



U.S. Commercial Service

World Trade News and Events - January 2014

Newsletter of the US Commercial Service in Fargo, North Dakota

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LOCAL NEWS

Concordia Student Export Planning Assistance Available

Companies expanding internationally are being sought to participate in a Global Marketing research project through Concordia College. The program is taught by Susan Geib, former Director of the ND Trade Office. This opportunity will allow student teams to meet with their "live company going international" to develop a global marketing plan. If you are interested in collaborating with these students, please contact [**Heather Ranck**](#).

Klobuchar-Hoeven Sponsor Innovate America Act

U.S. Senators Amy Klobuchar (D-MN) and John Hoeven (R-ND) have introduced *The Innovate America Act*, which would help cut red tape, target successful education programs, and promote U.S. exports in new markets and help America retain its competitive edge. In addition to funding 100 new STEM (Science, Technology, Engineering, Mathematics) high schools, the legislation will also support scientific research and help remove burdensome regulations for small and medium-sized businesses. It will also require the Department of Commerce to issue a global competitiveness report on top exporting industries.

WCCO Belting Perspective on Agritechnica

Some North Dakota businesses took part in the world's largest agricultural trade show- and their efforts have yielded big results. Wahpeton, ND based WCCO Belting 's Tom Shorma shares his perspective in this Farmer's Forum article [here](#).



ND Company Finds National Success with Flax Seed

When she started selling flax seed in 1999, Stephanie Stober did it through craft shows and home-and-garden events. If the phone rang once a week for an order, Stober thought she was doing well. Now, Flax USA products are sold at Sam's Club, Costco, SuperValu, Kroger, TJ Maxx and Marshall's stores nationwide. To access the full article from the Farmer's Forum, [click here](#).

Family-Owned Casselton Agribusiness Provides Seed Around Globe

SB&B is a family-owned, large-scale agribusiness started in 1906 that deals in crops, seed and cattle. 25 years ago, Bob Sinner flew to Japan with the goal of getting overseas food companies to buy his soybeans. Today, SB&B has significantly grown its customer portfolio, its product, and its partnership with growers. To access the full article from the Farmer's Forum, [click here](#).

Internship available at U.S. Commercial Service / North Dakota Office

In partnership with the North Dakota District Export Council and the North Dakota Trade

Office, an internship position is currently available with the U.S. Commercial Service / North Dakota office in Fargo. Applicants must be U.S. citizens and will work out of the U.S. Commercial Service Fargo office at NDSU Barry Hall. Minimum 6 month commitment required, working approximately 20 hours a week. Previous interns have gone directly into international jobs from the internship. Applicants should send a resume and cover letter to [Heather Ranck](#).

NATIONAL AND GLOBAL NEWS

WTO Approves Bali Package After U.S., Cuba Overcome Differences

Members of the WTO have formally approved the first new multilateral trade agreement since the body was created in 1994, after the U.S and Cuba resolved last-minute differences over language seeking to undo a key part of the U.S. trade embargo against the island. The Bali package, which includes a trade facilitation agreement along with agriculture and development components, had been resisted by Cuba, Bolivia, Venezuela, and Nicaragua. Cuba had demanded a provision that would prevent countries from applying discriminatory measures to goods in transit. On December 6, 2013, the U.S. and Cuba agreed to compromise language to address Cuba's demands

To find more information on this topic, [click here](#).

Baucus To Be Nominated As Ambassador To China, Wyden to Chair Finance

Senate Finance Committee Chairman Max Baucus (D-MT) will leave the Senate prior to the end of his term in order to become the next U.S. ambassador to China, according to informed sources. The White House intends to nominate Baucus to succeed outgoing Ambassador to China Gary Locke, but has not yet done so, sources said. To access the full article, [click here](#).

U.S. Ag Groups Threaten to Oppose TPP if Japan Does Not Give on Tariffs

On December 18, 2013, a coalition of 17 major U.S. agriculture groups warned U.S. Trade Representative Michael Froman that they will oppose a Trans-Pacific Partnership (TPP) agreement that does not include "comprehensive liberalization" of Japan's agricultural sector, and suggested the idea of leaving Tokyo out of the agreement. To access the full article, [click here](#).

Would-Be U.S. Oil Exporters Face Tough Politics

The controversy of allowing U.S. oil exports has recently become a new focus for lobbyists. Currently, the prohibition on domestic oil exports is purposed with transferring revenues from domestic oil producers to U.S. refiners. Consequently, U.S. producers are forced to sell their output at a discount of world market prices. With U.S. oil output projected to hit a record by 2016, the stage is set for a battle between domestic oil producers and refiners over whether to lift the oil export ban. To access the full article, [click here](#).

WTO Binding Trade Facilitation Deal, Implementation To Last Several Years

On December 7, 2013, World Trade Organization members formally adopted a trade facilitation agreement that contains many binding obligations to expedite customs procedures. The deal includes the following binding commitments for WTO members:

- To release goods entered into air cargo facilities in an expedited manner
- To establish "trusted trader" programs that remove red tape for operators who meet certain

- requirements (i.e.: existed record of compliance with customs laws and regulations)
- To publish all customs-related information and make certain information available on the internet
- To provide, upon request from traders, advance rulings on a good's tariff classification or country of origin.
- To provide a "single window" under which all required documentation for import or export be submitted through a single entry point
- Countries must put in place pre-clearance and post-clearance audit procedures
- Compromise language between the EU and Panama has been established that states that a ban on mandatory use of customs brokers only applies prospectively

Global Automotive Quarterly Newsletter Now Available

The Winter '14 issue of the U.S. Commercial Service's publication on automotive programs is now available. This newsletter features a the latest market research, leads, and auto news. To receive a copy of the publication, please contact [Heather Ranck](#).

Counselors and Agents: Building and Managing Your International Network

Intead (International Education Advantage, LLC), has released a free eBook on how colleges and universities can professionally manage a commission-based agent network. To access this free tool, [click here](#).

Cosmetics Make for Beautiful Exports

The beauty of U.S. cosmetics isn't just in the eye of the beholder; it's also in the eye of the economy. U.S. exports of cosmetics products have increased every year since 2009, and the International Trade Administration's U.S. Commercial Service wants to help more American businesses in this sector find success overseas. To access the full article, [click here](#).

New Census Mobile App Showcases Local Statistics for People on the Go

The Census Bureau's new mobile app, dwellr, provides those on the go with immediate, personalized access to the latest demographic, socio-economic and housing statistics from the American Community Survey for neighborhoods across the nation. Using the level of importance you place on a location's characteristics, the app generates a list of top 25 towns or cities most suitable for you. To access the full article, [click here](#).

EVENTS

Webinar: Explore your Export Opportunities in Panama

Panama has historically served as the crossroads of trade for the Americas as a maritime and air transport hub, but also an international trading, banking, and services center. Panama's global and regional prominence is being enhanced by trade liberalization and privatization and it is participating actively in the hemispheric movement toward free trade agreements. Panama's dollar-based economy offers low inflation in comparison with neighboring countries and zero foreign exchange risk. Its government is stable and democratic and actively seeks foreign investment in all sectors, especially services, tourism and retirement properties.

Date: Wednesday, January 8, 2014; 1:00-2:15PM EDT

Cost: \$40 - Payable by credit card.

Venue: Your Computer

Learn More: <http://export.gov/pennsylvania/tradewinds/webinars/index.asp>

January Trade Talk: The State of the Global Economy

Date: January 15, 2014; 12:00-1:30pm

Location: Hilton Garden Inn- Lilac Room: 4351 17th Ave S. Fargo

Registration Cost: \$20 for ND Trade Office members, \$35 for non-members

Join in a lively discussion on how the global economy became so interdependent and what we can expect in the coming century. Pete Mento, Director of Global Customs and Trade Policy at C.H. Robinson Worldwide, will provide important economic insights to help your company navigate the global economy. Lunch provided.

For more information, [click here](#).

DistribuTECH Conference

Dates: January 28-30, 2014

Location: San Antonio, Texas

Coordinated by PennWell, DistribuTECH is the utility industry's leading annual transmission and distribution event. This year's conference will feature a strong

International Business Development program, which includes events such as B2B

Matchmaking, Country Briefings on Smart

Grid Opportunities in Overseas Markets, Site Visit Option to Southwest Research Institute, and an International Reception.

For more information on DistribuTECH, please [click here](#).



U.S. - Vietnam Wind Power Development Workshop

Dates: February 20-21, 2014

Location: Ho Chi Minh City

This workshop is co-organized by U.S. Commercial Service (USCS) and Vietnam Ministry of Industry and Trade (MOIT) aiming at leveraging U.S. technologies, expertise and financing advantages to develop wind power in Vietnam and creating a foundation for a long-term cooperation between the United States and Vietnam in energy. This workshop presents U.S. companies with the opportunity to discuss one-on one with potential buyers of U.S. equipment and services.

For event and registration information, [click here](#).

Canada: Capture Your Market Potential

Date: March 4, 2014

Time: 8:00am-6:00pm

Location: Guthrie Theater, Minneapolis, MN

By attending this conference, you will learn about strategic practices that will enable you to develop your company's market in Canada and manage your growth in that market. The program will consist of U.S. Government, Canadian Government and Private-Sector experts and practitioners discussing strategic approaches to issues concerning selling into the dynamic and diverse economy of Canada.

For event questions, please contact [Mathew Woodlee](#).



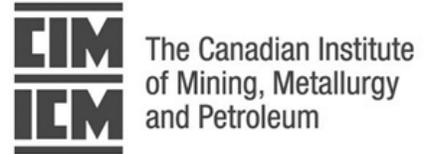
Canadian Institute of Mining Convention 2014

Date: May 11-14, 2014

Location: Vancouver B.C.

Since natural resource extraction is a prevalent part of the mining sector, the CIM Convention 2014 is an opportunity for U.S. participants to develop potential partnerships in Canada's mining sector. This convention is a valuable opportunity for U.S. suppliers in the following industries: mining equipment and services; automation, robotics, and engineering; construction equipment and services; environmental risk/impact assessments; sustainable oil field and mine water management; and safety and equipment services.

For more information, [click here](#).



Aerospace and Aviation Trade Mission to Brazil

Dates: May 12-16, 2014

Cost: \$2,950 for SMEs, \$3,230 for large firms

The U.S. Commercial Service (CS) and Industry and Analysis will be leading a trade mission to introduce U.S. firms to Brazil's readily expanding market for aerospace and aviation products and services. The mission will address a variety of topics, from business practices in Brazil to security. It will also include meetings with government officials, potential partners, distributors, and agents in São Paulo.

For more information, [click here](#).

To register for the event, [click here](#).

Fieldays 2014: The Largest Agriculture Trade Show in the Southern Hemisphere

Dates: June 11-14, 2014

Location: Mystery Creek, Hamilton, New Zealand

Fieldays 2014 is a showcase of the latest in agricultural products and services for farms and farm households. With over 1,000 exhibitors, Fieldays 2014 is the largest annual agricultural trade event in the Southern Hemisphere attracting over 130,000 attendees from New Zealand, Australia, Europe, and South America. U.S. companies do not need to travel to New Zealand to participate at Fieldays 2014, if they exhibit with the U.S. Commercial Service. For further information about exhibiting, please contact **Janet Coulthart** of the U.S. Commercial Service in Wellington, New Zealand, or visit _

www.export.gov/newzealand.

Your U.S. Commercial Service / North Dakota Office



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