



# U.S. Commercial Service

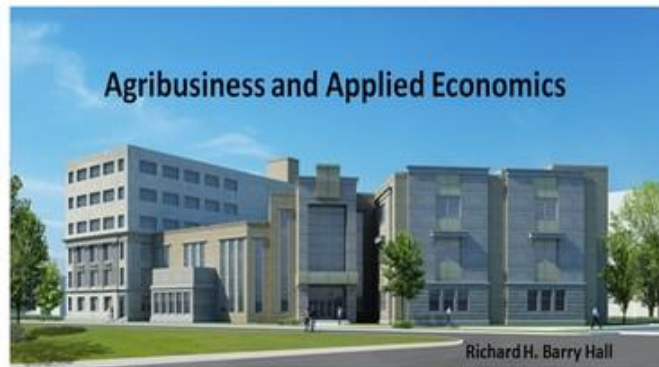
## World Trade News and Events – June 2013

Newsletter of the US Commercial Service in Fargo, North Dakota

### LOCAL NEWS

#### **U.S. Commercial Service Office in North Dakota Moves to NDSU Barry Hall**

The U.S. Commercial Service in North Dakota has moved into North Dakota State University's downtown Barry Hall building. The office space is hosted by the NDSU Department of Agribusiness and Applied Economics. Here is our new address:



#### **Mailing Address:**

U.S. Commercial Service / North Dakota  
NDSU Dept 7610, PO Box 6050  
Fargo, ND 58108-6050

#### **Street Address:**

811 Second Avenue North, Suite 436 Fargo, ND 58102  
Telephone: 701-239-5080  
Mobile: 701-552-0792



### **Roll-a-Ramp Wins Presidential Export Award in Washington, D.C.**

Roll-a-Ramp a manufacturer of lightweight, portable aluminum wheelchair ramps based in West Fargo, North Dakota, today was honored with the highest recognition any U.S. entity may receive for exporting when it received the "E" Award for Exports from U.S. Acting Secretary of Commerce Rebecca Blank at a ceremony in Washington, D.C. Jennifer Miller, Global Programs Manager for Roll-A-

Ramp traveled to Washington D.C. to accept the award on behalf of the company.

For a news release visit:

[http://export.gov/northdakota/static/Press%20Release%202013%20Roll%20a%20Ramp\\_Latest\\_eg\\_us\\_nd\\_062346.pdf](http://export.gov/northdakota/static/Press%20Release%202013%20Roll%20a%20Ramp_Latest_eg_us_nd_062346.pdf)

For more information on the company visit <http://www.rollaramp.com/>

### **Stephanie Sinner Transitions to ND Soybean Council**

The U.S. Commercial Service in North Dakota would like to express deep gratitude to Stephanie Sinner, who has worked closely with the CS North Dakota office since 2005 in her capacity as International Marketing Specialist at the ND Department of Agriculture. Stephanie was a close and constant partner with CS North Dakota in the planning of many trade missions and activities, always demonstrating professionalism and a spirit of collaboration. With a strong work ethic and a constant drive to support North Dakota firms with all available export tools available, Stephanie achieved a high level of participation and respect from food and agriculture exporters from throughout the state. Stephanie has recently accepted a position as Director of Marketing for the North Dakota Soybean Council. Best of luck, Stephanie!



### **RDO Equipment CEO Highlighted**

RDO equipment, based in Fargo, is the largest network of agricultural and construction. John Deere equipment dealership in the world. It has around 60 locations in throughout the U.S. and has also expanded to Ukraine, Russia, and Australia. A recent Forum news story focuses on their CEO, Christi Offutt, and how the company's culture has developed. The full article can be found at:

<http://www.machinecontrolonline.com/business-b/5025-rdo-equipment-ceo-reflects-on-12-year-cultural-shift>

### **Klobuchar Leading the Urge to Address European Duty on Ethanol Exports**

U.S. Senator Amy Klobuchar along with bipartisan support urged the Administration to address the European Commission's recent decision to penalize U.S. ethanol exports. In a bipartisan letter to Acting U.S. Trade Representatives the senator said the Commission's arbitrary dumping penalty will harm American farmers and their exports. Klobuchar was appointed to the President's Export Council earlier this year. For more information visit:

<http://thehill.com/blogs/floor-action/senate/297243-senators-urge-administration-to-fight-european-duty-on-ethanol-exports>



## **NATIONAL AND GLOBAL NEWS**

### **Senate Confirms New Head of Commerce Department Penny Pritzker**

The Senate approved Penny Pritzker as new Secretary of the Commerce Department on June 25 by a vote of 97-1. The U.S. has been without a full-time Commerce secretary since John Bryson resigned nearly a year ago. Rebecca Blank, who had served as acting secretary, resigned on May 31.

For more information visit:

[http://articles.chicagotribune.com/2013-06-25/business/chi-pritzker-confirmed-20130625\\_1\\_penny-pritzker-nominating-pritzker-president-obama](http://articles.chicagotribune.com/2013-06-25/business/chi-pritzker-confirmed-20130625_1_penny-pritzker-nominating-pritzker-president-obama)

### **WTO Names Brazilian As New Head**

The World Trade Organization (WTO) has named Roberto Azevedo as their new head. He will succeed France's Pascal Lamy in September. Mr Azevedo, Brazil's ambassador to the WTO since 2008, was competing for the post with Mexico's former trade minister Herminio Blanco. He will be the first Latin American to head the WTO since its creation in 1995.

For more information visit:

<http://www.bbc.co.uk/news/business-22443597>

### **International Buyer Program (IBP) Announces 2014 Trade Show Schedule**

The International Buyer Program (IBP) is a program of the U.S. Commercial Service that brings thousands of pre-screened international buyers to U.S. trade shows. At an IBP-certified event, companies will not only meet more international buyers, representatives and distributors, but your products and services will also be listed in the Export Interest Directory distributed to all international visitors to the show. For the 2014 Trade Show Schedule visit:

[http://export.gov/build/groups/public/@eg\\_main/documents/webcontent/eg\\_main\\_062223.pdf](http://export.gov/build/groups/public/@eg_main/documents/webcontent/eg_main_062223.pdf)

For more information on IBP visit <http://export.gov/IBP/>

### **Foreign Corrupt Practices Act (FCPA) Guide Available**

A Resource Guide to the U.S. Foreign Corrupt Practices Act is the Department of Justice's and Securities and Exchange Commission's detailed compilation of information about the FCPA, its provisions, and enforcement. It has also benefited from the input of the Departments of Commerce and State. It provides helpful information to enterprises of all shapes and sizes - from small businesses doing their first transactions abroad to multi-national corporations with subsidiaries around the world. The Guide addresses a wide variety of topics, including who and what is covered by the FCPA's anti-bribery and accounting provisions; the definition of a "foreign official"; what constitute proper and improper gifts, travel and entertainment expenses; the nature of facilitating payments; how successor liability applies in the mergers and acquisitions context; the hallmarks of an effective corporate compliance program; and the different types of civil and criminal resolutions available in the FCPA context.

For more information please contact [Heather.Ranck@trade.gov](mailto:Heather.Ranck@trade.gov)

### **U.S. Reports Russia is Faulting on its Phytosanitary Obligations for the WTO**

The United States has charged that Russia is failing to follow through in a number of commitments it made in order to join the World Trade Organization, including on sanitary and phytosanitary (SPS) measures and requirements to notify WTO members of new trade-related measures, but it stopped short of calling for the launch of formal dispute settlement proceedings against Russia.

Source: Inside U.S. Trade

### **International Trade Administration Moves Forward with Consolidation Plan**

Undersecretary of Commerce for International Trade Francisco Sanchez last week said his agency, the International Trade Administration (ITA), has begun implementing a plan to consolidate its four offices into three after receiving formal approval from Congress.

ITA is aiming to complete the transition by the beginning of the next fiscal year on Oct. 1. The main element of the plan is the elimination of ITA's Market Access and Compliance (MAC) office. Its country-specific experts will be combined with the U.S. and Foreign Commercial Service (USFCS) into a new unit called "Global Markets," Sanchez said. The reasoning behind this is that putting the country specialists who deal with market access issues under one roof with the USFCS would be better for businesses because they would no longer have to go to two different offices if they have a market access problem and an export promotion need.

Furthermore, the U.S. Commercial Service will keep its name and brand.

Source: Inside U.S. Trade

## **EVENTS**

### **World Mining Congress and Expo 2013**

Date: August 11-13, 2013

Location: Montreal, Quebec

The U.S. Commercial Service is offering special programs to U.S. attendees at Canada's World Mining Congress, Aug 11-13. This Expo is the premier, must-attend event for those wishing to sell to Canada's mining industry and to develop supply chain opportunities. The Mining Expo will showcase the very best suppliers and service providers supporting the global minerals industry, creating an unparalleled opportunity to discover the best solutions to drive your business forward.

For more information contact:

[Heather.Ranck@trade.gov](mailto:Heather.Ranck@trade.gov)

Tel: 701-552-0792

### **Mexico Auto Supply Chain Trade Mission**

Date: September 23-26, 2013

Location: Mexico City and Monterrey, Mexico

This mission is intended to focus on a variety of U.S. industry and service providers, particularly those suppliers of spare parts, original equipment manufacturer (OEM) parts and components, hybrid vehicle components, precision assembly devices and systems that enhance efficiency in the OEM manufacturing process. If you have any questions regarding the Auto Supply Chain Trade Mission to Mexico, please contact Iris Kapo at [iris.kapo@trade.gov](mailto:iris.kapo@trade.gov) or John Howell at [john.howell@trade.gov](mailto:john.howell@trade.gov) or +52-81-8047-3223.

For more information visit:

[http://export.gov/mexico/tradeevents/eg\\_mx\\_058436.asp](http://export.gov/mexico/tradeevents/eg_mx_058436.asp)

### **HOST 2013: Hospitality Industry**

Date: October 18-22, 2013

Location: Milan, Italy

The Host trade show is supported by the U.S. Commercial Service in Italy.

The specialized areas of HOST include:

- \* Food Service Equipment \* Coffee/Tea
- \* Bread, Pizza and Pasta \* Bar and Coffee Machines
- \* Ice Cream & Confectionary \* Tableware & Furniture

To register and find out more information , please visit or contact:

<http://www.host.fieramilano.it/en/>

Shari Stout

U.S. Department of Commerce, Commercial Service, Peoria, IL

Tel: 309-671-7815

[Shari.Stout@trade.gov](mailto:Shari.Stout@trade.gov)

## **Japan Home and Building Show 2013**

Date: October 23-25, 2013

Location: Tokyo International Exhibition Center, Tokyo

The Japan Home and Building Show has been a solid foundation for entry into the Japanese and Asian construction product and services market for 34 years. Though the devastating 2011 earthquake and tsunami impacted more than one million houses, a quick response from the private sector provided an over-supply of many building products needed for the immediate emergency response, but attention has now turned to the long-term reconstruction effort within the affected areas and interest in energy-efficient and eco-friendly building products, both for new construction and for retrofitting older buildings, has grown nationwide.

For Information on the USA supported Pavilion contact [Bob.Deane@trade.gov](mailto:Bob.Deane@trade.gov)

Tel: 206-553-5615

For more information on the show visit:

<http://www.jma.or.jp/JHBS/en/>

## **Select USA 2013 Investment Summit Registration Open**

Date: October 31- November 1, 2013

Location: Washington, D.C.

The SelectUSA 2013 Investment Summit is a first-of-its-kind, national-level engagement intended to connect businesses and investors from around the world with U.S. economic development organizations at the state, regional, and local levels. The SelectUSA 2013 Investment Summit is being hosted by the U.S. Department of Commerce, International Trade Administration, and SelectUSA, as part of a U.S. government-wide initiative to promote direct investment in the United States.

For more information visit:

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

## **WEBINARS**

### **Financial Security for Both the Exporter and the Importer**

Dates:

July 2, 11:00 A.M. Central

July 9, 2:00 P.M. Central

July 15, 2:00 P.M. Central

Due to an overwhelming response, Escrow.com (a US Commercial Service Strategic Partner), has decided to schedule webinars (repeated each week over the next 4 weeks) to introduce (or re-introduce ) you and your exporting clients to the use of escrow services for international trade. Just last year the Trade Finance Guide - published by the International Trade Administration - recognized escrow services as a "mutually beneficial" trade method of

payment further defining it as a "service that allows both exporter and importer to protect a transaction by placing the funds in the hands of a trusted third party until a specified set of conditions are met."

For details and registration please click below on a specific date:

July 2, 11:00 A.M. Central:

<https://attendee.gotowebinar.com/register/6433459489009014784>

July 9, 2:00 P.M. Central

<https://attendee.gotowebinar.com/register/6544489272694864896>

July 15, 2:00 P.M. Central

<https://attendee.gotowebinar.com/register/6064806434357133312>

### **Canadian Partnerships under the National Shipbuilding Procurement Strategy**

Date: July 12, 1:00 P.M. Central

Cost: \$35

Explore partnerships and supply chain opportunities under the Government of Canada's National Shipbuilding Procurement Strategy (NSPS). In this webinar you will:

Discover contractual opportunities under the National Shipbuilding Procurement Strategy's combat and non-combat ships programs, and In-Service Support. Assess the NSPS business potential on the construction of large ships (combat and non-combat), smaller ships, ship repair, and refit and maintenance programs and learn about upcoming supply chain matchmaking opportunities under the U.S. Commercial Service program at DEFSEC Atlantic 2013.

For details and registration please click below:

<https://emenuapps.ita.doc.gov/ePublic/event/editWebReg.do?SmartCode=3Q9A>

### **Selling to the Government of Canada**

Date: July 16, 1:00 P.M. Central

Cost: \$35

The Government of Canada (GoC) is one of the largest purchasing entities in the world, buying in excess of US\$20 billion worth of goods and services every year from thousands of suppliers.

Learn how your organization can sell to the GOC. In this webinar you will:

Learn about Canadian Government procurement opportunities directly from the experts.

You will also be able to find out who is currently competing for, and being awarded GoC contracts and much more.

For details and registration please click below:

<https://emenuapps.ita.doc.gov/ePublic/event/editWebReg.do?SmartCode=3Q9B>

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Your U.S. Commercial Service / North Dakota Team



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