



# U.S. Commercial Service

## World Trade News and Events - June 2015

Newsletter of the US Commercial Service in Fargo, North Dakota

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### LOCAL NEWS AND EVENTS

#### WCCO Belting - Conveying Success All Over the Globe

Based in Wahpeton, WCCO Belting, Inc. custom manufactures belts for agricultural and industrial machinery. WCCO Belting has sold throughout the world and has successfully leveraged a wide range of tools to help accomplish their international sales growth. [Read more](#) about WCCO Belting and their global successes.



#### Heather Ranck to Begin Maternity Leave

Heather Ranck will begin maternity leave in early July (baby girl expected July 6) to return full-time in early October. Heather is the Office Director and International Trade Specialist at U.S.

Commercial Service / North Dakota in Fargo. In her absence please contact her colleagues Cinnamon King in South Dakota at [Cinnamon.King@trade.gov](mailto:Cinnamon.King@trade.gov), Meredith Bond in Nebraska at [Meredith.Bond@trade.gov](mailto:Meredith.Bond@trade.gov) or Carey Hester in Montana at [Carey.Hester@trade.gov](mailto:Carey.Hester@trade.gov) with any questions or requests. For local questions please contact Danelle Hopkins in the U.S. Commercial Service / North Dakota office at [Danelle.Hopkins@trade.gov](mailto:Danelle.Hopkins@trade.gov).

### **Local Companies Learn NAFTA Compliance Details**

A total of 29 employees from 24 local companies attended the June 3rd NAFTA Documentation Training by Mike Allocca and sponsored by the U.S. Commercial Service and the North Dakota District Export Council. Attendees learned about NAFTA compliance, received answers to their questions and were able to network with and learn from other local companies who also export. Mike Allocca, of Allocca Enterprises, is a nationally known speaker and helps many companies with a wide range of export issues.



### **Less than Container Load Shipments Available through Valley Express**

Valley Express, Inc. a freight management company based in Fargo recently announced that they will begin to offer Less than Container Load (LCL) shipments for European and Asian shipping lanes. LCL shipments will allow companies to ship good internationally without the need to fill a container on their own or pay the costs of sending it to larger cities for the same service. Valley express is also a U.S. Customs Bonded Carrier/Trucking group, allowing importing customers to delay paying customs duties until their good arrive in North Dakota. Valley Express hopes that these new services will keep business in North Dakota and make international shipping easier. [Read more](#) about the new services provided by [Valley Express, Inc.](#)



### **Port of Duluth Begins Project to Increase Capacity and International Trade**

The Port of Duluth has officially begun construction on the Duluth Intermodal Facility, an infrastructure project that will have a capacity of one ton per square foot of dock. The Duluth Intermodal Facility will specialize in 'project' and heavy lift cargoes. These type of cargoes include wind turbine, oil extraction and mining equipment parts. The facility may be completed as early as the fall of 2016 and is expected to increase the volume of international cargo for the Port of Duluth. [Read more](#) about the Duluth Intermodal Facility and its potential.

### **Export-Import Bank May Lapse**

If it is not reauthorized, the [Export-Import Bank](#) (Ex-Im Bank) will expire at the end of June. In March of this year, Senator Heidi Heitkamp introduced bipartisan legislation which would reauthorize the Ex-Im Bank until September of 2019 and increase the bank's required lending to small businesses from 20 to 25 percent of its portfolio. Read Senator Heitkamp's [news release](#) and watch a [video](#) of Senator Heitkamp speaking to the Senate.

## **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 in export sales through 74 unique transactions to 30 separate countries from 17 participating ExporTech companies. Participating companies 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. Contact [Heather Ranck](#) to apply and for more information.



## **NATIONAL / INTERNATIONAL NEWS**

### **International Buyer Program Trade Shows Announced for 2016**

The International Trade Authority has announced the roster of 23 trade shows selected to be part of the 2016 International Buyer Program. The International Buyer Program brings thousands of international buyer to the U.S. for business-to-business matchmaking with firms exhibiting at major industry trade shows. Every year, the International Buyers Program results in approximately a billion dollars in new business for U.S. companies. [Find out](#) which trade shows your company should attend.

### **Concept II Cosmetics Finds Success in India through U.S.**

#### **Commercial Service**

When Concept II Cosmetics made the initial decision to expand into global markets, they quickly realized they would need help and turned to the U.S. Commercial Service. Their local U.S. Commercial Service provided them with a Gold Key Service, dealing with travel logistics and setting meetings with 40 companies in the Indian market, which led to Concept II Cosmetics finding a distributor in India. Their success in India inspired them to utilize more of the services the U.S. Commercial Service offers in several other markets. [Watch this video](#) to learn more about [Concept II Cosmetics](#) and their export success.



### **Beyond the Border: U.S.-Canada and U.S.-Mexico Trade in Perspective**

The North American Free Trade Agreement created the strongest trade partnership in the world. Canada and Mexico can be very attractive markets into which U.S. companies expand. [Read more](#) about how NAFTA can benefit U.S. companies, some of the logistics behind exporting and upcoming policies changes that could make it easier in this short article.

### **Trade Promotion Authority Up for a Vote in Senate for Second Time**

The Senate will vote on the Trade Promotion Authority (TPA) for a second time this week after the House failed to pass the bill which combined the TPA and the trade adjustment assistance (TAA). The TPA alone was approved by the House on June 18 and the Senate will now vote on the TPA apart from the TAA. The TPA, also known as the fast-track bill, would allow the President to negotiate trade agreements and limit congressional approval to a simple yes or no vote, and the TAA is an assistance program for displaced workers. [Read more](#) about the upcoming vote on the TPA and challenges it may face, and [read more](#) about the vote in the

House.

***Export Control Laws for the General Counsel***

Written by Thomas B. McVey and the law firm of Williams Mullen, *Export Control Laws for the General Counsel* provides a detailed discussion of the U.S. export laws, plus ten compliance steps to take in an export transaction. [Read the article](#) to learn more about export laws and how to comply.

**NATIONAL / INTERNATIONAL EVENTS**

**2015 Summer Fancy Food Show**

Date: June 28-30

Location: New York, NY

Cost: FREE for exhibitors

The Summer Fancy Food Show is the largest specialty food event in North America and the leading showcase of industry innovation, bringing specialty food's top manufacturers, buyers and thought leaders together under one roof for three days of delectable discovery. The U.S. Commercial Service is offering three free services for U.S. exhibitors at the Summer Fancy Food Show. The [Showtime Program](#) will bring U.S. companies together with Commercial Specialists to provide country specific counseling. The B2B Matchmaking Program will connect U.S. companies with pre-screened buyers before, during and after the show by allowing interested buyers to request meetings with you directly. The Export 101 Seminar will discuss the resources the U.S. Government has available to assist U.S. companies expanding into foreign markets, and will be held during the show on June 28 at 2:00-3:00PM.

Register for the [Showtime Program](#).

Register for the [B2B Matchmaking Program](#).

Register for the [Export 101 Seminar](#) at no extra charge.



**WEBINARS**

**Understanding Mexican Customs Processes and Documentation Requirements** Date: June 25

Time: 9:30AM CDT

Cost: FREE

The Mexican market can be a complex market in regard to shipping into the country. Learning the use of best techniques, such as proper invoicing, correct use of commercial and payment terms, as well as other factors are critical to a successful, timely and profitable transaction.

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



**Determining the Correct Classification**

Date: June 25

Time: 12:00PM CDT

Cost: \$175 (\$75 for each additional employee)

Determining the proper classification of an export is an important part of export compliance that is often the responsibility of the exporter/seller. Misclassification can have severe consequences

ranging from fines, penalties or seizure of goods to loss of export privileges or imprisonment. Learn about recent changes and how to make sure your company is in compliance. Learn more about the webinar and register [here](#).

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

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



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



Danelle Hopkins  
Export Assistant  
Ph: 701-239-5033  
Email: [Danelle.Hopkins@trade.gov](mailto:Danelle.Hopkins@trade.gov)

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