



# U.S. Commercial Service

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Newsletter of the US Commercial Service in Fargo, North Dakota

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### LOCAL NEWS

#### - Export Success Story: Large Volume Grain Carts to Africa

J&M Manufacturing had been receiving international email leads and company managers decided to finally dip their toes into exporting. See how they embarked on their export adventure and the results over a 3-year period [here](#).



### **- German is 2nd Most-Spoken Language in North Dakota**

North Dakota is the only state in the nation where German is the second most-spoken language, according to the U.S. Census Bureau. A wave of Germans from Russia came to North Dakota in the early 1900s, and the language has survived the decades. [Click here](#) to read a Forum story on the different dialects and impact of the language in North Dakota.

### **- Ugandan Government Delegation Visits North Dakota Studying Oilfield Environmental Practices**

A delegation from the Ugandan government visited North Dakota in May. They were on a visit to learn more about environmental management in the North Dakota oil fields as Uganda prepares for oil drilling.



### **- Exporting Vehicles to Canada**

Export information on vehicles being exported to Canada is now required. For example: a Canadian Shopper buys a used vehicle from a U.S. dealer, saving quite a bit of money. Happy Canadian then drives the new purchase back to Canada via I-29. US Customs has regulations for the proper way to export this vehicle - it must have proof of filing citation at the time of export. Without the filing citation presented to US Customs, the happy Canadian purchaser is subject to a significant penalty (in the realm of \$10,000). [Click here](#) for more information on the new exporting requirements. Assistance is available, including Pembina-based Northern Border Export Services, authorized AES filers providing Customer Proof of Filing and/or U.S. Seller Proof of Filing. For more information, visit <http://www.northernborderexport.com/> or email [info@northernborderexport.com](mailto:info@northernborderexport.com).

### **- State-by-State Analysis of Impact of Lifting Crude Oil Export Ban**

A new report conducted by the ICF International and EnSys Energy provides a state-by-state analysis of the economic benefits of lifting the federal restriction on U.S. crude oil exports. The report states that ND could add up to 23,787 jobs and \$2.06 billion to the state economy by 2020. ND is just one of 18 U.S. states that could gain over 5,000 jobs, according to the report. [Click here](#) for the full report or [click here](#) for the summary.

### **- Flying Colors: International Students Flock to Regional Universities**

The Minneapolis Fed has written an article detailing the impact of international students on campuses throughout their region (Ninth District). [Click here](#) for the story.



## **NATIONAL AND GLOBAL NEWS**

### **- Bring Back the Landlords: Will China Model America with Large-Scale Family Farms?**

Over the last three decades, 260 million people have left the Chinese countryside to work in cities because the small family



farming plots don't yield enough crop to support the families. Recently, however, China's Prime Minister Li Keqiang said boosting production is possible but only through "concentrating land into larger farms." [Click here](#) to read an Economist article about how China may be looking to Europe and America to model "vast family farms."

#### **- Top Global Markets for Automotive Products**

The U.S. Commercial Service Automotive Team has just completed its [Automotive Resource Guide](#), including 51 market briefs and an extensive sub-sector reference chart, the latest export statistics, listing of most popular automotive HS codes as well as additional resources. Further, all market briefs now feature a new section on "Used and Remanufactured Automotive Parts" and there's also a separate quick reference chart.

#### **Education Programs for Colleges and Universities - Spring 2014 Newsletter**

The U.S. Commercial Service Education Team has compiled its [2014 newsletter](#), including a comprehensive list of upcoming programs for colleges and universities, including a trade mission to Central America in March 2015, education fairs in Kazakhstan, China, Europe, Taiwan and Vietnam, Thailand, the Middle East, Japan and Russia; and there are also links to new reports on the education sector, including for Mexico, Brazil, Kazakhstan and Russia.

#### **- Save the Date! SelectUSA 2015 Investment Summit: March 23-24, 2015**

The second annual SelectUSA Investment Summit will take place March 23-24, 2015, at the Gaylord National Resort and Convention Center in National Harbor, Maryland near Washington, DC. The SelectUSA 2015 Investment Summit will connect businesses and investors from around the world with U.S. economic development organizations at the state, regional, and local levels. Participants will benefit from unique networking opportunities; one-on-one meetings; moderated panels; and discussions on the latest information on business investment. [Click here](#) for more information and to receive updates on the agenda.

#### **- Protecting Yourself Against Non-Payment While Selling on Open Account**

What can a new or small exporter do to protect themselves if they must sell on open account credit terms? Provident Traders has compiled a helpful credit-decision guideline for US exporters who do not qualify for Ex-Im Credit Insurance. [Click here](#) for the guide.

#### **- World Trade Week Celebrated in May, NEI/NEXT Initiative Announced**

President Obama declared the week of May 19 - 23, 2014 as World Trade Week. The week was celebrated country-wide as the US Department of Commerce sought to get even more businesses participating in the global marketplace. Secretary Pritzker's announced the US government used this week to renew its commitment to empowering US companies through an initiative called NEI/NEXT. This initiative brings together resources throughout the government to give more businesses the knowledge and tools needed to compete in more markets around the world. [Click here](#) for more details on the NEI/NEXT initiative.

#### **- Secretary Pritzker First-Ever Commerce Secretary to Visit Burma**

As the first-ever U.S. Commerce Secretary to visit Burma, Secretary Penny Pritzker

encouraged Burmese leaders to continue making positive political and economic reforms to bolster U.S. private sector interest in the region. Secretary Pritzker met Burmese President Thein Sein and discussed the ways our two countries can continue working together to improve the U.S.-Burma commercial relationship. The U.S. Commercial Service plans to open an office in Burma.

## EVENTS

### - International Trade Finance Seminar for U.S. Exporters

Date: Thursday, July 24 (Reception July 23rd)

Location: Cincinnati, Ohio

\*\*Also available as a live webinar

Time: 8:30 am - 2:30 pm

Cost: Varies from \$30 - \$65

From Aerospace to Transportation products and beyond...

International trade business development specialists, finance officers, economic development specialists, international trade consultants, freight forwarders, and owners of manufacturing facilities will benefit from this seminar. [Click here](#) to see the full list of speakers, for more information, and to register.



### - Discover Global Markets: Business Forum Series 2014

Compete, Win, and Grow Your Business through Exporting.

The U.S. Commercial Service is proud to announce this unprecedented national series of conferences to help U.S. business compete, win, and grow in the international marketplace.

Looking to penetrate new overseas markets and boost your bottom line through exports? Then reserve your place now at a [DISCOVER GLOBAL MARKETS](#) event in 2014.

Detroit, MI - Free Trade Agreement Companies - Sept. 9 - 10

New York, NY - Greater China - Oct. 7 - 8

Charlotte, NC - The Americas - Oct. 29-31

Atlanta, GA - Sub-Saharan Africa - Nov. 5 - 6

Minneapolis, MN - Healthcare and Life Sciences - Nov. 17 - 18

Registration Fee: Varies



## WEBINARS

### Aerospace Business Development Opportunities in France

Date: June 25, 2014

Time: 10:30AM Central

Location: At your desk!

Cost: Free of Charge (thanks to BCI Aerospace) but registration is required.

Registration:

<https://emenuapps.ita.doc.gov/ePublic/event/editWebReg.do?SmartCode=4Q7S>

The U.S. Commercial Service in France & the Global Aerospace Team will host a FREE webinar for U.S. aerospace suppliers on Aerospace Business Development Opportunities in France. This webinar will introduce participants to recent trends in France's large aerospace

market and uncover business opportunities for U.S. firms. The webinar will also offer business development strategies to access this \$43 billion market. In addition, BCI Aerospace will introduce the audience to Aeromart Toulouse, an international business to business forum in Toulouse on December 2-4, 2014. Aeromart Toulouse is supported by the Airbus Group.

**- Ex-Im Bank Webinar Series: Competitive Financing for Your Foreign Buyers**

Date: July 8, 2014

Time: 3:00 pm CST

Cost: \$15

Export-Import Bank in cooperation with the Department of Commerce are presenting a webinar series on financing. In this webinar, you will learn about financing to credit worthy international buyers in both public and private sectors. In this webinar learn about medium-term insurance and loan guarantees for the sale of capital items, the different industries the medium-term insurance covers, and the long-term loan guarantees for transactions over \$10 million. [Click here](#) to register and for more information.

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