



U.S. Commercial Service

World Trade News and Events - July 2014

Newsletter of the US Commercial Service in Fargo, North Dakota

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LOCAL NEWS



Chris Harris, CH Trade Founder and

- Local Export Success: CH Trade - Presidential E-Award Winner

CH Trade LLC is a Fargo based firm providing export management assistance to U.S. manufacturers. On May 28, 2014 in Washington, DC, CH Trade received the Presidential "E" Award - the highest recognition any U.S. entity may receive for exporting. [Click here](#) to read about CH Trade's road to success.

President, receiving the Presidential E-Award from Secretary of Commerce Penny Pritzker.

-Roll-A-Ramp Foresees Business Growth in Saudi Arabia

Sadad Nematallah, owner of Beyt Alme'raj, a Roll-A-Ramp distributor in Saudi Arabia, recently traveled to Roll-A-Ramp headquarters in Fargo to meet the staff and learn more about the product and its uses. The visit opened discussion about the many opportunities for Roll-A-Ramp's growth in Saudi Arabia. Beyt Alme'raj provides a variety of public and private accessibility solutions, which is an innovative concept in Saudi Arabia, where the disability and accessibility laws are not as prevalent as in the US.



Tom Kenville, President/CEO Roll-A-Ramp, Jennifer Miller, Global Programs/Marketing Roll-A-Ramp, Sadad Nematallah and Greg Moll, Intl. Sales Manger Roll-A-Ramp.

- Opening of Hong Kong to U.S. Beef Provides Opportunity to ND Producers

Hong Kong is opening its market to more U.S. beef, and North Dakota rancher could stand to benefit. Previously, only deboned beef and certain bone-in beef from cattle younger than 30 months of age could be shipped to Hong Kong. Under the new terms, however, Hong Kong will permit imports of all U.S. beef and beef products. [Click here](#) to read the full story from the Bismarck Tribune.

NATIONAL AND GLOBAL NEWS

- ITAR Compliance Checklist

Each year, Williams Mullen, a law firm from Richmond, VA., creates a checklist of key issues for companies to consider in assessing compliance under the International Traffic in Arms Regulations ("ITAR"). This is intended as a tool for evaluating the most common compliance risks for U.S. and foreign companies. [Click here](#) to access the checklist.



- Bass Pro Shops Fined \$25,000 for Unlicensed Exports of Rifle Scopes

Not properly identifying and licensing your exports, or skipping that step completely, can be a very expensive mistake. Recently the Bureau of Industry and Security entered into a [settlement agreement](#) under which Bass Pro will pay a \$25,000 civil penalty to settle charges that it exported optical sighting devices to Canada, China and Cyprus without the required licenses.

- 4 Ways Understanding Data Can Inform Your Export Strategy

Data is often easy to find. However, reading and making appropriate business choices based off that data is where things often get difficult. How can you and your business use the data you have to create an export strategy that offers more success? Ken Mouradian from the

U.S. Commercial Service in Orlando shares ideas [here](#).

-US Commercial Service Helps Johnny Rockets Expand Internationally

[Click here](#) to watch a brief video on how Johnny Rockets has used several different services offered by the US Commercial Service through its Irvine, CA office over the years to expand its business internationally.



- Secretary Pritzker Co-Hosts Inaugural SelectUSA Summer Forum

Secretary Penny Pritzker co-hosted the first ever SelectUSA Summer Forum with U.S. Representative Frank Wolf at the U.S. Capitol Visitor Center in June. Over 200 business leaders across a multitude of industries attended to discuss how bringing manufacturing and other services back to the United States makes practical and economic sense. [Click here](#) to read the full article about the future of SelectUSA and bringing business to America.

-Access U.S. Commercial Service Market Research Reports

U.S. businesses can access the U.S. Commercial Service Market Research Library containing more than 100,000 industry and country specific market reports, authored by our specialists working in overseas posts [here](#). See below for samples of recently completed reports:



- Kazakhstan: Franchising Industry (June 2014)
- Canada's IT Industry - \$155 Billion and Growing (June 2014)
- Outlook for Brazil's Oil and Gas Onshore Segment (May 2014)
- India - Oil and Gas Industry (May 2014)
- Japan: Building Products Industry - Building Products Import Statistics (April 2014)
- India: Business Opportunities in Mining (2014)
- Uruguay 2013 Country Commercial Guide Best Prospects: Agricultural Equipment (2013)

-Interested in Joining the US Commercial Service? Positions Open Now!

Cleveland ITS Position, Apply Until 7/15/2014
Long Island USEAC Director, Apply Until 7/18/2014
For more information, [click here](#).

EVENTS

- Promotion Opportunity at Offshore Northern Seas 2014; Stavanger, Norway, August 25-28

The U.S. Commercial Service Energy Team is organizing a Catalogue Exhibition at Offshore Northern Seas 2014, held in Stavanger, Norway August 25-28, 2014. U.S. Companies are invited to exhibit their brochures, CD's or company



literature in the U.S. Commercial Service booth in the U.S. Pavilion at the show. With over 1250 exhibiting companies and 60,000 visitors from 109 nations, ONS has established itself over the past 40 years as one of the world's major meeting places for companies working in the oil and energy industry. The show and the U.S. Pavilion are sold out, so this the only opportunity for your company to have a presence at the certified trade show. [Click here](#) for more information, or [click here](#) to register.

-Buy America! Uganda Catalog Show in Kampala, Uganda: September 25, 2014

Registration Deadline: August 1, 2014

Cost: \$100

Uganda's youthful population, open markets, and abundant natural resources highlight some of the numerous opportunities available to U.S. firms. The U.S. Embassy in Kampala, Uganda is planning to hold a 1 day catalog exhibition on September 25 to showcase US equipment/services/technology. The event will aim to attract companies in East Africa, and US companies are invited to send in their catalogs to be exhibited at the show. [Click here](#) for more information.

- Trade Mission to Kenya, South Africa, and Mozambique - February 23-27, 2015

Spots Limited! Register now!

Costs range depending on specifics of trip.

Target sectors: energy equipment and services, transportation infrastructure and equipment, agricultural equipment, and medical technologies.

Kenya, South Africa, and Mozambique are investing now in key sectors to boost their economies. This trade mission will put you front and center with the key decision makers looking for technologies and solutions like yours. For more information, [click here](#). To register, [click here](#).

- Education Mission to El Salvador, Honduras & Nicaragua: March 16-19, 2015

Registration Deadline: January 15, 2015

Travel Dates: March 16-19, 2015

Cost: Non-Profit Institution - \$2,208

For-Profit Institution - \$2,612

*Additional fee for Nicaragua (\$1,123 and \$1,350 respectively)

Make your school known as a coveted destination for overseas students! This mission will directly connect you with students and schools and help you establish valuable relationships in the Central American cities of San Salvador, Santa Ana, Tegucigalpa and Managua. Participants will receive: pre-travel briefings, on-site embassy/consulate briefings, one-on-one meetings, student fairs with visits to local high school, and airport transfers. For more information or to register, [click here](#).



WEBINARS

- Navigating Food Export Requirements

Date: July 17, 2014

Time: 2:00 pm Central Time

Cost: Free!

Locating resources on food export regulations can be a complex and intangible process. It is also among the most frequently asked questions from exporters, both new and experienced. This webinar is designed to make these issues and resources more tangible and manageable. The goal is to create awareness to help develop or refine an overall export strategy. For more information or to register, [click here](#).

- Recruit Students From Kazakhstan

Date: July 17, 2014

Time: 10:00 am Central Time

Cost: Free

Currently, Kazakhstan sends 37,000 self-paying undergraduate and graduate-level students overseas every year. Unfortunately, only about 5% of them chose to study in the United States and we hope to help increase this number significantly. Join this webinar to learn more about Kazakhstan Higher Education system, current market trends and typical student profile. Details provided regarding upcoming education fair organized by U.S. Mission in Kazakhstan for September 13/14, 2014 and April 4/5, 2015. [Click here](#) for more information or to register.



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