



U.S. Commercial Service

World Trade News and Events – November 2012

Newsletter of the US Commercial Service in Fargo, North Dakota

LOCAL NEWS

N.D. Colombia Trade Mission Opens Doors for Exporters

Following six months of planning, the North Dakota trade mission to Colombia was held Oct 9-12, 2012. The North Dakota delegation included Case New Holland, ECHO Bear Cat, JM Grain, Lura Enterprises, Northarvest Bean Growers, RDO Equipment, and representatives of the U.S. Commercial Service, the North Dakota Department of



Agriculture and the North Dakota Trade Office. The U.S. Commercial Service provided Gold Key Services in the capital (Bogotá) to the four commercial participants. The delegation also hosted a reception at the Senior Commercial Officer's residence and toured one of the world's largest cut flower farming and packing operations (see photo). For more information about the trade mission visit:

http://export.gov/northdakota/build/groups/public/@eg_us_nd/documents/webcontent/eg_us_nd_054464.pdf

Financial Assistance Available to ND and MN Exporters through STEP

STEP is a state-by-state financial reimbursement program designed to assist small businesses in growing their international exports. Grant funds can be used to defray travel costs, for translations, for education and other export promotion activities (guidelines vary by state). STEP funds are provided by The U.S. Small Business Administration (SBA), through its State Trade and Export Promotion (STEP) grant. In North Dakota, the program will be administered by the ND Trade Office; in Minnesota, the program is administered through the Minnesota Trade Office. The program will run from Oct. 1, 2012 - Sept. 30, 2013. For further information please click below:

For North Dakota: <http://ndto.com/step-nd/>

For Minnesota: www.positivelyminnesota.com/step

Local Exporters Actively Using U.S. Commercial Service in FY12 Fiscal Year

The U.S. Commercial Service office in Fargo, North Dakota reported an extremely active year in FY12 (year ending September 30, 2012) thanks to the very pro-active efforts of businesses in North Dakota and northwestern Minnesota. There was an average of one new client per week being served by the CS office in Fargo, with a total of 123 unique businesses served. A total of 231 unique trade counseling sessions were handled by the CS North Dakota office. A total of 67 Export Successes were reported, valued over \$24 million. Businesses ordered 89 CS services in FY12, a 65% increase over the previous fiscal year and among the highest rates in the nation. These services included 19 Initial Market Checks, 12 Gold Keys and services at 2 major international agricultural machinery exhibitions. Upcoming and recent activities are highlighted in the CS North Dakota website www.export.gov/northdakota



John Deere Seeding Group Expansion in Valley City

A \$20 million dollar expansion for the John Deere manufacturing plant in Valley City plans to add 50 to 100 new jobs in the next 5 years for Valley City. For more information on this story visit:

<http://www.wday.com/event/article/id/70874/group/homepage/>

NATIONAL AND GLOBAL NEWS

U.S. Panama Free Trade Agreement

The long awaited free trade agreement between the U.S. and Panama went into effect on October 31. Panama is already one of the United States' preferential trading partners, so the biggest impact will be on U.S. exporters. More than 86 percent of U.S. consumer and industrial exports will be able to enter Panama duty free. This includes nearly half of all U.S. agricultural products.

Remaining tariffs will be phased out in 15 years. Former tariffs on industrial exports average 7 percent and duties on agricultural products averaged around 15 percent. For more information visit:

<http://www.kansascity.com/2012/10/23/3880367/us-panama-free-trade-agreement.html>



Analysis of Eastern European Agriculture

A recent analysis and report of Eastern European agribusiness states that over the next coming years Russia, Ukraine, Kazakhstan, and Romania are going to becoming increasingly important players in the global agribusiness market. The analysis found that machinery and fertilizer have the most potential to gain from this trend. This region is set to become one of the worlds new "bread baskets." For more information on this analysis please contact Carl.Anfinson@trade.gov. Source: Business Monitor International

Kazakhstan Continues to Build its Agricultural Industry

Kazakhstan recently announced a \$20 billion investment in its agriculture. Coming off a recent drought year which made its wheat exports below their potential, Kazakhstan plans on increasing its production by 150 percent and also increasing its exports by 20 percent. For more information visit:

<http://www.universalnewswires.com/centralasia/kazakhstan/business/viewstory.aspx?id=12970>

eBay Brings Forth Policy Recommendations for International Trade

The policy brought by eBay aimed at further lowering trade barriers for small businesses engaged in cross-border trade over the Internet, after finding that small business who use its site are already more likely to export than their offline counterparts. eBay's recommendations grew out of an economic study commissioned by the company that found that 97 percent of the commercial sellers on the site engaged in cross-border trade, and that many of those businesses exported to multiple countries. The study defined "commercial sellers" as eBay sellers with annual sales above \$10,000. Among that group, 81 percent sold to five or more foreign countries, while only five percent exported to just one country. Source: Inside U.S. Trade

For more information on this article contact Carl.Anfinson@trade.gov

Brazil Planning to Raise More Tariffs

Brazil plans to move forward with a second round of increases to its applied tariffs for another 100 tariff lines despite objections from the United States, but these will likely not be put into effect until March of 2013. This has also drawn complaints from U.S. potato producers which have seen import tariffs applied to potatoes increasing from 14 percent to 25 percent. Source: Inside U.S. Trade

For more information on this article contact Carl.Anfinson@trade.gov

John Deere Increasing Investments in China

The head of Deere & Company, the world's largest agricultural machinery manufacturer by revenue, says the US company is to invest further in China over the next few years, as the country strives to update and improve the agricultural sector to feed its growing population. In Harbin, the capital of Heilongjiang province, John Deere invested \$250 million which included a R&D facility and an assembly plant, which will produce nearly all of its models of agricultural machinery. For more information on John Deere in China visit: http://www.chinadaily.com.cn/business/2012-11/03/content_15871664.htm

EVENTS

Maquila Association of Sonora Annual Nogales: Supplier Expo

Date: Nov. 15, 2012

Location: Nogales, Sonora, Mexico

Please join Arizona's delegation at the Maquila Association of Sonora's 2nd annual NOGALES SUPPLIER EXPO in Nogales, Sonora, Mexico. The US\$300 package includes:

- An exhibition table at the Expo;
- Roundtrip chartered bus transportation from Nogales, Arizona to Nogales, Sonora for one person (additional people from the same company will be charged \$75);
- Facilitated border crossings with the assistance of the U.S. Consulate;
- A Supplier Best Practices Panel featuring some of Nogales' most experienced buyers;
- On-site counseling; and,
- A networking reception

For more information contact anna.flaaten@trade.gov or visit:

<http://www.exportaz.org/event/nogalesexpo/>

The U.S.-Japan Renewable Energy Policy Roundtable

Date: December 3, 2012

Location: Tokyo, Japan

This event is a Renewable Energy Policy Business Roundtable, which will be held on December 3, 2012 in Tokyo in conjunction with the U.S.-Japan Energy Policy Dialogue. The U.S. Department of Energy -- the lead U.S. agency for the bilateral dialogue taking place in Fukushima -- will co-chair the roundtable. There are spaces available for approximately 20 U.S. renewable energy companies to participate (up to two persons per company) in the Roundtable and related events in the Touhoku region. The dialogue will provide an opportunity for those companies to be able to learn more about the policy and regulatory landscape for renewable energy developing in Japan at this time and for Japanese policy-makers to benefit from the viewpoints of those U.S. clean energy companies. For more information contact Cora.Dickson@trade.gov Phone: 202-482-6083 and visit:

http://export.gov/reee/eg_main_054052.asp

Energy Trade Mission to Egypt and Kuwait

Date: March 10-14, 2013

Location: Cairo, Egypt and Kuwait City, Kuwait

Registration Deadline: Dec. 14, 2012

Egypt and Kuwait are looking to improve and expand their infrastructures while cutting their reliance on oil, and to upgrade their safety and security systems at numerous borders. The U.S. Commercial Service is taking a trade mission to Cairo and Kuwait City to help interested U.S. businesses tap these opportunities. Apply now for this mission if you have products and/or services for construction of roads, railways, port facilities, communication networks, hospitals, and water and wastewater treatment plants; traditional, renewable and nuclear power; tracking, scanning and detection services for sea ports, airports and other checkpoints. For more information contact:

Anne.Novak@trade.gov phone 202-482-8178 or visit:

<http://export.gov/trademissions/EgyptKuwait/>

U.S. Medical Trade Mission to Sao Paulo, Brazil Hospitalar 2013

Date: March 21-24, 2013

Location: Sao Paulo, Brazil

The Medical Trade Mission to Brazil is intended to include a variety of U.S. medical/healthcare industry manufacturers (equipment/devices, laboratory equipment, emergency equipment, diagnostic, physiotherapy and orthopedic, healthcare information technology, and other allied sectors), service providers, and associations and trade organizations. The mission will introduce the participants to the government policies, end-users and prospective partners whose needs and capabilities are best suited to each U.S. participant's strengths. For more information, including registration, please e-mail Pompeya Lambrecht at Pompeya.Lambrecht@trade.gov phone 703-756-1707 or Jefferson Oliveira at Jefferson.Oliveira@trade.gov phone 011-55-11-5186-7136. Please visit:

http://export.gov/industry/health/eg_main_052739.asp

Power Executive Program POWER-GEN Europe 2013

Date: June 4-6, 2013

Location: Vienna, Austria

U.S. companies are invited to register for the U.S. Department of Commerce's Power Executive Program at Europe's premier power generation event of 2013. POWERGEN Europe is an annual trade show and conference that attracts over 13,000 attendees from over 100 countries and 600 exhibitors. The associated conference boasts 243 speakers and over 1,000 delegates. For more information Jason.Sproule@trade.gov phone (949) 660-7105 and visit:

<http://export.gov/austria/tradeevents/pge2013/index.asp>

WEBINARS

Export Finance for Renewable Energy Technologies

November 13,2012; 1 P.M. Central

Cost: \$35

This webinar will feature USG export finance programs (Ex-Im, OPIC,TDA) for renewable energy technologies as well as export finance best practices from a private-sector perspective. For more information, contact: Ryan.Hollowell@trade.gov, or Nyamusi.Igambi@trade.gov. To learn more and register visit:

<https://emenuapps.ita.doc.gov/ePublic/newWebinarRegistration.jsp?SmartCode=3Q21>

NAFTA Series: Complying with Value Declaration Requirements

November 14,2012; 1 P.M. Central

Cost: \$25

In this webinar, you will learn about the value declaration requirements when exporting your products to Mexico and the impact it will have on U.S. You will also learn about the value declaration for Mexico customs, understand the impact value of declaration requirements on U.S. exporters, and also you will receive expertise from the Servicio de Administracion Tributaria (SAT) and Aduanas, CAAAREM (Mexican Customs Association). For more information contact Linda Abbruzzese at Linda.Abbuzzese@trade.gov. To learn more and register visit:

<https://emenuapps.ita.doc.gov/ePublic/newWebinarRegistration.jsp?SmartCode=3Q1B>

Aerospace & Defense: Ensuring EU Chemical Law Compliance

November 29,2012; 9:30 A.M. Central

Cost: \$75

With the European aerospace and defense market pegged at \$200 billion/year, it is imperative that U.S. industry understand the obligations and authorization process established by EU chemical legislation, commonly known as REACH. The European Union's list of Substances of Very High Concern (SVHC) includes a large number of chemicals used by U.S. manufacturers of aerospace and defense products. Businesses using SVHCs must obtain European Chemical Agency (ECHA) authorization prior to marketing their products in the EU. This live webinar given by experts from Keller and Heckman Law Firm will inform businesses active in the aerospace and defense industry on how to manage their REACH compliance obligations. For more information contact Matthew.Kopetski@trade.gov phone +32-2-811-56-84. To Register please visit:

<https://emenuapps.ita.doc.gov/ePublic/newWebinarRegistration.jsp?SmartCode=3Q1B>

Safety & Security Market Opportunities in Colombia

November 19, 2012; 3:00 PM CDT

Cost: \$65, \$150 for the 3 security webinars

The Safety and Security market in Colombia is a steadily growing industry sector, requiring state of the art technology and specialized consultancy services. This gives great potential for US suppliers. There is little local production within this industry sector. Almost all electronic security equipment used in Colombia is imported. U.S. products and related services have enjoyed good market share in the S&S sector, offering quality and competitive prices. It is imperative to have right rep with a clear understanding of the security risks and needs of companies operating in Colombia. For more information please contact Diego Gattesco at Diego.Gattesco@trade.gov or Stephanie Heckel at Stephanie.Heckel@trade.gov.

Learn more/register:

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



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