



U.S. Commercial Service

World Trade News and Events - April 2015

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LOCAL NEWS

For Summers Manufacturing, East Meets West at Agritechnica

Summers Manufacturing builds sprayers, tillage equipment and attachments. Located in Devils Lake and Maddock, ND, they have been exporting to Eastern Europe since the mid-2000s. In 2013, Summers Manufacturing made use of a mini booth in the USA Pavilion at Agritechnica in Hanover, Germany where they were able to finalize \$4 million in orders from multiple customers. [Click here](#) to learn more about Summers manufacturing and their success.



Danelle Hopkins Joins U.S. Commercial Service / North Dakota

Danelle Hopkins joined the U.S. Commercial Service in March. Danelle is an undergraduate senior at North Dakota State University pursuing a Bachelor's degree in Political Science and International Studies. Danelle 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.

Eurasian Agribusiness Delegation Visits North Dakota / NW Minnesota

The U.S. Commercial Service / North Dakota hosted a 17 member delegation of agribusiness professionals in late March. The delegation was part of the Special American Business Internship Training (SABIT) Agribusiness program. While in North Dakota, the delegates had the opportunity to meet with 16 local businesses, farmers, NDSU researchers and agricultural associations. [Read more](#) about the delegation, their time in North Dakota and the SABIT program.



NAFTA Training - Mike Allocca Returns to Fargo - June 3rd

Back by popular demand, Mike Allocca will be returning to Fargo on June 3rd with his Introduction to NAFTA training program. In October, Mike Allocca presented International Documentation training and, based on responses, he is returning with a program specialized to NAFTA documentation. Learn whether your product qualifies under NAFTA and how to properly research and document NAFTA certifications. [Learn more](#) about the presentation and [register now](#) to take advantage of the early bird registration special (\$195 before May 21st).

Congressman Peterson Comments on New Trade Agreements

The House Committee on Agriculture held a hearing on March 18, 2015 to discuss the importance of trade on U.S. Agriculture. Congressman Collin Peterson (MN) expressed concerns about Trade Promotion Authority and the Trans-Pacific Partnership and is concerned that the new trade agreements may negatively affect U.S. farmers. Read Congressman Peterson's newsletter discussing the issue



[here](#). View the full committee hearing [here](#), with Congressman Peterson's remarks at 3:50 and 31:30 minutes.

Senators Klobuchar and Hoeven Introduce the Innovate America Act

Senators Amy Klobuchar (MN) and John Hoeven (ND) have introduced a bipartisan bill to the Senate which they hope will fuel innovation and boost American competitiveness in the global market. The Innovate America Act would increase funding to successful STEM programs, help eliminate barriers for small- to medium-sized businesses, and promote American exports. Read more in the [press release](#) from Senator Klobuchar.



Senator Heitkamp Co-Sponsoring Bill to Reauthorize Export-Import Bank

Senator Heidi Heitkamp (ND) is co-sponsoring a bipartisan bill to reauthorize and reform the Export-Import Bank. The Export-Import Bank is an export credit agency that provides loans and credit to business unable to use private lenders. Senator Heitkamp hopes that by reauthorizing and reforming the bank it will be able to help more businesses across the U.S. in a more efficient way. Read Senator Heitkamp's [press release](#) and learn more about the [bill](#).



Congressman Cramer On Non-renewal of Minimum Grain Rail Shipments

Congressman Kevin Cramer applauded the Canadian government for allowing minimum weekly grain volume requirements to expire in late March. Congressman Cramer had previously met with Canadian officials and expressed his hope that the requirements would be allowed to expire. The requirements, originally set after a record harvest in 2013, required Canadian railways to ship a minimum volume of Canadian grain each week. Read Congressman Cramer's [press release](#) and learn more about the [Canadian grain shipment requirements](#) allowed to expire.



NATIONAL AND GLOBAL NEWS

Positions Available with the International Trade Administration

The International Trade Administration has a number of positions available now and in the coming months for International Trade Specialists, with locations around the country. The ITA strengthens U.S. competitiveness, promotes trade and investment, and ensures fair trade. The International Trade Specialist position is an opportunity to do many different things within the ITA. Learn more about open positions and enter the application pool for International Trade Specialists [here](#). Also available are several positions for Public Affairs Specialists. Applicants for this position should have prior experience with public relations and will be responsible for implementing an established communications strategy for the unique needs of U.S. Commercial Service Export Assistance Centers. Learn more about the

available positions for Public Affairs Specialists and enter the application pool [here](#).

Healthcare Technologies Resource Guide Available

The [Healthcare Technologies Resource Guide](#) is now available in a web-friendly format. The Healthcare Technologies Resource Guide provides individual country analysis for over 60 separate countries with information on market entry, current market trends and demand, main competitors, barriers and trade events. The guide also contains the [Subsector Reference Chart](#) which lays out the probability of success for U.S. exporters in nearly 60 countries over subsectors such as veterinary medicine, used equipment, lab equipment, health IT, dietary supplements and medical devices.

SelectUSA Investment Summit Highlights Foreign Direct Investment

Billed as what would be the highest profile event ever to highlight foreign direct investment into the United States, the 2015 SelectUSA Investment Summit attracted large numbers of people and businesses, Representatives from all 50 states (including the North Dakota Department of Commerce), 45 U.S. chiefs of mission, seven cabinet secretaries and the President. During the Summit, several new initiatives to promote foreign direct investment were announced, including the announcement that the U.S. will be the featured partner at Hannover Messe in Germany. Hannover Messe is the largest industrial trade fair in the world. Several speakers stressed the importance of FDI to economic growth and to exports. Read more about the SelectUSA Investment Summit [here](#).



Two Florida Companies Find Success After Trade Mission to Chile

When Hydro-Dyne Engineering and First Choice Marine Supply joined a trade mission to Chile with support from the U.S. Commercial Service in Chile, they were not sure what to expect. Both Florida based companies were pleasantly surprised. They enjoyed trade mission and since returning have maintained valuable contacts, expanded exports and been able to hire. [Click here](#) to learn more about their experience and how it has benefited them.

Shipping Companies Leave Portland, Costs Rise for Dry Bean Exports

Two container shipping companies have stopped operations out of the Port of Portland. Making up nearly 99 percent of container shipping out of Portland, the companies' departure presents issues for farmers whose crops shipped from there. The need to ship crops to other ports farther away is expected to drive up costs. Read the story [here](#).



EVENTS

World Bank Energy Mission

Dates: May 4-7

Cost: \$800

Registration deadline: April 24

Join companies from Canada, the United States, Austria, France, Spain and the Netherlands on a trade mission to Washington D.C World Bank headquarters. Intended for suppliers and consultants interested in learning about opportunities in the energy sector, the theme is Integrating Sustainable Energy in Global Development and is a unique opportunity to network with partners around the world. Participants will learn about opportunities in the energy sector during meetings with the Millennium Challenge Corporations, USAID, Inter-American Development Bank and the World Bank.

Learn more about the trade mission [here](#).

[Register here](#).

2014 Global Business Awards Ceremony

Date: May 7

Time: 5:00PM CST

Location: Hilton Garden Inn, Fargo, ND

Cost: \$30 for NDTO members; \$45 for non-members

Registration deadline: May 4

Join the North Dakota Trade Office to celebrate the 2014 Global Business Award winners. Governor Jack Dalrymple will present the North Dakota Service to Exporters Award and the Exporter of the Year Award to North Dakota businesses that have made significant advances in the international marketplace. Keynote speaker will be innovation expert and founder of Awear Technologies, Dr. Rod Greder.

Learn more about the [2014 Global Business Awards Ceremony](#).

[Register here](#).

Business Opportunities in Norway

Date: May 8

Time: 8:00AM CST

Location: Hilton Garden Inn, Fargo, ND

Cost: \$15 for NDTO members; \$30 for non-members
(Breakfast included)

Registration deadline: May 4

Head of Commercial Section at the U.S. Embassy in Oslo, Vidar Keyn will discuss the emerging

opportunities for North Dakota industries in the Norwegian market at a breakfast meeting. The discussion will include a variety of industries including: value-added foods, unmanned aerial vehicles, defense, medical services, energy and education. This trade talk is the first step in the development of a trade mission to Norway led by the North Dakota Trade Office in October. Following the breakfast meeting there are a limited number of one-on-one appointments available to discuss individual opportunities in Norway with Vidar Keyn at no cost.

Learn more about the [Business Opportunities in Norway](#).

[Register here](#).

To schedule a one-on-one meeting with Vidar Keyn, contact [Heather Ranck](#) at the U.S. Commercial Service in Fargo.



Aboriginal Business Match 2015

Dates:

May 11-13, British Columbia

June 1-3, Saskatchewan

November 2-4, Ontario

Cost: \$997.50 - \$3,097.50 (based on business size, prices in Canadian dollars)

Aboriginal Business Match is an opportunity for companies, especially Native American owned companies, to market to Aboriginal communities in Canada with a series of three matchmaking events in 3 different locations. May's event will be held in Penticton, British Columbia, June's event will take place in Saskatoon, Saskatchewan and the November event will be held in Mississauga, Ontario. In 2014, 75 percent of participants reported potential new business deals. [Click here](#) to learn more or contact [Vlad Oujegov](#) and [Cindy Biggs](#).

Discover Global Markets:

The Americas

Dates: May 12-14

Cost: \$395

Discover Global Markets: The Americas provides companies with the chance to learn about

the opportunities in markets in North and South America, how to enter those markets and the challenges they may face. The Americas serve as some of the biggest markets for U.S. exports and have multiple free trade agreements, making them a very important and accessible market. In addition to the conference sessions, companies may schedule one-on-one consultations with U.S. Commercial Service diplomats representing 22 countries to learn more about their markets and develop strategies.

[Learn more](#) about Discover Global Markets: The Americas and [register here](#).



National Aerospace FDI Exposition

Dates: October 26-28

Cost: \$550+ attendees; \$5,000+ exhibitors

Attend the first of its kind National Aerospace FDI Exposition in Los Angeles. The exposition will focus on Foreign Direct Investment and connect U.S. aerospace companies with foreign investors. Learn about FAA regulations regarding exports, contracting with the Department of Defense, and gain a valuable opportunity to network within your industry.

Learn more [here](#) or view the [flier](#).

Register [here](#).

WEBINARS

Opportunities in North America's UAV Market

Date: April 16

Time: 1:00PM CST

Cost: FREE; Registration required

Join the U.S. Commercial Service Aerospace UAV Team and learn about opportunities in Unmanned Aerial Vehicles in North America. Gain an overview of UAV regulations in the U.S. and Canada, hear from test centers in each country and learn more about the upcoming AUVSI (Association for Unmanned Aerial Vehicle Systems International) conference,

[Unmanned Systems 2015.](#)

Learn more about the webinar and register [here](#).

Opportunities in the European Rotorcraft Industry

Date: April 22

Time: 11:00AM CST

Cost: FREE; Registration required

Join the U.S. Commercial Service for a FREE webinar on 22 April. Gain an overview of the rotorcraft industry in Europe, learn about opportunities in the UK market, and receive information about the upcoming [2015 Helitech International](#) event. Learn more and register [here](#).



German Aerospace Market and AIRTEC 2015

Date: April 28

Time: 9:00AM CST

Cost: FREE; Registration required

Join the U.S. Commercial Service for a webinar on Germany's aerospace market and the upcoming AIRTEC program. The German aerospace market has seen strong growth in recent years. That, along with its technological know-how and strong innovative capacity, make it an important industry in Germany. Learn about the current market and opportunities available during AIRTEC 2015. [Learn more](#) about the webinar 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 industry. Most customs regulations focus on providing import duty relief and this webinar will explore where the information used to determine import duty relief is found and how it is used. Topics covered will include End Use, Dual Use Licensing, Ozone Depleting Substances and when duty relief applies. Learn more and register [here](#).

Your U.S. Commercial Service/North Dakota Office

www.export.gov/northdakota



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



Danelle Hopkins
Export Assistant
Ph: 701-239-5033
Email: Danelle.Hopkins@trade.gov
