about manufacturing in North Dakota. For more information visit:

<http://www.nam.org/~media/EF5B9CE4159C492E97266978A401FFAB.ashx>

ND Ag Exports Increase

According to the North Dakota Department of Agriculture, there has been a large increase in the documentation required for agriculture exports which indicates that countries are importing more commodities from North Dakota. Phytosanitary certificates, which track the inspection of agricultural commodities and assure compliance with plant health standards of importing countries, has increased 30 percent compared to the fiscal end of last year. For more information visit:

<http://www.nd.gov/ndda/news/inspection-records-indicate-nd-ag-exports>

New Regulations Proposed by the Canadian Food Inspection Agency (CFIA)

U.S. crop and forage exporters along with Canadian importers may have to provide more assurance that their products are free of regulated weeds once the Canadian Food Inspection Agency adopts more stringent entry requirements. This would increase the number of phytosanitary certificates that would be required. For more information and how it will effect North Dakota visit:

<http://www.nd.gov/ndda/news/goehring-says-new-canadian-rules-could-hamper-nd-exports>

Canadian Producer Cite:

<http://www.betterfarming.com/online-news/cfia-contemplates-tougher-entry-requirements-crop-imports-11316>

RDO Partners with Australian John Deere Dealer Vanderfield

RDO Equipment Co. joins the Vandersee family as shareholders in Vanderfield Pty, Ltd.



The company's headquarters is located in Toowoomba Australia. Vanderfield has been acknowledged as one of the largest individual John Deere dealerships in Australia. They currently sell the complete range of John Deere agricultural machinery across their eight locations. For more information visit:

<http://finance.yahoo.com/news/rdo-equipment-co-announces-partnership-201000728.html>

Case New Holland Participating in Russian Trade Mission

Case New Holland is one of 23 American companies participating in a USDA trade mission to promote U.S. agricultural exports to Russia. The mission will be held Dec. 3-7, 2012.

For more information visit:

<http://farmprogress.com/prairie-farmer-story-usda-gears-russian-trade-mission-8-65401>

Exporting Growth: Fedgazette Article

Regional manufacturers are succeeding in international markets and growing through exports. Many more firms are exporting which have helped many manufacturers grow since the last recession. For more information please read the Federal Reserve Bank of Minneapolis fedgazette's article on exporting growth:

http://www.minneapolisfed.org/publications_papers/pub_display.cfm?id=4978

WCCO Belting Gives 40 Year Employee a Corvette

WCCO Belting in Wahpeton, ND recently recognized employee, Mike Boock, for 40 years of service with a fully restored 1972 Chevy corvette. For more information on this story visit:

<http://www.wday.com/event/article/id/72042/group/homepage/>

NATIONAL AND GLOBAL NEWS

Trade Between the U.S. and Colombia Increases

Following the Free Trade Agreement between Colombia and the United States that went into effect on May 15, trade has increased for both countries. According to the U.S. government figures, exports to Colombia increased 20% between May and September, compared with the same period of 2011. Also, Colombia's export sales to the U.S. grew by 10.4%. For more information please visit:



<http://colombiareports.com/colombia-news/economy/27082-colombia-free-trade-pact-showing-good-results-us.html>

Bill for Russia to become MFN easily passes House of Representatives

On November 16, the House of Representatives overwhelmingly passed a bill that essentially grants permanent most-favored nation (MFN) status to Russia and Moldova. The vote was of 365 to 43. The bill allows U.S. businesses to take advantage of the full range of trade concessions Russia committed to when it formally joined the World Trade Organization in August. The Senate leadership plans to consider legislation that would effectively the MFN status to Russia and Moldova at 2 p.m. on Dec. 5, according to a schedule posted on the Senate Democrats' website. The schedule says the Senate expects to finish consideration that same day, signaling that any major hurdles to passage have been cleared. For more information about these articles please contact

Carl.Anfinson@trade.gov

Source: Inside U.S. Trade.

AGCO to invest \$100 million in Africa

AGCO Corporation, the world's third-largest farm equipment manufacturer, has disclosed plans to invest \$100 million over the next three years to help the development of farming in Africa. The World bank has said that Africa constitutes 60 percent of the world's uncultivated land. For more information please visit:

<http://www.ventures-africa.com/2012/11/agco-to-invest-100m-in-africa/>

Expanding Access to New Markets in Sub-Saharan Africa

According to Acting U.S. Secretary of Commerce Rebecca Blank, now is a great time to do business in Africa. Sub-Saharan Africa is home to 6 of the 10 fastest growing markets in the world. Economic growth in the region is predicted to be strong - between 5 and 6 percent - in coming years. And - most importantly - millions of Africans are finding a path from poverty to greater opportunity and prosperity.

For more information visit:

<http://blog.trade.gov/2012/11/28/seize-the-opportunity-and-expand-to-africa-with-the-doing-business-in-africa-campaign/>

Cargill Sues Mexico Over Corn Syrup Dispute

Cargill has sued the Mexican government in a U.S. federal court, saying the country has failed to pay for a \$95 million award stemming from a free trade dispute involving high fructose corn syrup. For more information visit:

<http://www.startribune.com/business/179327411.html>

New Edition of Trade Finance Guide

Trade Finance Guide: A Quick Reference for U.S. Exporters is designed to help U.S. companies, especially small and medium-sized enterprises, learn the basics of trade finance so that they can turn their export opportunities into actual sales and achieve the ultimate goal of getting paid—especially on time—for those sales. Concise, two-page chapters offer the basics of numerous financing techniques, from open accounts, to forfaiting, to government assisted foreign-buyer financing. For more information visit: http://export.gov/tradefinanceguide/?utm_source=newsletter&utm_medium=ita&utm_campaign=TFG

International Education Exchange Firms May Be Banned in China

According to the Chinese Ministry of Education, new regulations are likely to ban international agencies from providing education-exchange services. For more information regarding this story visit: http://europe.chinadaily.com.cn/business/2012-10/31/content_15860156.htm

EVENTS

3C Trade Mission to India and Sri Lanka

Date: February 3-8, 2013

Location: Chennai, Cochin (India) and Colombo (Sri Lanka)

South India and Sri Lanka offer booming opportunities for U.S. companies in the architecture, infrastructure, hospitality, healthcare, environment and IT sectors. Join the Multi-Sector “3C” Trade Mission to Chennai, Cochin and Colombo to conduct one-on-one meetings with pre-screened potential business partners, participate in networking events and briefings and gain first-hand knowledge from site visits. Learn how to succeed in markets that are growing at 6.5% (India) and 7.2% (Sri Lanka) and make contacts to land business deals. For more information or to apply for this trade mission, the first-ever U.S. Department of Commerce joint mission to India and Sri Lanka, please contact Aileen Nandi at aileen.nandi@trade.gov

Learn more/register: http://export.gov/india/tradeevents/eg_in_052159.asp

Hot Market Watch Conference: Selling to India, Indonesia, Russia & South Korea

Date: April 4, 2013

Location: Cincinnati, OH

Cost: Early Bird Rate \$70 until Dec 14 (after: \$90)

The “Hot Market Watch” Conference is an annual event organized by the U.S. Commercial Service in Cincinnati. There will also be an evening networking reception the night before (April 3) and is included with conference registration. Presenters will include our U.S. Department of Commerce Senior Commercial Officers from the U.S Commercial Service: David Gossack (Indonesia); Judy Reinke (India); John McCaslin (Russia); and Jim Sullivan (South Korea). In addition to plenary sessions, there will be several break-out sessions to choose from! For more information, contact: Marcia.Brandstadt@trade.gov or call: 513-684-2944.

Learn more/register: <http://www.HotMarketWatch.com>

WEBINARS

Agricultural Industry Opportunities in Brazil

December 6, 2012; 12:00 P.M. Central

Cost: \$40

This Webinar will help you learn about the business opportunities for U.S. companies offering competitive Agricultural-related products and services in Brazil and South America Region. Gain knowledge about the export opportunities and best prospects in the market. Meet key contacts at the U.S. Commercial Service Offices in Brazil. And also learn more about the benefits of participating in Agrishow 2013. For more information contact: Heather.Ranck@trade.gov or call 701-239-5080.

Learn more:

http://export.gov/northdakota/build/groups/public/@eg_us_nd/documents/webcontent/eg_us_nd_054916.pdf

Register:

<https://emenuapps.ita.doc.gov/ePublic/newWebinarRegistration.jsp?SmartCode=3Q27>

A Basic Guide to Exporting: Understand Export Controls for Encryption Items

Date: December 12, 2012; 1 P.M. Central

Cost: \$15

Understand export compliance obligations for commercial encryption technology items. Know the laws controlling what you can and cannot export and to whom. Hear from the Bureau of Industry and Security in this program, which is part of the Basic Guide to Exporting webinar series. For more information, please contact Kellie.Holloway@trade.gov. Learn more/Register:

<https://emenuapps.ita.doc.gov/ePublic/newWebinarRegistration.jsp?SmartCode=3Q0L>

Aerospace Business Development Opportunities in Canada

Date: December 12, 2012; 10:00 A.M. Central

Cost: Free

The U.S. Commercial Service in Canada & the Global Aerospace Team are delighted to host a FREE webinar for U.S. aerospace suppliers on "Aerospace Business Development Opportunities in Canada." This webinar will introduce participants to recent trends in Canada's large aerospace market (5th largest in the world), uncover business opportunities for U.S. firms, and offer business development strategies to access this \$22 billion market. In addition, BCI Aerospace will introduce the audience to Aeromart Montreal 2013, an international business-to-business forum being held in Montreal on April 23-25, 2013. Aeromart Montréal convenes prime contractors, tier 1 suppliers, sub-contractors and allows participants to arrange meetings prior to the event. For more information on the event, please contact Stephanie.Perlis@trade.gov or William.Lawton@trade.gov

Learn more/Register:

<https://emenuapps.ita.doc.gov/ePublic/newWebinarRegistration.jsp?SmartCode=3Q2H>

International Shipping and Logistics

Date: December 12, 2012; 11:00 A.M. Central

Cost: \$35

Learn how to effectively manage your international shipping and logistics with a presentation by John R Foerster with UPS, who's been in the logistics field for over 25 years, who will present information on topics ranging from HS Codes, Incoterms, Export Documentation, AES, Certificates of Origin, Export Licensing and Value Added Tax (VAT). For more information please contact Lana.Lennberg@trade.gov Tel: 303-844-6623 X213.

Learn more/Register:

<https://emenuapps.ita.doc.gov/ePublic/newWebinarRegistration.jsp?SmartCode=3Q2C>



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