



# U.S. Commercial Service

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Newsletter of the US Commercial Service in Fargo, North Dakota

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### LOCAL NEWS

#### Local Success: Spectrum Aeromed Exports Med-Evac Equipment Worldwide

Fargo-based Spectrum Aeromed manufactures air ambulance interiors that are installed on fixed wing or rotor aircraft, allowing these aircraft to be quickly converted into life-saving medevac units. [Click here](#) to

learn how Spectrum has expanded its international sales worldwide with the help of the U.S. Commercial Service.



## **Fargo News Crew Interviews President Obama, Talks Trade and Rural Exports**

In late February, Fargo-based WDAY TV reporter Kirsten Kealy was invited to travel to Washington, D.C. to interview President Obama, and the topics during the White House briefings included exporting and the Made In Rural America Initiative. The Made In Rural America Initiative is aimed at increasing trade and export opportunities for rural based companies. [Click here](#) to view the WDAY newscast and learn more about the Made In Rural America Initiative and its benefits for local companies. CS North Dakota Director Heather Ranck is the newly appointed Rural Team Leader for the U.S. Department of Commerce. Following Kealy's story about rural exports, there is a story by Kevin Wallevand on Congressman Colin Peterson's recent trip to Cuba. [Click here](#) to view the full interview with President Obama.



## **Detroit Lakes Tribune Story on Local Export Assistance**

The U.S. Commercial Service is available to help are companies enter into foreign markets. The Fargo office has had success helping companies and increasing exports in North Dakota and Minnesota. With a variety of services available to companies at a reasonable cost, the office receives praise from its clients. [Click here](#) to learn more about the Fargo U.S. Commercial Service Office and read the article in the Detroit Lakes Tribune.

## **2015 ExporTech Announced**

The U.S. Commercial Service has announced the 2015 Expotech program. Expotech is an export education program and has been extremely successful in North Dakota and Minnesota with over \$10 million in export sales through 74 unique transactions to 30 separate countries from 17 participating ExporTech companies. Participating companies will develop an actionable growth plan with the help of a wide range of reputable international business experts. The program consists of three day-long sessions on April 16, May 28, and June 25 and includes counselling by an experienced coach in the time between sessions working on a comprehensive growth plan. Learn more about the ExporTech program [here](#).

## **Senator Klobuchar in Cuba to Discuss Economic Opportunities**

In February, Senator Amy Klobuchar was a part of a Senate delegation that traveled to Cuba to discuss opportunities for modernizing relations between the U.S. and Cuba. Senator Klobuchar believes that modernizing relations could provide farmers and businesses in Minnesota and across the U.S. with new economic opportunities. She was also a part of a bipartisan group which has introduced legislation in the Senate to lift the Cuban embargo. [Click here](#) to read Senator Klobuchar's news release.



## NATIONAL AND GLOBAL NEWS

### Argentine Farmers to Stop Selling Grain

On Wednesday, March 12, farmers in Argentina began a 3-day strike banning all crop sales. They are protesting against what they perceive to be unfair taxing practices in Argentina. Farmers have promised further action if the government does not respond to their concerns. [Click here](#) to read the full story.

### 2015 Healthcare Technologies Resource Guide Now Available

The 2015 Healthcare Technologies Resource Guide is now available on the Healthcare Team website. The U.S. Commercial Service Healthcare Team also publishes a monthly newsletter containing events and activities across the healthcare industry. Check out the [Resource Guide](#) here and [subscribe](#) to the monthly newsletter.



## EVENTS

### Taiwan Agent Workshop and High School Visits

Date: April 7-13

Cost: \$1,200-\$2,500

EnvisionRecruit and the American Institute in Taiwan have organized a series of visits in international and bilingual schools across five cities in Taiwan. In addition to the High School Visits, there is also an opportunity to participate in the Agent Workshop. There you will present to more than 20 study abroad agents and have the chance to network. This is a great opportunity for higher education institutions to develop a relationship with Taiwanese schools, create a network of study abroad agents and recruit prospective students.

Follow these links to learn more about the [High School Visits](#) and the [Agent Workshop](#).

[Click here](#) to register.

### Export Management and Compliance Program

Dates: April 8-9

Registration deadline: April 1

Cost: \$235-\$450

The Bureau of Industry & Security is presenting a two-part conference program in St. Louis, Missouri. Learn the Essentials of Export Controls and How to Develop an Export Management & Compliance Program from experienced export policy specialists and engineers. With the significant fines and penalties associated with compliance violations and new policies toward Cuba and Russia, now is a great time to learn more and refresh your memory of U.S. export compliance regulations.

Learn more about the conference [here](#).

[Register here](#).



### 2015 Brazilian EducationUSA Roadshow

Dates: April 22-30

Cost: \$1,000

The 2015 Brazilian EducationUSA Roadshow provides U.S. based colleges and universities with the unique opportunity to recruit students in five of Brazil's most up-and-coming cities and participate in the 2015 FAUBAI, one of the biggest educational conferences in Latin America. The Roadshow begins in Belo Horizonte and continues through Recife, Fortaleza, Belém and Campinas. Participants will also have the opportunity to spend two days at the FAUBAI Conference in Cuiabá with representatives from 400 higher education institutions. [Click here](#) to learn more or [Register Here](#).

### **Expo Seguridad Mexico**

Dates: April 28-30

Registration deadline: March 13

Cost: \$375

The U.S. Commercial Service is organizing a Safety & Security Catalog Show at Expo Seguridad Mexico in Mexico City. Expo Seguridad Mexico is the premier industry event where Mexico's security community meets to increase sales, reinforce market presence, and find new prospects for projects and developments. With your registration, the U.S. Commercial service display and represent your product literature at our booth and proactively identify partners meeting your stated interests.

Follow the link to learn more about [Expo Seguridad Mexico](#).

[Register here](#).

### **Airport Suppliers Roadshow to Brazil, Rio and São Paulo**

Date: May 18-19

Registration deadline: April 3

Cost: \$1,500-\$2,000 and \$550 / additional representative

Explore opportunities to expand your business into the airport industry in Brazil and meet key decision makers in Rio de Janeiro and São Paulo. Participants will meet with Brazilian aviation experts, regional civil aviation authorities and individuals from the private sector. This is a unique opportunity to learn about the Brazilian aviation industry and make connections with key decision-makers.

Follow the link to [learn more](#).

[Register here](#).



### **Trade Mission to Mozambique, South Africa and Kenya**

Dates: June 18-26

Registration deadline: April 17

Cost: \$4,600-\$6,200 and \$750 for additional representatives

The U.S. Commercial Service is planning a trade mission to Mozambique, South Africa and Kenya where they are investing in goods and services to optimizing their abundant natural resources. Gain the opportunity to meet one-on-one with partners, distributors and end-users. Learn about local financial, legal and regulatory issues from local experts. Receive invaluable exposure in the markets.

Follow the link to [learn more](#).

[Register here](#).

### **U.S. Education mission to Europe**

Dates: September 21-25

Registration deadline: July 1

Cost: \$2,895-\$2,927 / institution and \$500 / each additional representative

The U.S. Commercial Service is leading an education focused trade mission to Europe this September. The mission will put participants in direct contact with potential students and partners in up to four European countries, with stops in Portugal, Spain, the United Kingdom and France. Events are being coordinated with EducationUSA, the Fulbright Commission, and the Council of International Schools.

[Click here](#) to learn more.

## WEBINARS

### Identifying the right REACH Only Representative

Date: Wednesday, March 18, 2015

Time: 11:00AM CST

Cost: \$75; Registration required

Join the U.S. Commercial Service for a webinar on the skills necessary to choose a REACH Only Representative and increase exports to the European Union. Dr. Rudolf Staab, board member of the Only Representative Association, will be providing information on the role of a REACH Only Representative and the benefits of having one.

[Register here](#) for the webinar.



### Mexico's Water Industry Opportunities

Date: March 18

Time: 1:00PM CST

Cost: \$30

The water industry in Mexico is expected to grow seven percent annually from 2015-2018. Join this webinar with the U.S. Commercial Service to learn more about the industry in Mexico, upcoming potable water and municipal projects and how your company can take advantage of these opportunities. Learn more about this opportunity [here](#). [Register here](#).

### International Trade Compliance Training Program

Dates: Early April - late May

Cost: \$20 / webinar or \$200 package price

The U.S. Commercial Service is presenting a 13 part webinar series on compliance issues in the international market. Learn about new opportunities to help grow your business, refresh your understanding of U.S. trade laws, and reinforce your company's compliance practices. [Click here](#) for more information and a list of covered topics.

### Export Controls at Trade Shows: What to Know for the Paris Air Show

Date: April 8

Time: 12:30PM CST

Cost: \$35; Registration required

Learn more about what to do to prepare for the Paris Airshow. This webinar will review previously existing and new U.S. export regulations and how they apply to marketing your product.

Learn more and register [here](#).

**EU Customs Regulations for Aerospace Companies**

Date: May 6

Time: 10:00AM CST

Cost: \$35; Registration required

Learn more about EU customs regulations as they apply to the aerospace companies.

Topics covered will include End Use, Dual Use Licensing, Ozone Depleting Substances and when duty relief applies. Learn more and register [here](#).

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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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