



U.S. Commercial Service

World Trade News and Events - October 2014

Newsletter of the US Commercial Service in Fargo, North Dakota

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LOCAL NEWS

- **Local Success Story: New Video on International Networking Features Local Companies**

The latest video in the Export Expert Video Series focuses on International Networking. This 6-minute video features six several local companies sharing their best practices. These videos have been circulating the world, and provide insight to potential and current CS clients about how to get the most out of the CS programs and how to make exporting as fruitful as possible. Access the [Networking video](#) or [the entire series](#) of 3 videos.



- **International Documentation Training - Early Bird Deadline October 13**

Mike Allocca, member of the National District Export Council and chair of the Education and Outreach Committee, is bringing a national-level documentation training to Fargo October 21st, from 8:30 - 4:30, Mike Allocca will help local businesses learn the ins and outs of international documentation. For more information on this unique opportunity, or to register, [click here](#).

- **Five International Ag Specialists Converge at Big Iron**

The annual Big Iron Farm Show was held in Fargo September 9-11. CS North Dakota helped NDTO recruit from around the world. This year, however, there was a unique opportunity for companies that attended Big Iron - five international CS Specialists traveled to the farm show and offered in-depth research with companies who had signed up to meet with them in advance. [Click here](#) for the full story.



Left to right: Nurlan Zhanarin (CS Kazakhstan), Doug Hartley (CS Australia), Heather Ranck (CS ND), Janet Coulthart (CS New Zealand) visiting the infamous wood chipper from "Fargo."

- **Have you Faced Canada Border Crossing Challenges?**

Have your company's business travelers noticed an increase in difficulties in crossing into Canada? The U.S. Commercial Service has received numerous reports of difficulties and is interested in becoming aware of any other businesses facing similar challenges. Please send a description of the challenge you faced to Heather.Ranck@trade.gov.



- Ambrose Thomas from Nigeria to Visit ND

The week of October 20 CS North Dakota will be hosting Commercial Specialist Ambrose Thomsas from the CS Nigeria. If your company is interested in doing business in Nigeria or West Africa, contact the North Dakota office at Heather.Ranck@trade.gov to schedule an introductory meeting with Specialists Ambrose and Heather Ranck from CS North Dakota to discuss your business' prospects.

- Record 2013 Exports for Bismarck, Grand Forks, and Fargo

The US Department of Commerce's International Trade Administration announced on September 2 new export data showing record merchandise exports from Bismarck (up 28%), Fargo (up 4%) and Grand Forks (up 6%). To read the full press release, [click here](#).

- 2015 USA Pavilions for Agricultural Machinery

Maximize your presence at overseas agricultural machinery shows through USA Pavilions supported by the U.S. Commercial Service Agribusiness Team. With these USA Pavilions, you can access full or mini sized booth exhibition spaces, market research specific to your company's needs, logistics support, in-country



matchmaking assistance, and many other support services. [Click here](#) for more details about support services offered and these world-wide agricultural machinery shows.

- ND Native's Corn Husking Idea Leads to Creation of Global Company

Barnes County, ND native Ron Anderson turned his idea for a better corn husking machine into A&K Development Co., a business that is a world leader in husking equipment production. [Click here](#) to read the full story from the Fargo Forum.



- Local ND Community Hosting International Agriculture Students

What started as a Bina family tradition back in 1992 has now become a Lankin, ND community custom. This year, five Lankin-area farms are hosting a total of a dozen young international farm workers, including 10 from South Africa, one from Brazil and one from Moldova. [Click here](#) to read the full story from the Fargo Forum about local farmers participating in MAST International, a University of Minnesota international exchange program that combines practical, hands-on learning experience in agriculture with classroom experience.

- Perham Employs Almost 60 Ukrainians This Summer

This summer, almost 60 Ukrainians traveled to Perham, MN to work at Barrel O' Fun. Minnesota boasts one of the lowest unemployment rates in the country, and with North Dakota's oilfields providing employment competition, employers are facing challenges when it comes to finding workers. [Click here](#) to read the full article from the Minneapolis Star-Tribune.



- BND Now Offers Ag Commodity Export Enhancement Program

Agriculture Commissioner Doug Goehring recently unveiled a new export enhancement program that helps North Dakota exporters of agricultural commodities increase sales while minimizing their risk. Goehring says the program will facilitate export sales to foreign buyers by authorizing "Bank of North Dakota (BND) to work with the Export-Import Bank (Ex-Im) to provide insurance coverage." [Click here](#) for the full story from the Farm & Ranch Guide.

- International School of Minnesota Opens Boarding School Wing

The International School of Minnesota (ISM) in Eden Prairie will celebrate the grand opening of a new residence hall for students from the US and around the world. The three-story, 20,000-square foot residence hall will provide housing for 32 students and includes a theater, recreation center, laundry, kitchen and fitness center. [Click here](#) for the full story.

- Young Local Entrepreneur Becomes President of Two Companies by Age 30

Kory Anderson has worked his way to the top of two companies - and he's only 30 years old! Inspired by a love of steam engines, Anderson studied engineering at NDSU and recently moved back to the Fargo area from South Dakota. President of Horsch and Anderson Industries, Anderson knows what it takes to be a true leader. [Click here](#) to read the full story from the Fargo Forum.



Kory Anderson, President of Horsch Industry and Anderson Industry.

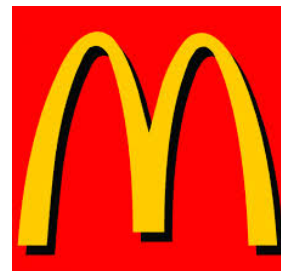
NATIONAL AND GLOBAL NEWS

- One-Year Russian Ban on List of Agricultural Products, Effective Immediately

On August 6, 2014, Russian President Vladimir Putin signed a decree banning a list of agricultural products from the United States, Canada, European Union, Australia, and Norway. The ban will be valid for one calendar year, and the list of agricultural products include beef, pork, poultry, fruits, vegetables, fish, seafood, cheese, milk and a variety of other products. [Click here](#) for more information.

- Moscow, Russia Closes Four McDonalds Restaurants

Russia has ordered the closure of four McDonalds fast-food restaurants in Moscow because of what the government says are possible "breaches of sanitary rules." One of the closed restaurants includes Russia's first-ever McDonalds, which is the busiest of its 35,000 restaurants. For the full story from Global Trade magazine, [click here](#).



- Secretary Pritzker Leading High-Level US Business Delegation to Poland & Turkey

Secretary Penny Pritzker will lead a high-level delegation of CEOs including ADM and Vermeer on an economic fact-finding mission this week to Poland and Turkey. Secretary Pritzker and the CEOs, all of whom are members of the President's Export Council (PEC) will use the trip to identify immediate and long-term opportunities to increase trade and investment between the US and Poland and the US and Turkey, two high-potential, fast-growing markets. For the full story, [click here](#).

- Harley-Davidson Finds Hard-Earned Success in Colombia

[Click here](#) to watch a video from the US Commercial Service about Harley-Davidson's success in Colombia. The video features a specific dealer who, like in many international trade situations, faced plenty of hardship creating success due to the prevalence of gangs smuggling in competing motorcycles from the US and selling them for much cheaper. However, through hard work he was able to forge a successful trade relationship for Harley-Davidson between the US and Colombia. In October of 2012, CS North Dakota helped organize a trade mission to Colombia.



EVENTS

- Discover Global Markets: Healthcare and Life Sciences

Date: November 17-18, 2014

Location: Radisson Blu Hotel, Minneapolis, MN

Cost: \$299

Join the U.S. Commercial Service, the Minnesota District Export Council & LifeScience Alley at the premier health-focused export event of the year! This event includes:

- Learn to identify and gain access to new health export markets and opportunities
- Learn foreign partner matching and vetting
- Learn how to obtain resources required to succeed in foreign markets
- Learn how to provide a support system to compete successfully overseas in often difficult-to-navigate foreign healthcare systems
- One-on-one country counselling
- Networking opportunities

[Click here](#) to register or learn more.



Food Exporters: The Best Ways to Exporting

Date: October 14, 2014

Time: 8:30 am - 4:30 pm

Location: Fargo, ND

Cost: \$50



Get Started in

From discussions on developing export readiness skills to export documentation and navigating free trade agreements, don't miss this opportunity to increase your knowledge to become a more competitive exporter. Guest speakers are Dennis Lynch, M.I.B.A., 33-year veteran of both public and private sector international trade, and Charles Elhard of the ND Department of Agriculture export certification program. For more information or to register, [click here](#).

- Value-Added Tax Seminar: Refunds, Registration & Understanding VAT Charged in Error

Date: October 16, 2014

Time: 8:30 - 11:30 am

Location: Minnesota Trade Office, St. Paul, MN

Cost: \$45 in advance

VAT taxes are a significant cost of doing business in the global marketplace, topics include:

- General VAT theory and history
- Current VAT refund procedure and opportunities
- VAT refunds under the European Union 2010 Directive
- VAT charge in error

Speaker Lorri Hurst from TTM International will explain the origins of the VAT systems and how they work, what type of VAT expenses are eligible for refunds, requirements for companies to the new EU 2010 VAT directive, and VAT that is charged in error. For more information or to register, [click here](#).



- Israel Conference, Amazing Companies Incredible Technology

Date: October 30 & 31, 2014

Location: Skirball Center, Los Angeles, CA

Cost: See website, discounts available

Top executive from businesses and Fortune 1000 firms to early-stage start-ups attend. Over 40% of attendees are founders and leaders of companies. Meet top executives from Google, Microsoft, Yahoo! along with some of the most creative early-stage start-ups as well as many of the top VCs worldwide. For more information or to register, [click here](#).



- Jeddah, Saudi-Arabia Catalog Show - Deadline to Apply October 16

Date: November 19, 2014

Location: Jeddah, Saudi-Arabia

Cost: \$100

The US Commercial Service in Saudi Arabia is pleased to invite US companies and suppliers to register for the upcoming "Jeddah- Saudi-Arabia Catalog Show 2014." This show focuses on the healthcare, water & waste water, construction, education, tourism, franchises, and energy sectors. For more information or to register, [click here](#).

-Trade Mission to Kenya, South Africa & Mozambique

Date: February 23-27, 2015

Cost: \$1,950, Kenya. \$3,450 - \$4,850, Johannesburg, SA and Maputo, Mozambique
Kenya, South Africa and Mozambique are investing now in key sectors to boost their

economies. This trade mission features:

- Meetings with potential partners, distributors, and end-users
- Receptions with the local business communities
- Briefings from local experts on doing business in Africa
- Media exposure

Target sectors:

- Energy equipment
- Transportation infrastructure and equipment
- Agricultural equipment
- Medical technologies

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

- Americana 2015 US Pavilion, Environmental Technologies & Services - March 17-19, 2015

Date: March 17-19, 2015

Location: Montreal, Quebec

Cost: \$1,400

Take advantage of the US Pavilion at Montreal, Quebec's Americana 2015 Trade Show. 10,000 participants coming from 50 countries gather at Americana for three days of networking. See the latest innovations and technologies in Environmental & Renewable Energy equipment and services. [Click here](#) for more information or to register.

- EducationUSA Fairs in Germany

Dates: April 16 & 18, 2015

Locations: Hamburg, Germany - April 16; Heidelberg, Germany - April 18

Cost: \$700 per city, \$1,300 for both - early bird rates apply until December 31

Amid increasing European competition, the U.S. remains a favorite among German undergraduate and graduate students interested in international study. Both Hamburg and Heidelberg are robust and rich education centers, offering diverse and well qualified student populations. Fair participants will receive pre-travel briefings, own booth at student fairs in each city, the opportunity to meet and recruit talented students, and a contact list of participating students. To register, [click here](#).



WEBINARS

- How Third Party Agents Create FCPA Risks & What To Do About It

Date: October 8

Time: 8:00 - 10:30 am

Location: NDTO Conference Room, Red River Valley Fairgrounds, Fargo ND

Cost: \$15 for NDTO members; \$25 non-members

During this seminar, Fredrikson & Byron international business attorney Dulce Foster will review the laws associated with foreign corrupt practices, describe recent enforcement actions arising from third party relationships, and discuss the challenges involved in addressing the risks they create. This session will include an interactive audience discussion and hypothetical situations that may pertain to your specific business. For more information or to register, [click here](#).

- USCS Webinar on Aerospace Business Development Opportunities in Europe

Date: October 30, 2014

Time: 10:00 am EDT

Location: Your Desk!

Cost: \$20

The US Commerce Department and the Ohio Aerospace Institute will host a webinar on aerospace opportunities in Europe. This webinar will introduce participants to recent trends in the EU's large aerospace markets and uncover business opportunities for US firms. Participants will learn of market trends from US Commercial Service aerospace experts in Germany, France and the United Kingdom, and Italy as well as about Aeromart Toulouse - an international business to business forum in Toulouse on December 2-4, 2014. [Click here](#) to for more information or to register.



-What Canada's Anti-Spam Legislation Means to Your Organization

Date: November 5, 2014

Time: 1:00 - 2:00 pm EST

Cost: Free

This webinar will teach participants about legislation and the details on how to comply, how to understand your company's responsibilities under the new law, and allow you to ask questions to subject matter experts. [Click here](#) to register.

- The Logistics of Doing Business in Canada Webinar

Date: December 3

Time: 1:00 - 2:00 pm EST

Cost: Free

Canada has recently seen some changes to the Temporary Foreign Workers Program. This webinar will assists US service companies, such as architects, engineers and technicians in identifying the new process for sending temporary workers to Canada to perform after-sales warranty repairs, business development and other tasks. For more information or to register, [click here](#).



Your U.S. Commercial Service / North Dakota Office



Heather Andrea Ranck
Office Director & International Trade Specialist
Ph: 701-239-5080
Email: Heather.Ranck@trade.gov



Amanda Breen
Export Assistant
Ph: 701-239-5033
Email: Amanda.Breen@trade.gov
