



Pacific South Network Newsletter

Serving Southern California, Nevada, and Hawaii-Guam

November 2013

Calendar of Events:

Nov 19
[Import-Export
Compliance Seminar](#)

Nov 21
[Export University](#)

Nov 21
[Nordic European
Cosmetic Webinar](#)

Nov 26
[Eastern Europe
Cosmetic Webinar](#)

Dec 3
[Los Angeles Export
Compliance Seminar](#)

Dec 5
[San Diego Export
Compliance Seminar](#)

Dec 9
[U.S.-China Legal
Exchange](#)

Dec 11
[Western Europe
Cosmetic Webinar](#)

April 8-9, 2014
[Discover Global
Markets: APBO](#)

Dear U.S. Exporter:

Thanks for being patient during our temporary lapse of operations, but we are ramping up another excellent year for exporting and attracting good foreign direct investment. Enjoy this Thanksgiving season and check out below the opportunities to plug into.

Many Thanks,

Richard

Rich Swanson, Pacific South Region

CERTIFICATES OF FREE SALE NEWS!!!

Governor's Office of Business and Economic Development (GO-Biz)



Governor Brown has signed legislation to streamline the state's export certificate program and decrease delays for California businesses looking to export goods.

The legislation allows California businesses requesting an export document from the Department of Public Health to make requests electronically and increases the validity of the document from six months to one year.

The legislation is meant to decrease delays for California businesses looking to enter markets which require a Certificate of Free Sale as part of their required export documentation paperwork. This is an important development that we'll be watching in the near future.

DISCOVER
Global Markets:

APBO



Save the Date! April 8-9, 2014

[Register](#)

U.S. Commercial Service Events

Export University – Orange County • Nov 21, 2013

Topic: Freight and Logistics

The Export University- OC classes are sponsored by the Southern California DEC.

Location: Irvine, CA

Time: 8:30- Noon

Cost: \$35 per class

Link to Register: <http://www.regonline.com/builder/site/Default.aspx?EventID=1240754>



U.S. – China Legal Exchange • Dec 9, 2013

Location:

Chapman Fowler Room 237A&B

370 North Glassell Street

Orange, CA

Cost: \$45

Link to Register: <http://export.gov/california/irvine/events/us-chinalegalexchange2013/index.asp>



The U.S. Department of Commerce and China's Ministry of Commerce (MOFCOM) will co-host the 18th U.S.-China Legal Exchange, a unique form that provides an opportunity for the business, legal, and academic communities in the U.S. to hear directly from Chinese officials about the new and important developments in China's commercial legal and regulatory landscape.

During the full-day event in each city, high-level government officials from China will present on two areas:

1. Conservation and the Renewable Energy Law
2. Legal Aspects of Entrepreneurship in China, including Private Equity and Venture Capital

Discover Global Markets: Asia Pacific Business Outlook (APBO) • April 8-9, 2014

Location:

University of Southern California (USC)

Davidson Conference Center

3415 South Figueroa Street

Los Angeles, CA 90089-0871

Link to Register: <http://apboconference.com/registration.html>



Asia Pacific Business Outlook is the premier conference for exporters and investors targeting Asian markets.

Get key intelligence on 17 markets by choosing from 60 focused sessions and private one-on-one consultations

LEARN MORE ABOUT MDCP GRANT FUNDING:

Learn more about MDCP (*Market Development Cooperator Program*) federal funds available in 2014 to support projects designed by trade associations and other non-profit industry groups to help U.S. companies build exports that support U.S. jobs.

- Application deadline will probably be in mid- to late-February.
- Learn more about MDCP funds at www.trade.gov/mdcp

To find out how to receive MDCP funding, join us for any of seven (7) conference calls planned for November and December. Go to www.trade.gov/mdcp to see the schedule and dial-in number.

PARTNER EVENTS

Import-Export Compliance Seminar • Nov 19, 2013

Location:

Otay Mesa Chamber of Commerce
San Diego, CA

Time: 8:30 AM to 11:30 AM (PST)

Cost: \$60 non-members; \$45 members

Link to Register: <http://www.eventbrite.com/e/import-export-compliance-seminar-tickets-8979396617>



Don't miss this informative seminar focused on Import Compliance and Export Controls and the new E.C.R. export control reforms that took place October 15, as well as changes that will take place in January 2014. For sponsorship opportunities, please click here.

Speakers include:

- Ryan Landers, Senior Import Specialist, Customs and Border Protection
- Mary Ann Serano, Senior Import Specialist, Customs and Border Protection
- Elizabeth Rodriguez, Sup. Import Specialist, Customs and Border Protection
- Joseph M. Tosto, Jr, Export Administration Specialist, Bureau of Industry and Security
- Carlos Olivo, Special Agent Export Enforcement, Bureau of Industry & Security

Hot Topics for Export Compliance Professionals • Dec 3, 2013

Location:

Sheraton Gateway Los Angeles Hotel
6101 West Century Boulevard
Los Angeles, CA 90045

Time: 7am-7pm – Workshops and Networking Reception

Cost: \$195; \$155 for DEC and PARTNERS as well as government, faculty, and students

Link to Register: <https://www.regonline.com/hottopicsexpc>



This Timely, Engaging and Interactive Program Targets:

- Trade compliance professionals at all levels and the challenging real world situations they face in the evolving export control reform (ECR) environment;
- Best practices, recommended approaches, proven practices for ECR
- Evaluation of risk, exposure, liability with case studies and lessons learned;
- Key areas in day-to-day operations with ECR

Hot Topics for Export Compliance Professionals • Dec 5, 2013

Location:

San Diego Del Mar Hilton
1557San Diego:
5 Jimmy Durante Boulevard
Del Mar, CA 92014

Time: 7am-7pm Workshops and Networking Reception

Cost: \$195/person; \$155 for PARTNERS (and gov't, faculty, students)

Link to Register: <http://www.regonline.com/hottopics2013>



This Timely, Engaging and Interactive Program Targets:

- Trade compliance professionals at all levels and the challenging real world situations they face in the evolving export control reform (ECR) environment;
- Best practices, recommended approaches, proven practices for ECR
- Evaluation of risk, exposure, liability with case studies and lessons learned;
- Key areas in day-to-day operations with ECR

INDUSTRY EVENTS

Exporting Cosmetics to Europe (webinars) • Nov 21, Nov 26, & Dec 11

All Webinars:

Time: 7:00 AM (PST), 9:00 AM (CST), 10:00 AM (EST)

Cost: \$50 per person/per session

Duration: 90 minutes

Topics & Links to Register:

Nordic Region - <https://emenuapps.ita.doc.gov/ePublic/event/editWebReg.do?SmartCode=4Q11>

Eastern Europe - <https://emenuapps.ita.doc.gov/ePublic/event/editWebReg.do?SmartCode=4Q12>

Western Europe - <https://emenuapps.ita.doc.gov/ePublic/event/editWebReg.do?SmartCode=4Q13>



The following webinars have been designed to help you increase your U.S. export sales to Europe. Featured speakers are U.S. Commercial Service cosmetic industry staff of the U.S. Embassy in each country together with industry experts.

- Gain an understanding of the market for cosmetic and beauty products in these countries
- Understand the channels of distribution, how products are sold and marketed
- Guidance on the regulatory procedures so that you are in compliance with regulations, including labeling and documentation
- Learn about opportunities for promoting your products and finding business partners

Contact the following individuals for questions or more information:

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Saudi Arabia Catalog Show (SACS) 2014 • Jan 13, 2013

Location:

Ashargia Chamber of Commerce & Industry

Dammam, Saudi Arabia

Cost: \$100 USD

For more information, contact:

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WHY PARTICIPATE IN SACS 2014?

- A list of all business visitors who expressed interest in your company's products
- Name, address, email address, telephone and fax numbers of companies will be sent to you immediately after the event
- Promotion of your company in a directory highlighting your business objectives
- Your catalogs will be distributed to interested Saudi companies who were unable to visit SACS 2014