



# U.S. Commercial Service

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Newsletter of the US Commercial Service in Fargo, North Dakota

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### LOCAL NEWS

### **Brittany Edmondson Joins U.S. Commercial Service / North Dakota**

Brittany Edmondson will be joining the U.S. Commercial Service in January. Brittany is a graduate student pursuing her Masters Degree in Education at North Dakota State University. She earned her Bachelors Degree in Communication from the University of North Dakota in 2008, and was previously employed as a project coordinator in the Wealth Management Division at Bell State Bank & Trust. Brittany joins the U.S. Commercial Service as an intern in partnership with the North Dakota District Export Council with sponsorship from the North Dakota Trade Office Export Assistants program.



### **Amanda Breen Departs U.S. Commercial Service**

Amanda Breen has completed her internship with the U.S. Commercial Service and North Dakota District Export Council. She will be continuing her pursuit of a Masters Degree in Organizational Communication at North Dakota State University. Best of luck to Amanda, and a big thanks for her excellent service to the North Dakota District Export Council, the U.S. Commercial Service and all the exporters who benefited from her assistance.



### **Congressman Cramer to Serve on Energy & Commerce Committee**

On November 20, Congressman Kevin Cramer was chosen to serve on the Energy & Commerce Committee for the 114th Congress. The Energy and Commerce Committee has the broadest jurisdiction of any congressional authorizing committee, with responsibility for the nation's interstate and foreign commerce, telecommunications, consumer protection, food and drug safety, public health research, environmental quality and energy policy. It oversees multiple cabinet-level Departments including the U.S. Department of Commerce.



<http://cramer.house.gov/media-center/press-releases/congressman-cramer-to-serve-on-coveted-energy-commerce-committee>

### **Deputy Commerce Secretary Bruce Andrews Addresses Global Opportunities for U.S. Businesses in Minneapolis**

Deputy Commerce Secretary Bruce Andrews provided the keynote address on the Administration's trade agenda and global opportunities for U.S. businesses in the health care and life sciences sectors at the Discover Global Markets Healthcare and Life Sciences Conference in mid-November. He discussed his recent trip to China, stressing the fact that with the world's largest population, continued prospects for robust growth, and an aging middle class population demanding more health care, China is clearly a market worth a lot of attention from U.S. companies. Read the full story [here](#).

### **North Dakota Exploring Canadian UAS Market**

Grand Forks / EGF EDC UAS Sector Senior Manager Terry Sando and ND Department of Commerce Aviation Business Developer Brian Opp were at the Unmanned Systems Canada conference in early November. The event, Sando said, provided an opportunity to learn more about developments in UAS commercialization within Canada and identify opportunities to attract expansions from provinces to North Dakota. "As the UAS market continues growing in the U.S., we believe North Dakota provides great expansion possibilities for Canadian-based companies to develop a U.S. division. There are numerous synergies we can explore, " Sando said.

### **Integreon CEO Sees Potential in Fargo**

Forum newspaper story about visiting Integreon CEO Bob Gogel, who recently held a ribbon-cutting for Integreon's new 34,000 square foot facility in Fargo.

Forum article here: <http://www.inforum.com/business/integreon-ceo-sees-potential-fargo-3631787>

### **MN STEP Grant Offers Export Financing Program**

The STEP program provides financial and technical assistance to qualifying Minnesota small businesses with an active interest in exporting products or services to foreign markets. Participants may be first time exporters or companies that are currently exporting but are interested in expanding into new international markets. For more information on eligibility and how to apply [click here](#).

### **Appareo Signs Joint Venture to Develop Advanced Machine Control Systems**

Fargo-based Appareo Systems earlier this month announced it has agreed to enter a joint venture with AGCO Corp. to develop technology for advanced machine control systems. Get the full story on this new partnership [here](#).



### **Building with Transportation in Mind - Minot, ND.**

Businesses servicing the sustained growth in the Bakken oil fields are finding more and more just how important transportation decisions are in determining overall success. This renewed focus has led investors and partners to invest wisely in large-scale connections with roads, rail or both. It's with this direction in mind that the Minot (N.D.) Area Development Corp. is continuing to partner with North Dakota Port Services on the expansion of the Port of North Dakota. Read the full story from Prairie Business Magazine [here](#).

## **NATIONAL AND GLOBAL NEWS**

### **How Turbulence and Smart Distributor Relationships Helped Icelandic Skis Nab Top Exporting Honors**

It was somewhere over Greenland, somewhere between the screams and cries and quick hits of stashed booze that Annelise Loevlie found her China distributor. At the time, she had no idea that her airline seatmate, Weir Er Qiu - friends call him Wei - would one day be in business



together; she had no expectation of living that long...[Read the full story.](#)

### **Iron Fist Brewing Company Export Success Story**

Iron Fist Brewing, based in Vista, California, had never considered exporting until they met Carrie Brooks of the U.S. Commercial Service office in San Diego at a San Diego Brewers Guild meeting in 2013. At that meeting, Carrie made a presentation on the relative ease of exporting, and the support provided by the U.S. Department of Commerce to assist U.S. companies to do just that. After the meeting, Iron Fist began working with Carrie who introduced them to several international beer importers. As a direct result of these introductions, Iron Fist made several export sales -- including sending a full container of beer to Sweden. By June 2014, the company had also shipped to Australia, Canada, Finland, Hong Kong, Mexico, and Norway. Listen to their story here:

<https://www.youtube.com/watch?v=UqsCbhQwXh8>

### **Peru Reduces Import Duties**

On November 6, 2014 the Peruvian Government issued Supreme Decree No. 312-2014-EF lowering the duty rates for approximately 1817 statistical breakouts from 6 or 11% to 0% ad valorem, effective December 19, 2014. The changes were implemented in accordance with the World Trade Organization (WTO) framework and cover Peruvian tariffs ranging from Chapter 01 to Chapter 96. Under the amended rates, approximately 80% of all tariff numbers now have a 0% import duty, while the remaining 20% are dutiable at either 6 or 11%. The modifications are reflected in Annex 1 of Supreme Decree No. 312-2014-EF.

### **New Logistics Study Highlights Decline of Outsourcing**

The relocation of manufacturing and product sourcing to emerging economies is no longer the gold standard for global businesses, according to a new study released by the Global Supply Chain Institute at the University of Tennessee Knoxville (UT). Read the full story [here](#).

### **Twitter Feed Provides Up-to-the-Minute Aerospace and Defense News**

The U.S. Commercial Service has set up a Twitter account to funnel tweets from 20 posts across Europe. The information that will run through the feed will be limited to NATO and European Aerospace and Defense Business News. Stay up-to-date on procurement opportunities, anticipated procurement, new market research reports, webinars and events, changes in export controls, market trends and highlights and much more. Our Twitter handle is @E2E\_AeroDefense click [here](#) and follow us today. If you have information for us to tweet, send them to: [Export2Europe-AerospaceDefense@trade.gov](mailto:Export2Europe-AerospaceDefense@trade.gov)



## **EVENTS**

**Discover Global Markets  
Business Forum Series -  
February 9-11, 2015**

Date: February 9-11, 2015

Cost: Earlybird price of \$399  
until January 9, 2015

Registration: Click [here](#)

The U.S. Commercial Service, in cooperation with NASA, will host a dynamic, three-day business forum in Silicon Valley, focused on opportunities for U.S. companies to meet global demand for sustainable solutions. The conference will address the link between advanced research and innovation, global business and planetary sustainability. Countries and companies worldwide are implementing standards, developing new technology and implementing business practices to conserve energy, preserve clean air and water and use land more efficiently. U.S. companies can take advantage of these trends by offering world-class technologies, services and products. For more information on the event [click here](#).



**Complying with U.S. Export Controls and Export Control Reform - February 10-12**

Date: February 10-11, 2015 (Complying with U.S. Export Controls)

February 12, 2015 (Export Control Reform)

Cost: \$415 for Complying with U.S. Export Controls, \$210 for Export Control Reform,  
\$575 for both

Complying with U.S. Export Controls is a two-day program that provides an in-depth examination of the Export Administration Regulations (EAR). The Export Control Reform is a one-day course designed to provide exposure to the core elements of the Export Control Reform (ECR) initiative. Does your company's export staff need an update on the regulations? Are you seeking more information about the Export Control Reforms? Register for one or both of these courses [here](#).

**Education Mission to Central America - March 16-19, 2015**

Date: March 16-19, 2015

Cost: Varies (minimum: \$2,208)

Registration deadline: January 15, 2015

The United States Department of Commerce, International Trade Administration, is organizing an education mission to El Salvador and Honduras with an optional stop to Nicaragua. Department of Commerce is partnering with the Department of State's EducationUSA Advising Centers. This trade mission is designed to be led by a senior Department of Commerce official and the emphasis will be on U.S. higher education, focusing on, in order of importance, intensive English language programs, community colleges, summer, undergraduate and graduate programs. This mission will seek to connect U.S. higher education institutions to potential students and university/institution partners in Central America. The mission will include student fairs organized by EducationUSA, embassy briefings, site visits and networking events. San Salvador, Santa Ana, Tegucigalpa and Managua are four of the top cities for recruiting students from Central America to the United States. For more information or details on registration, please email Heather Ranck: [Heather.Ranck@trade.gov](mailto:Heather.Ranck@trade.gov)

### **Americana 2015, Montreal, QC - March 17-19, 2015**

Date: March 17-19

Cost: varies

Registration & other information: Visit [here](#) for details.

Americana 2015 International Environmental Technology Trade Show and Conference will provide an opportunity for U.S. business representatives from the environmental services and technology industry to meet and discuss their interests with Canadian corporations and municipalities. The pavillion will include a minimum of ten U.S. suppliers of environmental technologies and services representing a wide range of activities.

### **SelectUSA Summit Date: March 23-24, 2015**

The 2015

[SelectUSA Summit website](#) is now taking registrations. SelectUSA brings together investors from all over the world, as well as economic development organizations from every corner of the

United States, high-level government officials, and others working to facilitate investment in the United States. As one of 2,500 participants, you'll get access to unique networking opportunities, online matchmaking, insight from global CEOs and senior U.S. leaders, and discussions on the latest issues affecting investments. Registration is limited.

[Here](#) is a six-minute "Vine" video from Secretary Pritzker about the event.



### **Trade Winds - Africa**

Date: September 14-21, 2015

Cost: \$2,500 and up

Registration link: <http://export.gov/pennsylvania/tradewinds/>

Trade Winds - Africa is a conference and trade mission for U.S. companies to develop business opportunities in Africa, including Angola, Ethiopia, Ghana, Kenya, Mozambique, Nigeria, South Africa and Tanzania.



## **WEBINARS**

### **U.S. Business Opportunities for Rio in 2016**

Date: December 16th 2014 11:00am Eastern Time

Cost: Free

Registration: [Click here](#)

Brazil is experiencing major growth in the ACE industry. The country has captured global attention as its major cities undergo a construction boom related to the just completed 2014 Soccer World Cup and for the upcoming winter olympic games to be held in Rio de Janeiro. Learn about the opportunities within real estate, airports, ports, hospitality, oil and gas, hospitals and more.

### **The Ukraine Crisis: Trade & Compliance Ramifications of U.S. Sanctions Against Russia**

Date: December 17th 2014 2:00pm Eastern Time

Cost: Free

Registration: [Click here](#)

Since Russia's first incursion into Ukraine in February, the U.S. has imposed sanctions on a number of Russian financial, defense and energy-related entities. Because these sanctions are enforced by numerous government agencies, exporters need to be vigilant in their compliance with them. During this webinar, industry experts will discuss:

- The details behind these multi-faceted sanctions
- What they mean to U.S. companies from a trade and risk management perspective
- How automation can ensure compliance with these measures

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**Your U.S. Commercial Service/North Dakota Office**

[www.export.gov/northdakota](http://www.export.gov/northdakota)



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