



U.S. Commercial Service

World Trade News and Events - May 2015

Newsletter of the US Commercial Service in Fargo, North Dakota

LOCAL NEWS AND EVENTS

- [Local Success: BacTee India Project - A Taxation Question and a Swift Response](#)
- [Norway's U.S. Commercial Service Head Visits North Dakota](#)
- [USA Pavilion Hosts Local Companies at NAMPO in South Africa](#)
- [Poor Phone Service in Rural Areas Gains National Attention](#)
- [2014 Global Business Award Winners Announced](#)
- [Klobuchar and Local Farmer Advocate Lifting the Cuban Embargo in Washington](#)
- [Heitkamp and Hoeven Introduce Legislation to Allow Crude Oil Exports](#)
- [NAFTA Training - Mike Allocca Returns to Fargo - June 3](#)
- [Foreign Exchange Seminar Sponsored by U.S. Bank - June 16](#)
- [ExporTech - October 27, December 8 and January 19 \(New Dates\)](#)

NATIONAL / INTERNATIONAL NEWS

- [International Trade Specialist Position Available in Chicago](#)
- [NEW: A Basic Guide to Exporting Now Available](#)
- [New U.S. Postal Service Delivery Fleet Could Include Drones](#)
- [Healthcare & Life Sciences Monthly Newsletter](#)
- [U.S. and Canada Sign Historic Preclearance Agreement](#)
- [Trade Promotion Authority Stalled by Senate Filibuster](#)

NATIONAL / INTERNATIONAL EVENTS

- [Trade Mission to Southern Africa - June 1-5](#)
- [Export Controls: Awareness and Application - July 29-30](#)
- [India Virtual Education Fair - August 20](#)
- [2015 Trade Winds - Africa \(Agriculture Specific Opportunities\) - September 14-21](#)

WEBINARS

- [Temporarily Moving Equipment & Tools Across the Canadian Border - June 2](#)
- [Sending Temporary Workers to Canada from the United States - June 9](#)

LOCAL NEWS AND EVENTS

BacTee Systems, Inc. Benefits from Swift Response to

Tax Question

In September of 2014, BacTee Systems, Inc. needed a quick response to a tax issue related to some of their projects in India. They reached out to the U.S. Commercial Service in ND, and only 36 hours later had a response in hand. [Read more](#) about BacTee Systems, Inc., their experience and the U.S. Commercial Service involvement.



Norway's U.S. Commercial Service Head Visits North Dakota

Vidar Keyn, Head of Commercial Section at the U.S. Embassy in Norway, visited the Fargo-Moorhead area May 7-8. Mr. Keyn works in the U.S. Embassy in Norway as a member of the U.S. Commercial Service's network of trade specialists located around the world working on behalf of U.S. companies selling in foreign markets. Mr. Keyn spoke about available business opportunities in Norway at the North Dakota Trade Office's Trade Talk on May 8. He was also able to speak individually with six local companies about their opportunities in the Nordic Region.



Mr. Keyn could not come to the region without visiting the Hjemkomst Center, where Norwegian heritage is celebrated

USA Pavilion Hosts Local Companies at NAMPO in South Africa (May 12-15, 2015)

The U.S. Commercial Service hosted ten companies within its USA Pavilion and Show Intel program at the Nampo agricultural machinery show in South Africa May 12-15, 2015. Titan Machinery was one of the local companies who participated and they made the trip to South Africa for the fourth year in a row to participate in the USA Pavilion. [Read more](#) about Titan Machinery's experience in South Africa at NAMPO.

Poor Phone Service in Rural Areas Gains National Attention

Issues with long distance phone services in rural Minnesota and across the country have gained national attention. Due to the high-cost of connecting long-distance calls in rural areas, it appears that middle-man service carriers are, at times, choosing to not connect those calls. The issues had lead to problems for many people in rural areas. From not receiving school alerts, to losing clients, to not being able to connect with emergency services, the issue has grown to attract national attention. Senator Klobuchar has been heavily involved in trying to address this issue. Learn more about the issue and what is being done to address it [here](#).

Global Business Award Winners Announced

Superior Manufacturing was named North Dakota's 2014 Exporter of the Year on May 7th in recognition of their international expansion over the past year and their support of exporters in the state. Superior Mfg. has received [extensive assistance from the U.S. Commercial Service](#) in its international expansion as well. Four Anchors Worldwide, based in New York, received the 2014 Service to Exporters Awards for the



active aid they have provided to North Dakota exporters. The newest North Dakota Trade Office Global Ambassador recognition was given to Hoffman Angus Farms for their willingness to help North Dakota businesses conducting international business. [Click here](#) to learn more about the awards presented and the companies receiving them.

Klobuchar and Local Farmer Advocate Lifting the Cuban Embargo in Washington

Ralph Kaehler, a local Minnesotan farmer, joined Senator Amy Klobuchar in Washington, D.C. at a Senate hearing to promote the lifting of the Cuban trade embargo. Senator Klobuchar has previously introduced bipartisan legislation to the Senate to lift the embargo and she used the hearing to promote the legislating and discuss the possible benefits



from modernized relations with Cuba for farmers and ranchers. Kaehler stated his support for Senator Klobuchar's legislation and explained how he believed normalized relations would provide opportunities for farmers like himself. Learn more about Senator Klobuchar's proposed legislation and Kaehler's visit to Washington, D.C. in Senator Klobuchar's [press release](#).

Heitkamp and Hoeven Introduce Legislation to Allow Crude Oil Exports

Senators Heidi Heitkamp and John Hoeven joined Senate Energy Committee Chairman Lisa Murkowski (R-Alaska) and several other senators to introduce the Energy Supply and Distribution Act of 2015. The legislation would lift the long-time ban on American exports of crude oil. Senators Heitkamp and Hoeven believe that lift the ban would have significant benefits for North Dakota, as well as the nation, in terms of jobs and economic growth. [Read more](#) about the legislation and check out the news releases from [Heitkamp's](#) and [Hoeven's](#) offices.



NAFTA Training - Mike Allocca Returns to Fargo

Date: June 3

Location: Fargo, ND

Cost: \$245 (\$195 Early Bird Rate)

Registration deadline: Early Bird Registration ends May 21

Back by popular demand, Mike Allocca will be returning to Fargo on June 3rd with his Introduction to NAFTA training program. In October, 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 upcoming presentation.

[Register now](#) to take advantage of the Early Bird Rate expiring May 21.

Foreign Exchange Seminar Sponsored by U.S. Bank

Date: June 16

Location: Moorhead, MN

Cost: FREE

Registration deadline: June 11

In today's volatile global business environment, a Foreign Exchange plan is crucial to save you time and money. Join U.S. Bank for a seminar discussing the Foreign Exchange market, swaps, spot and forward contracts and Non-Deliverable Forward (NDF) contracts. Contact Anne Wang at (701) 280-3634 or anne.wang@usbank.com for more information and to register.

ExporTech

Dates: October 27, December 8 and January 19

Location: TBD

Cost: \$1850

Registration deadline: Participation limited to 8 companies, apply early

ExporTech is an export education program and has been extremely successful in North Dakota and Minnesota with over \$10 million resulting in export sales through 74 unique transactions to 30 separate countries from 17 participation 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 and includes counselling by an experienced coach in the time between sessions working on a comprehensive growth plan.

[Learn more](#) about ExporTech.

Contact [Heather Ranck](#) to apply.



NATIONAL / INTERNATIONAL NEWS

International Trade Specialist Position Available

The U.S. Commercial Service is seeking to fill a Supervisory International Trade Specialist position in Chicago. The position would include serving as Director of the Chicago U.S. Export Assistance Centers in Chicago, responsibility for leading a team of professionals, managing ITA program and functions in the territory, and working closely with local players in the trade community. Learn more about the position and apply [here](#).



A Basic Guide to Exporting Now Available

Exporting has become much easier for companies of all sizes across the U.S., but it still presents challenges that those companies have not previously faced. *A Basic Guide to Exporting* addresses those challenges, presents the information that companies need to take the next step and provides the reader with real world success stories. This newest edition includes several new success stories and a new chapter on Free Trade Agreement rules of origin calculations. Download [A Basic Guide to Exporting](#) now.

New U.S. Postal Service Delivery Fleet Could Include Drones

The U.S. Postal Service is accepting bids for a new delivery fleet and a company advocating the use of drones has made the short list. Workhorse Group Inc. Has proposed the use of an all-electric truck that would also serve as a launching station for drone that would deliver packages as carriers walk their normal routes. The company believes that their system would be the best choice for the U.S. Postal

Services needs both now and in the future. There are several steps to the selection process and Workhorse Group Inc. is competing against companies with more conventional delivery equipment. In any case, it would be several years before drones are leaving packages at your doorstep. Learn more about the selection process, Workhorse Group Inc., their products and the potential issues they face [here](#).



Healthcare & Life Sciences Monthly Newsletter

The U.S. Commercial Service Healthcare and Life Sciences Team publishes a monthly newsletter with helpful updates and information relating to their field. Take a look at the [May newsletter](#) and subscribe to receive monthly newsletters yourself by emailing cshealthcareteam@trade.gov.



U.S. and Canada Sign Historic Preclearance Agreement

The U.S. and Canada have signed an historic cross-border agreement meant to streamline the process of border crossing. For decades air travel has utilized preclearance and now that process will apply to land and rail travel. Preclearance reduces waiting times and congestion at designated points of entry, facilitating trade and tourism. [Read more](#) about the agreement.

Trade Promotion Authority Stalled by Senate Filibuster

The Trade Promotion Authority (TPA) has been stalled in the U.S. Senate as a filibuster begins. The TPA would allow the Administration to negotiate trade agreements before bringing them to Congress for an up or down vote, but no amendments. Senators hope to see other legislation protecting workers considered concurrently with the TPA. [Read more](#) about the TPA and the filibuster stalling it.

NATIONAL / INTERNATIONAL EVENTS

Trade Mission to Southern Africa

Date: June 1-5

Location: Zambia & Zimbabwe

Cost: \$7,000 (non-CCA members)

Join the Corporate Council on Africa for a trade mission to the countries of Zambia and Zimbabwe in southern Africa. Both countries have a range of opportunity available including within the agriculture industry which is currently underdeveloped, but the government is making a concentrated effort to promote growth, creating an opportunity for

foreign investors. The trade mission will include a visit to the brand-new [AGCO Future Farm & Training Center](#), created to "develop a sustainable food production system and increase farm output by using Africa's agricultural resources more effectively."

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

Register [here](#).

Export Controls: Awareness and Application

Date: July 29-30

Location: Seattle, WA

Cost: \$315 (\$260 early bird rate)

Registration deadline: Early Bird Registration ends May 29

Get the latest on export control reform. Discuss recent legal updates and best practices in export compliance. Discover through real case examples, why these export controls are so important and attempts to violate them.

[Learn more](#) about the conference.

Early bird registration ends May 29, [register now](#).

India Virtual Education Fair

Date: August 20

Time: 9:00AM CST

Location: At your desk

Cost: \$600

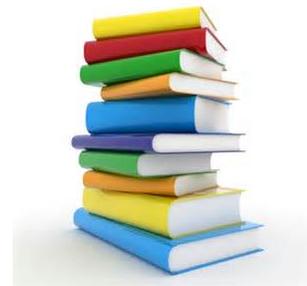
Registration deadline: August 13

Join the U.S. Commercial Service for an opportunity to introduce your college or university to student recruiters, school counselors and colleges in Mumbai, Hyderabad, Kolkata, Bangalore,

Ahmedabad and New Dehli in India. The United States is the top destination for Indian students and many are seeking to study in the fields of healthcare, design, engineering, business and management. This virtual education fair is an opportunity to introduce yourself to important in-country contacts at a fraction of the cost of traveling to India in person.

[Click here](#) to learn more.

Email [LeeAnne Haworth](#) to register, or call (412) 644-2816 with any questions.



2015 Trade Winds - Africa

Date: September 14-21

Location: Johannesburg, South Africa

Cost: \$2,500 (conference and one trade mission stop, additional for more representative and stops)

Registration deadline: June 15

Join the U.S. Commercial Service on what will be the largest U.S. Government-led trade mission to Africa in U.S. history. the Trade Winds Africa program consists of a Business Development Conference in Johannesburg, South Africa and a trade mission with up to eight potential stops. At the Business



Development Conference portion companies will learn about opportunities and challenges in the dynamic African region, network with leading industry and government officials, and meet one-on-one with Senior Commercial Officers for guidance on trade leads and market entry strategies. Through the Trade Mission portion, companies will have the opportunity to meet with pre-screened, potential local partners in Angola, Ethiopia, Ghana, Kenya, Mozambique, Nigeria, South Africa and Tanzania. Learn more about [Trade Winds - Africa](#) and the prospects for the [Agribusiness Sector](#). [Register here](#).

WEBINARS

Temporarily Moving Capital Equipment & Tools Across the Border

Date: June 2

Time: 12:00PM CST

Cost: FREE

Temporary workers entering Canada for work or to attend trade shows often need to bring equipment and tools across the border with them. Join the U.S. Commercial Service and the Canadian Border Services Agency to find the learn how regulations for temporary goods affect your company.

[Learn more](#) about the upcoming webinar.

Register [here](#).

Sending Temporary Workers to Canada from the United States

Date: June 9

Time: 12:00PM CST

Cost: FREE

Laws regarding temporary foreign workers in Canada have recently changed and have consequences for U.S. service companies. Join the U.S. Commercial Service and Citizenship and Immigration Canada to learn about these recent changes and what is now needed to send temporary workers to Canada.

[Learn more](#) about the upcoming webinar.

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
