



U.S. Commercial Service

World Trade News and Events – January 2013

Newsletter of the US Commercial Service in Fargo, North Dakota

LOCAL NEWS

N.D. Senator Hoeven Speaks for Advanced Education Visas

On the Senate floor, Senator John Hoeven spoke in favor of the Science, Technology, Engineering and Math (STEM) Jobs Act that would allocate up to 55,000 green cards a year for foreign graduates of U.S. universities with advanced STEM degrees. This would help insure that foreign students who earn advanced degrees in the United States are able to stay here and work after graduation.

For more information click:

http://www.kfyrtv.com/News_Stories.asp?news=60841

Titan Machinery Announces Acquisition in Serbia

Titan Machinery recently announced the closing on the acquisition of VAIT D.o.o., which consists of one CaseIH dealership in the Vojvodina region of Serbia.

For more information visit:

<http://www.businesswire.com/news/home/20121212006116/en/Titan-Machinery-Announces-Closing-Acquisition-VAIT-D.o.o.>

N.D. Farmer Expands Operations to Africa

Wallie Hardie, a farmer from the Red River Valley region, has done well growing corn, soybeans, and small grains and he now is investing his time and money in Mozambique. Hardie and others are part of Aslan Global Management, which is a for-profit corporation that has invested millions of dollars to develop farmland in Mozambique.

For more information on this story visit:

<http://www.wday.com/event/article/id/72956/>

Expiring Export Incentives

A guest column written in Finance & Commerce explains how one export incentive expired on December 31, 2012. This incentive was the Interest Charge – Domestic International Sales Corporation (or IC-DISC) benefit.

For more information please visit:

<http://finance-commerce.com/2012/12/guest-column-what-can-manufacturers-do-about-expiring-export-incentives/#ixzz2HW9XfGLO>

Exports in the Northern Plains Continue to Rise

Exports from companies throughout the region are on the rise. Local trade experts analyze the northern plains in a recent article. For the full article visit:

<http://www.prairiebizmag.com/event/article/id/13318/group/Business/>

NATIONAL AND GLOBAL NEWS

Russia Raises Farm Import Duties

Russia along with Kazakhstan and Belarus Russia has sharply raised the import duty on farm equipment to a level higher than it was before Russia joined the WTO.

For more information visit:

<http://www.themoscowtimes.com/business/article/farm-equipment-import-duties-soar/473636.html>

Russian Combine Harvester Receives Protection from Imports

Russia has imposed a WTO acknowledged duty on imported agricultural machinery to protect domestic manufacturers suffering from changing situation on the world markets. The Eurasian Economic Commission (EEC) of Russia, Belarus and Kazakhstan said it was introducing a special additional preliminary safeguard duty of 27.5% on the import of combine harvesters to the Customs Union. The decision is set to remain until July 5, 2013.

For more information visit:

<http://rt.com/business/news/russia-wto-agricultural-machinery-842/>

Ag Machinery Increase Sales Globally

In 2012, worldwide farm machinery production is expected to top \$110 billion in value. According to a coalition of agricultural equipment manufacturer trade associations, US tractor sales have been up 10 percent from one year ago. In the European Union, annual farm equipment sales are expected to be comparable to the record year of 2008. For the first seven months of the year, farm equipment sales increased 17 percent, but that growth is expected to moderate in 2013. Annual tractor sales in Brazil are steady with last year, but combine sales have seen significant growth. From the Red River Farm Network For more information:

http://www.midwestproducer.com/news/markets/market-forecaster-what-to-expect-in-january/article_fa8a376e-5aa0-11e2-bfd4-001a4bcf887a.html

Presidential Executive Order Establishes Task Force on Commercial Advocacy

On December 6, 2012, President Barack Obama signed an Executive Order that established an interagency task force on commercial advocacy that will provide businesses with a one-stop shopping to help bolster U.S. exports. This task force will be led by the U.S. and Foreign Commercial Service's Advocacy Center, which coordinates U.S. Government resources in order to level the playing field on behalf of U.S. business interests as they compete against foreign firms for specific international public contracts.

For the full Executive order visit:

<http://www.whitehouse.gov/the-press-office/2012/12/06/executive-order-establishment-interagency-task-force-commercial-advocacy>

FCPA: A Resource Guide to the U.S. Foreign Corrupt Practices Act

Released on November 14 by the U.S. Department of Justice and the Securities and Exchange Commission, this 120-page guide seeks to clarify aspects of the law, addressing topics including who and what is covered; the definition of a "foreign official"; gifts, travel and entertainment expenses; facilitating payments; successor liability; an effective corporate compliance program; and civil and criminal resolutions available. For a free copy, see: <http://www.justice.gov/criminal/fraud/fcpa/guidance/>

Wal-Mart de Mexico Bribing Mexican Officials

An interesting article on Wal-Mart and bribing in Mexico. The Foreign Corrupt Practices Act (FCPA) prohibits U.S. based companies from bribing foreign officials.

For the full New York Times report visit:

<http://www.nytimes.com/2012/12/18/business/walmart-bribes-teotihuacan.html?pagewanted=all&r=0>

Russia and Moldova Now Full WTO Members with the U.S.

On Dec. 6, the U.S. Senate approved by a vote of 92 to 4 a bill to effectively grant permanent most favored nation (MFN) status to Russia and Moldova, a key step in allowing U.S. exporters to reap the benefits of Russia's Aug. 22 accession to the World Trade Organization. For the full article please contact Carl.Anfinson@trade.gov

Source: Inside U.S. Trade

Canadian Pacific Railway to Eliminate 4,500 Jobs

Canadian Pacific plans to cut around 23 percent (4,500) jobs through 2016. Canadian Pacific, based in Calgary, Alberta, has its U.S. headquarters in Minneapolis and employs about 1,600 in Minnesota. The railroad did not specify where the job cuts will take place.

For more information visit:

http://www.twincities.com/business/ci_22123481/canadian-pacific-railway-eliminate-4-500-jobs

China and U.S. Agree on Major Trade Measures

Talks held at the 23rd session of China and U.S. Joint Commission on Commerce and Trade on December 19, 2012, highlighted that importance of the relationship between these two countries. Chinese and U.S. officials agreed on many important measures including export controls and investment during this meeting.

For more information visit:

<http://english.people.com.cn/90778/8066064.html>

Newly Updated National Export Strategy 2012

The newly updated National Export Strategy recounts the new (2013) plans of the Federal Government, including partnering with metropolitan areas, improving outreach and service delivery to small businesses, targeting efforts on infrastructure projects and in the regions Asia and Africa, and supporting the work of SelectUSA to attract and retain more investment and the new Interagency Trade Enforcement Center to identify and address unfair trade practices.

For more information and to download the document visit:

<http://www.trade.gov/publications/abstracts/national-export-strategy-2012.asp>

EVENTS

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>

Asia Pacific Business Outlook 2013

Location: LOS ANGELES, CA (UNIVERSITY OF SOUTHERN CALIFORNIA)

Date: April 8-9, 2013

The Asia / Pacific Business Outlook, hosted by the University of Southern California in Los Angeles, with the full support of the U.S. Commercial Service, is the longest running, most successful regional conference of its kind focusing specifically on Asian markets. This conference has made a difference for U.S. exporters, and has become the premier U.S. commercial trade event focusing on the Asia / Pacific region.

Learn more/register: <http://export.gov/california/ca/events/apbo/index.asp>

ACCESS 2013 International Trade Forum – Africa, Middle East, South Asia

Location: San Diego Marriott La Jolla - San Diego, CA

Date: May 1-2, 2013

Discover export opportunities and expand your company's global reach at the ACCESS 2013 International Trade Forum. U.S. Department of Commerce Senior Commercial Officers and Commercial Specialists from Africa, the Middle East, and South Asia regions including Algeria, Egypt, Ghana, India, Iraq, Israel, Jordan, Kenya, Kuwait, Lebanon, Libya, Morocco, Nigeria, Pakistan, Qatar, Saudi Arabia, South Africa, and the United Arab Emirates will provide information, help you identify new export markets, and develop market entry strategies.

Learn more/register:

<http://export.gov/california/ca/events/access2013/sandiegoaccess2013055759.asp>

WEBINARS

How to Avoid Customs Penalties on Export Shipments

Date: January 16, 2013; 1:00 PM Central

Cost: \$15

It's a new era in Customs enforcement and you need to be ready. Customs officials and logistics professionals discuss current compliance and regulatory concerns, and how to avoid customs penalties. Also you may ask questions directly to the presenter and benefit from answers provided to other participants.

For more information please contact Doug Barry at doug.barry@trade.gov .

Learn more/Register:

<https://emenuapps.ita.doc.gov/ePublic/newWebinarRegistration.jsp?SmartCode=2Q4Z>

The Foreign Corrupt Practices Act (FCPA) Briefing

Date/Time: January 17, 2013, 12:30 PM -2:00 PM Central

Cost: \$35

FCPA: What Every Company Doing Business Abroad Needs To Know. The Department of Justice, SEC, FBI, and other federal agencies have devoted unprecedented resources to detecting and prosecuting violations of the Foreign Corrupt Practices Act (FCPA). Violations are resulting in substantial penalties and prison sentences for those involved. Companies and their employees have been held liable even when they did not know about improper conduct by their agents and channel partners. In this 60 minute webinar briefing, Ross Garber, a partner with the Washington, D.C. and Hartford Connecticut offices of Shipman & Goodwin LLP, will provide practical guidance on how you can avoid FCPA problems. For more information contact: Anthony.Sargis@trade.gov.

Learn more/register

<https://emenuapps.ita.doc.gov/ePublic/newWebinarRegistration.jsp?SmartCode=3Q28>

How to Have your Medical Devices Licensed and Authorized by Health Canada

Date: January 23, 2013; 1:00 PM Central

Cost: \$75

Understanding the process of how to have your medical devices authorized for sale by Health Canada is the first step in entering the Canadian medical devices market. Join us for this informative webinar featuring keynote speaker Nancy Shadeed, Manager, Device Licensing Division of Health Canada as she guides you through the process and answers your specific questions.

Learn more/register:

<https://emenuapps.ita.doc.gov/ePublic/newWebinarRegistration.jsp?SmartCode=3Q2J>

Patent Your Products

Date/Time: January 24, 2013, 12:30-2:00PM Central

Cost: \$25

This webinar will address patents & the America Invents Act (AIA) which is the largest patent reform since 1836. On September 16, 2011, the AIA was signed into law by President Obama. This Act has the potential to create new jobs by bringing innovative products to market sooner. The AIA will also transition the U.S. patent system from a first-to-invent to a first-to-file system that harmonizes U.S. patent laws with the rest of the world. For more information, please contact Anthony.Sargis@trade.gov.

Learn more/register:

<https://emenuapps.ita.doc.gov/ePublic/newWebinarRegistration.jsp?SmartCode=3Q25>

Website Optimization to Attract International Buyers

Date: February 6, 2013; 2:00 PM Central

Cost: \$15

A new social media culture has risen, and learning to take advantage of the resources social media and the Web offer is crucial for the advancement of a modern international business. You will learn how to reach your international customers using modern social media applications and how they are used internationally and more. For more information, please contact roza.pace@trade.gov.

Learn more/Register:

<https://emenuapps.ita.doc.gov/ePublic/newWebinarRegistration.jsp?SmartCode=2Q4X>

NAFTA Labeling Requirements for Exported Goods

Date: February 6, 2013; 2:00 PM Central

Cost: \$25

In this webinar, you will learn about the NAFTA labeling requirements when exporting your goods to Mexico and Canada. You will understand the importance of proper labeling when exporting to Mexico and Canada and be able to ask questions of the presenters and listen to the answers provided to other participants. For more information contact Linda Abbruzzese at Linda.Abbuzzese@trade.gov.

Learn more/Register:

<https://emenuapps.ita.doc.gov/ePublic/newWebinarRegistration.jsp?SmartCode=3Q0A>

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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