



# St. Louis Export Assistance Center

## International Trade Newsletter

Providing export assistance to businesses in the State of Missouri and Illinois counties in the metro St. Louis area.

**The U.S. Commercial Service helps you during every step of the export process -- from developing international business plans to executing individual orders. Call us at 314-425-3302 or visit [www.export.gov/missouri/st.louis](http://www.export.gov/missouri/st.louis).**

### **Events:**

#### ***New to Export Seminar***

TUESDAY, MARCH 13, 2012  
9:00 AM – NOON  
615 OLIVE STREET  
12<sup>TH</sup> FLOOR TRAINING ROOM  
ST. LOUIS, MO 63101

Come and learn how the Missouri International Trade Center can assist you with exporting your products or services into Foreign Markets.

For more details and to register, please [click here](#)

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#### ***Manufacturing Industry Briefing***

TUESDAY, APRIL 3 2012  
8:00 AM - 2:00 PM  
CITY HALL  
KENNEDY HEARING – ROOM 208  
ST. LOUIS, MO

The License Collector's Office, along with its partner the U.S. Department of Commerce –U.S. Commercial Service – International Trade, and exhibitors such as banks and city agencies will provide information and services unique to your industry needs. We are requesting that decision makers from your company attend, e.g. president/owner/general manager, financial officer and/or the human resource executive. Breakfast and lunch are included.

For more information download the flyer [here](#).

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#### ***Meeting the Demands of Manufacturing in the Next Generation***

WEDNESDAY, APRIL 11, 2012  
8:00 AM - 11:30 AM  
AMERICA'S CENTRAL PORT  
GRANITE CITY, IL

Hear from local and regional manufacturing resources; Representatives from non-profit, governmental, and for profit businesses will be present; Great networking event!

For more information download the flyer [here](#).

### **Southwestern Illinois' Foreign Trade Zone**

TUESDAY, MAY 22, 2012  
8:30 AM – 3:00 PM  
AMERICA'S CENTRAL PORT  
GRANITE CITY, IL

- How to make the best financial use of the trade zone
- How compliance changes/inventory management
- How to make a sub-zone
- State and federal exporting resources

For more information contact [Margaret.Gottlieb@trade.gov](mailto:Margaret.Gottlieb@trade.gov)

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**Trade Missions and National Events:** For upcoming webinars, [click here](#)

### **Governor's Trade Mission to Brazil**

Date: April 14-18, 2012  
Location: San Paulo, Brazil  
Website: [www.ded.mo.gov](http://www.ded.mo.gov)

Brazil is Latin America's largest economy and 7<sup>th</sup> largest economy in the world. Bolstered by strong domestic demand and a growing middle class, Brazil's economy grew by 7.5% last year. Additionally, Brazil is the fifth largest country in the world in terms of land mass and population with over 193 million people.

If your company is an exporter within the following key sectors you should definitely take part in the mission: agriculture Equipment; Aerospace and Aviation; Airports; Information technologies; telecommunications; transportation; electrical power; Oil and Gas; Safety and Security; Environmental Technologies; Mining; Medical Equipment; Architecture/Engineering/Construction and Travel/Tourism Industries.

**Cost: \$3,000**  
**\*-\$1,800 MO STEP=UP**  
**\$1,200**

*\*Eligible firms may apply for MO STEP=UP funding for reimbursement for mission expenses. Prior approval must be received.*

For more information [click here](#)

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### **ACCESS 2012: International Trade Forum**



### **Africa, the Middle East & South Asia Markets in 2 Days**

Date: April 24-25, 2012  
Location: Thunderbird Global School of Management, Glendale, AZ  
Website: [www.export.gov/arizona/access2012](http://www.export.gov/arizona/access2012)

If you are a business leader or executive looking for export and sales opportunities in Africa, the Middle East and South Asia regions, this is the one conference you can't afford to miss. ACCESS 2012 International Trade Forum is brought to you by the U.S. Department of Commerce's Commercial Service in cooperation with the Thunderbird School of Global Management. It is the most successful regional conference of its kind focusing on 18 economies in Africa, the Middle East, and South Asia.

ACCESS 2012 is a premier business networking event focused on the following countries: Algeria, Egypt, Ghana, India, Iraq, Israel, Jordan, Kenya, Kuwait, Lebanon, Libya, Morocco, Nigeria, Pakistan, Qatar, Saudi Arabia, South Africa, and United Arab Emirates (UAE).

- Get the latest information. Presentations will include country commercial overviews and panels on topics such as financing, green business, responses to the financial crisis, and how to negotiate. These presentations will be made by experts from within the Commercial Service, the private sector, and academia.
- Senior Commercial Officers/Counselors will prepare customized one-on-one briefings in response to the information U.S. companies submit in advance of the conference and counsel these firms on the opportunities in their markets. Space is limited so sign up today. Please note that early registrants have the best chances of reserving meetings with the Senior Commercial Officers from the markets of greatest interest to them.

Event registration Deadline is April 15, 2012. [Register Now!](#)

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## April 2012

[Automotive Parts and Components Business Development Mission to Russia](#) – Russia is the fastest growing automotive market in Europe. Vehicles sales grew 30% in 2010, and are expected to continue at approximately 15% per year through 2015. As Russian and international OEMs ramp up production to meet demand for quality cars, there are significant opportunities for U.S. parts and component manufacturers.

Date: April 23-27, 2012

Location: Moscow, Russia

Contact: Alexander Kansky, [Alexander.Kansky@trade.gov](mailto:Alexander.Kansky@trade.gov)

## May 2012

[Health Care Technology Policy and Trade Mission](#) -- During this 2-day conference U.S. and Mexican industry thought leaders, policy-makers, health care business professionals, scientists, entrepreneurs and other key stakeholders will engage in high-level discussions on healthcare policy, bilateral cooperation and business development strategies.

Date: May 14-15, 2012

Location: Mexico City, Mexico

Contact: Alicia Herrera; [Alicia.Herrera@trade.gov](mailto:Alicia.Herrera@trade.gov)

## June , 2012

[Energy Efficiency Trade Mission to Russia](#) -- This mission will help participating firms gain market insights, make industry contacts, solidify business strategies, and advance specific projects, with the goal of increasing U.S. exports to Russia. The mission will include one-on-one business appointments with pre-screened potential buyers, agents, distributors and joint venture partners; meeting with national and regional government officials; and networking events. Participants in this official U.S. industry delegation will enhance their ability to secure useful meetings in Russia.

Date: June 4-7,2012

Location: Moscow, Russia

Contact: Anna Avetisyan; [Anna.Avetisyan@trade.gov](mailto:Anna.Avetisyan@trade.gov)

## News & Research

### ***Export Growth Benefits Missouri Companies:***

The International trade Administration recently announced new data that show Missouri merchandise exports increased 9 percent in 2011 compared to 2010, growing from \$12.9 billion to \$14.1 billion.

Missouri's 2011 merchandise export sales increased to many top destinations, including the Netherlands 9up 52 percent), China (18 percent), Germany (15 percent), Belgium (14 percent), and Singapore (14 percent). Key merchandise export categories include transportation equipment, chemicals, machinery manufactures, food and kindred products, and minerals and ores.

### ***BusinessUSA.gov Goes Live:***

"BusinessUSA isn't just another website. It's a virtual one stop shop that gives businesses access to the full range of resources they need at every stage of their development," (*for more of this article, [www.fiercegovernment.com](http://www.fiercegovernment.com)*)

If the White House plan is approved, six federal agencies, including most of the Commerce Department, would be combined into a single, new business-focused department. For more information about, and to see how BusinessUSA can help your business grow, please feel free to click on the following link; [BusinessUSA.gov](http://BusinessUSA.gov)

### ***New Argentina Import Restrictions:***

Argentina has some very onerous new import regulations, importers are being forced by their government to export the same amount that they import. For more information feel free to read the following reports:

Additional Import Restrictions Go Into Effect February 1, 2012 - [http://www.buyusainfo.net/docs/x\\_9655141.pdf](http://www.buyusainfo.net/docs/x_9655141.pdf)

598 products categories require non-automatic import licenses, and applications must now comply with the SISCO tracking system. [http://www.buyusainfo.net/docs/x\\_86102.pdf](http://www.buyusainfo.net/docs/x_86102.pdf)

Here's a sampling of market research reports recently added to export.gov:

[The Biotechnology Market in Brazil](#)

[Greece: ICT MARKET 2012](#)

[Canada – Automotive Aftermarket](#)

[UK: Computer Hardware and Peripherals](#)

[Japan: Building Products Industry](#)

Be sure to explore the [Market Research Library](#) on export.gov to see if there are reports relevant to your business.

## **U.S. Export Assistance Center Staff:**

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