



U.S. Commercial Service

World Trade News and Events – March 2013

Newsletter of the US Commercial Service in Fargo, North Dakota

LOCAL NEWS

Congolese Ag Machinery Delegation Visits North Dakota

The U.S. Commercial Service in Fargo organized and attended 18 meetings with North Dakota and Minnesota businesses from March 4-10 for a group from the Democratic Republic of Congo. The group, which included representation from both private and government sectors, was interested in agricultural and construction machinery.



ND Exports up 26% in 2012

North Dakota has the fourth highest export growth rate in the nation according to data from the U.S. Department of Commerce. North Dakota's exports increased from \$3.39 billion in 2011 to \$4.29 billion in 2012 which is a 26% increase. Twenty nine states set new records for export sales in 2012. In total, 35 states achieved merchandise export growth in 2012, and 20 of those states experienced growth of at least five percent or more. North Dakota was 1 of 11 states that achieved double-digit export growth in 2012.

For more details on North Dakota's 2012 exports please visit the press release at:

http://export.gov/northdakota/build/groups/public/@eg_us_nd/documents/webcontent/eg_us_nd_058400.pdf

For U.S. exports by state visit this press release:

<http://www.commerce.gov/news/press-releases/2013/02/26/new-data-shows-29-states-hit-record-export-levels-2012>



Congressman Cramer Named Co-Chair of House Northern Border Caucus

Congressman Kevin Cramer (ND) and Congressman Bill Owens (NY) announced on February 13, 2013 that they will serve together as co-chairs of the House Northern Border Caucus, a congressional organization of House Members formed to promote the interests of states along the Canadian border. Canada continues to be North Dakota and the U.S. largest trading partner.

Fargo Company, Legacy Steel Buildings, Working in Zambia

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. Legacy

Steel Buildings was also named North Dakota's 2012 Exporter of the year during the North Dakota Trade Office's Global Business Connection.

For more information on the company visit:

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



West Fargo Company, Flock Buster, Highlighted for Diverse and Global Applications

Flock Buster, a company that provides an eco-safe & effective bird pest repellent that helps get rid of large and small land areas of unwanted birds, was recently featured in the Fargo Forum. Flock Buster is an active U.S. Commercial Service client and is developing new markets abroad.

For the article visit:

www.inforum.com/event/article/id/389966/

For more information on the company visit:

<http://www.flockbuster.com/>



Detroit Lakes Company, SJE-Rhombus, Featured in Minnesota Magazine

SJE-Rhombus, a Detroit Lakes based manufacturer of pump and motor controls for water and wastewater industries was featured in an article about exporting to Canada in Minnesota Business Magazine. SJE-Rhombus is a client of the U.S. Commercial Service office in Fargo and

along with their business in Canada is currently doing business in a total of 27 countries. For more information on the article visit:

<http://minnesotabusiness.com/article/canada-lets-do-business-eh>

For more information on the company visit:

<http://www.sjerhombus.com/>

North Dakota DEC Hosts Federal Trade Policy Discussion with Elected Officials

The North Dakota District Export Council (DEC) hosted a reception on Monday February 18th, 2013, in Bismarck , North Dakota to discuss federal trade policy issues that are currently affecting North Dakota businesses. Senator John Hoeven, Congressman Kevin Cramer, and a representative from Senator Heidi Heitkamp's office were in attendance. The DEC is an organization of volunteer leaders from the local business community, appointed by the U.S. Department of Commerce, whose knowledge of international business provides a source of professional advice for local firms. The North Dakota DEC promotes North Dakota companies and their efforts to export products and services around the world through advocacy, education, and mentoring.

For more information on the ND District Export Council please visit:

www.nddec.com and <http://export.gov/northdakota/nddistrictexportcouncil/index.asp>

Small Business Exporters Invited to Enter SBA Export Video

Has your small business used a government program from the government like the Small Business Administration (SBA) or the U.S. Commercial Service? If so you have a chance to win up to \$10,000 in prize money if you create a video that highlights how your business became a successful exporter using programs available to them. Details apply.

For more information visit:

<http://www.sba.gov/content/2013-sba-visa-export-video-contest-gives-small-business-owners-chance-win-10000>

Canadian Food Inspection Agency Proposing Changes to Imports of Grain

The proposal to change grain imports from the U.S. to Canada by the Canadian Food Inspection Agency could possibly require more phytosanitary certificates for commodity exporters. Implementation of these laws only concerns imports of grain and was originally set for late 2012 but is now under a comment review period until later in the fall of 2013.

For more information contact the ND Department of Agriculture, Stephanie Sinner at ssinner@nd.gov or Charles Elhard at celhard@nd.gov .

NATIONAL AND GLOBAL NEWS

U.S. Agricultural Machinery Exports Increase in 2012

Exports of U.S. manufactured agricultural equipment increased 16% in 2012 compared to the previous year for a total \$12.8 billion, with Africa leading the way in growth, according to the Association of Equipment Manufacturers, based on U.S. Commerce Department data. For more information visit:

<http://farmfutures.com/story-exports-ag-machinery-increase-2012-17-95397>

Study to Focus on U.S.-Korea FTA Effect on SME's

The U.S. International Trade Commission (USITC) has launched an investigation to learn from U.S. small and medium-sized enterprises (SMEs) about the effects of the U.S.-Korea Free Trade Agreement (KORUS) on U.S. SME exports to Korea.

Small and medium-sized businesses are invited to submit comments, as instructed in the federal register, by March 25, 2013.

For more information on how to submit a comment visit:

http://www.usitc.gov/secretary/fed_reg_notices/332/332_539_notice02072013sgl.pdf



Senators Call for Quick Launch of U.S.-EU Trade Talks

On February 20, 2013, Senators Rob Portman (R-OH) and Bill Nelson (D-FL) lead a bipartisan letter with 15 of their colleagues, including Senator John Hoeven (R-ND). This letter called for pending trade talks between the U.S. and the European Union to quickly secure the elimination of unnecessary trade and regulatory barriers in all sectors, including difficult areas like agriculture and services.

Source: Inside U.S. Trade

U.S.-EU Trade Deal: Issues with Agriculture

Senate Finance Committee Chairman, Max Baucus, said he will support a free trade deal between the U.S. and the EU but it must address the long history of issues and tear down barriers that have hindered U.S. agricultural exports.

For more information visit:

<http://www.reuters.com/article/2013/03/04/us-usa-trade-baucus-idUSBRE92317S20130304>

Eurasian Customs Union Implements Duties on Combine Harvesters

On February 25, 2013 the Eurasian Customs Union (consisting of Russia, Belarus and Kazakhstan) imposed provisional safeguard duties on imports of combine harvesters and parts for a period of 200 days. U.S. companies have expressed concerns about the impact of these duties on U.S. exports. The ECU imported \$39 million of subject merchandise from the United States in 2012. The U.S. Commercial Service in Russia is soliciting comments from U.S. companies on potential harm, with potential action on this matter in the future.

Source: International Trade Administration

Jobs Supported by Exports in 2012: Updated

The International Trade Administration under the U.S. Department of Commerce recently released an update to the number of jobs supported by exports in 2012. It was estimated that in 2012, every billion dollars of U.S. exports supported 4,926 jobs.

For more information on this publication, please visit:

http://trade.gov/mas/ian/build/groups/public/@tg_ian/documents/webcontent/tg_ian_004021.pdf

EVENTS

Export/Import Compliance Workshop South Dakota

Location: Sioux Falls, Rapid City, Watertown; South Dakota

Dates: March 19-21, 2013

The South Dakota International Trade Center along with many partners, including the U.S. Commercial Service, is hosting an export university session on exporting and importing compliance. The event is half a day and will feature an international logistics specialist as a speaker. The event is in Sioux Falls on March 19th, in Rapid City on March 20th, and in Watertown on March 21.

For more information and to register visit:

<http://www.eventbrite.com/org/3105406740>

U.S. Export Controls and Compliance Management

Location: Kansas City, MO

Dates: April 9-10, 2013

U.S. Commercial Service - Kansas City, in partnership with the Mid America District Export Council, invites you to participate in a two-day Export University Level 301 program covering the U.S. Export Administration Regulations (EAR), the International Traffic in Arms Regulations (ITAR), the Foreign Trade Regulations and putting in place an export management and compliance program.

For more information visit:

http://export.gov/missouri/static/April%20EAR%20ITAR%20Flyer%20Final_Latest_eg_us_mo_057641.pdf

ExporTech 2013 in North Dakota -May 21st, June 25 and July 23

The nationally acclaimed ExporTech program has just opened up for registration for 2013 in North Dakota (Minnesota companies are welcome to participate as well). ExporTech is designed to help your company enter or expand into global markets by assisting in the development of a customized international growth plan. Utilizing a team of exporting resources and experts, and assigning each company a one-on-one coach, we help your company move quickly beyond just planning, into actual export sales. To apply or for more information, contact Heather Ranck at heather.ranck@trade.gov or at 701-552-0792 or visit:

http://export.gov/northdakota/build/groups/public/@eg_us_nd/documents/webcontent/eg_us_nd_058648.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>

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/sandiego/tradeevents/sandiegoaccess2013055759.asp>

International Buyer Program at: WINDPOWER 2013

Date: May 5-8, 2013

Location: Chicago, IL McCormick Place

The U.S. Department of Commerce, U.S. Commercial Service invites U.S. exhibitors to participate in our Show Time program at the WINDPOWER 2013 in Chicago. Show Time offers you a unique opportunity to meet one-on-one with U.S. Department of Commerce industry specialists from our overseas offices.

For more information visit:

<http://export.gov/california/irvine/events/wind/index.asp>

Trade Winds Asia 2013

Date: May 9-17, 2013

The 2013 Trade Winds - Asia program includes an Asia focused business forum consisting of regional and industry specific conference sessions as well as pre-arranged consultations with U.S. Foreign Commercial Service, Senior Commercial Officers representing commercial markets throughout Asia. The trade mission to Seoul, Korea and North Asia will provide participants with the opportunity to conduct business-to-business meetings with firms in Korea, Japan, Taiwan, Hong Kong and the Philippines.

Learn more/register:

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

Infrastructure Trade Mission to Latin America

Date: May 12-18, 2013

Location: São Paulo and Brasília, Brazil, Bogotá, Colombia and Panama City, Panama

The Secretary of Commerce will lead this Infrastructure Business Development Trade Mission. In all three countries, the governments and private sector are investing significant money in infrastructure projects. As a result, the mission will focus on export-ready U.S. firms in a broad range of leading U.S. infrastructure industrial sectors with an emphasis on project management and engineering services (construction, architecture and design), transportation (road/highways, rail, airports and intelligent transportation systems), energy (distribution, transmission and smart grid) and safety and security.

For More information visit:

http://export.gov/tradeamericas/build/groups/public/@eg_ta/documents/webcontent/eg_t a_058038.pdf

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

Business in Canada: Advantages of the Non-Resident Importer Program

Date: March 20, 1:00 P.M. Central

Cost: \$35

In this webinar you will learn the benefits of the Non-Resident Importer Program for you AND your Canadian customer, discover how to register yourself and the benefits of utilizing a third party service provider, and find out the mechanics of the transaction including information on duties, export documentation and GST/HST.

For more information/register visit:

<https://emenuapps.ita.doc.gov/ePublic/newWebinarRegistration.jsp?SmartCode=3Q54>

Safety and Security: Export Opportunities in Central America

Date: March 20, 1:00 P.M. Central

Cost: \$40

Central America is a growing market for United States exports, and U.S. products are highly accepted in the region. In 2012 the U.S. exported over \$33 billion worth of goods to Central America. This Webinar promotes business opportunities for U.S. companies offering competitive safety and security-related products and services to the Central America Region. Also, you will learn About a Central America Trade Mission and Conference in July 2013.

For more information/register visit:

<https://emenuapps.ita.doc.gov/ePublic/newWebinarRegistration.jsp?SmartCode=3Q66>

The Basics of Selling to the Government of Canada

Date: March 21, 1:00 P.M. Central

Cost: \$75

Canada offers one of the most open, accessible and transparent public sector market for U.S. goods and services. It covers a wide range of topics on the Basics of Selling to the Government of Canada by Public Works and Government Services Canada (PWGSC) and also goes through a Live demonstration of the Government's Electronic Tendering System, MERX™. This webinar is not sector specific.

For more information/register visit:

http://export.gov/canada/build/groups/public/@eg_ca/documents/webcontent/eg_ca_056826.pdf

Sending Your Employees into Canada: Requirements for Temporary Workers

Date: April 3, 1:00 P.M. Central

Cost: \$35

In this webinar you will learn about the options for travel to Canada (Business Visitor, Professional, Intercompany Transferee, etc.), learn how to determine if a work permit is required and how to apply for one (i.e. Labor Market Opinion), and you will also gather information about pending legislation and policy initiatives that directly impact U.S. service exporters.

For more information/register visit:

<https://emenuapps.ita.doc.gov/ePublic/newWebinarRegistration.jsp?SmartCode=3Q55>



Your U.S. Commercial Service / North Dakota Team



Heather Andrea Ranck
Office Director & International Trade Specialist

Ph: 701-552-0792

Email: Heather.Ranck@trade.gov



Carl Anfinson
Export Assistant

Email: Carl.Anfinson@trade.gov



Lydia DeMarais
Export Assistant

Email: Lydia.DeMarais@trade.gov
