

# Upstate New York World Trade News

U.S. Department of Commerce - U.S. Commercial Service

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Oneida, Onondaga, Oswego, Tioga,  
and Tompkins Counties

September 2009

**YOUR PRIVACY IS IMPORTANT TO US! WE MAKE EVERY EFFORT TO MINIMIZE UNWANTED COMMUNICATIONS FROM OUR OFFICE. IF YOU DO NOT WISH TO RECEIVE SIMILAR INFORMATION, PLEASE CALL OUR OFFICE.**

## EXPORTNOW! TRADE SERIES

Learn how your business can expand and prosper by selling your products around the World. Join the U.S. Department of Commerce, the World Trade Center Buffalo Niagara, and the Upstate New York District Export Council as we present a series of international trade seminars in various cities across Upstate New York. The ExportNow! Trade Series is sponsored by National Grid.

There are a number of resources available to assist small and medium sized companies to export. The ExportNow! Trade Series is designed to provide Upstate NY companies with information on those resources, as well as local examples of successful exporting companies.

Dates, Locations, and Topics:

### **BATAVIA, NY**

**SEPTEMBER 15, 2009 8:30 AM - 12:00 PM**

#### **Strategic Exporting Seminar**

**Genesee Community College, Conable Tech Bldg, Room T119A, Batavia, NY 14020**

To register for this event, go to:

<https://emenuapps.ita.doc.gov/ePublic/newWebinarRegistration.jsp?SmartCode=9QAH>

### **BUFFALO, NY**

**September 30, 2009 3:30 PM - 6:30 PM**

#### **Optimizing Your Supply Chain**

**The Buffalo Club, 388 Delaware Ave., Buffalo, NY 14202**

To register for this event, go to:

<http://guest.cvent.com/i.aspx?5S,M3,8a08f43c-bbc2-4132-b63c-be28cae1a5d&refid=usdoc>

### **SYRACUSE, NY**

**OCTOBER 14, 2009 8:30 AM - 12:00 PM**

#### **ExportNow! to Canada**

**Greater Syracuse Chamber of Commerce, 572 South Salina St. Syracuse, NY 13202**

To register for this event, go to:

<https://emenuapps.ita.doc.gov/ePublic/newWebinarRegistration.jsp?SmartCode=0Q09>

### **OLEAN, NY**

**OCTOBER 28, 2009 12:00 PM - 4:00 PM**

#### **Strategic Exporting Seminar**

**Jamestown Community College, CUTCO Bldg., 260 North Union Street, Olean, NY 14760**

To register for this event, go to:

<https://emenuapps.ita.doc.gov/ePublic/newWebinarRegistration.jsp?SmartCode=0Q0A>

## BUFFALO EVENTS

### **Buffalo World Trade Association**

#### **Miss Buffalo II – Dinner Cruise**

Thursday, September 10, 2009 6:00 PM - 9:30 PM

The Buffalo Naval and Servicemen's Park,

Foot of Main Street in Buffalo NY

Cost: Members - No Charge Guests - \$45.00

To register, contact Cheryl Miller at [Cheryl.Miller@BWTA.US](mailto:Cheryl.Miller@BWTA.US).

### **Erie County Industrial Development Agency**

#### **The Path to Export Compliance – 2 Part Seminar**

PART 1 -Wednesday, September 16, 2009 8:30 AM – 11:00 AM

PART 2 – Tuesday, October 20, 2009 8:30 AM – 11:00 AM

ECIDA Offices, 275 Oak Street, Suite 150, Buffalo, NY

Cost: FREE

To register, contact Jim Trubits at 716-332-0414 or [jtrubits@mohawkglobal.com](mailto:jtrubits@mohawkglobal.com)

### **World Trade Center Buffalo Niagara**

#### **2009 Traders Series: Trading in Canada**

#### **Why Is Our Bi-national Region Unique?**

Thursday, September 17, 2009 11:30 AM - 1:00 PM

Harry's Harbour Place Grille, Buffalo, NY

Cost: \$35 WTCBN Members and \$45 for non-members

To register, go to:

<http://guest.cvent.com/EVENTS/Info/Summary.aspx?e=26f89e6d-20b5-4581-a0fb-16e717f9fa08>

## TWO DAY EUROPEAN UNION COMPLIANCE & REGULATIONS EVENT

### **EMC (Electromagnetic Compatibility) Compliance**

Friday, September 18, 2009 8:30 AM -4:00 PM

RIT Campus, Rochester, NY

### **EU Regulations**

Tuesday, September 25, 2009 8:30 AM – 1:00 PM

Monroe Community College, Empire Room, Rochester, NY

Co-Sponsored by the U.S. Department of Commerce, the International Business Council of Greater Rochester, the International Resource Group, and RIT

For more information on both programs, go to

<http://www.rochesterbiz.com/IBC>.

## USA-CHINA TRADE & BUSINESS DEVELOPMENT CONFERENCE '09

The Small Business Development Centers in New York State are presenting a US & China Trade and Business Development Conference in Albany on October 20, 2009 and in Buffalo on October 22, 2009. The conference will include presentations on business and trade development from private sector and government officials, as well as matchmaking group sessions between U.S. and Chinese companies. Anyone interested in developing trade and business between the U.S. and China should attend.

Early bird registration (up to Sept. 18, 2009) is only \$69 per person. Register on-line at:

<http://www.buyusa.gov/buffalo/uschinaconference.html>

For more information, go to:

<http://www.nyssbdc.org/services/international/conference.html> or call Jinshui Zang at 518-641-0619.

## ROCHESTER EVENTS

### International Business Council of Greater Rochester *Fundamentals of Letters of Credit*

Thursday September 10, 2009 3:00 PM – 5:30 PM  
BRIO, Monroe Ave., Rochester, NY

Cost: IBC members \$35/pp (IBCL), non-members \$55/pp  
To register, go to <http://www.rochesterbiz.com/IBC>

### Rochester Institute of Technology

#### *The Path to Export Compliance – Part II*

September 17, 2009 11:30 AM – 1:00 PM

Saunders College of Business, 1 Lomb Memorial Drive,  
Lowenthal Bldg (12), Room 1225-35, Rochester, NY  
Cost: FREE

To register, contact Jim Trubits at 716-332-0414 or  
[jtrubits@mohawkglobal.com](mailto:jtrubits@mohawkglobal.com)

## COMMERCIAL NEWS USA: SPECIAL PROMOTIONS FOR ADVERTISING IN THE NOVEMBER-DECEMBER 2009 ISSUE

### **\$500 Discounts for Rural Exporters**

Exporters located in rural areas of the U.S. may be eligible for a \$500 grant on 1/9 or larger size ads in Commercial News USA. Discounted ad rates begin at just \$395. Companies can see if they qualify by using the search box at [www.thinkglobal.us/rural](http://www.thinkglobal.us/rural)

### **Special \$199 Rate for New-To-Export Companies**

Commercial News USA is offering companies that are new to exporting a special opportunity to advertise for just \$199. One ad will reach buyers, distributors, and wholesalers in 176 countries--both in print and online. More information is available online at [www.thinkglobal.us/199](http://www.thinkglobal.us/199)

### **Showcase Section: \$399 Ads**

The USA Product Showcase section of Commercial News USA offers advertisers the opportunity to reach markets worldwide for just \$399. For more information on this program, go online to [www.thinkglobal.us/399](http://www.thinkglobal.us/399)

### **30th Anniversary = 30% Discounts**

Take advantage of the magazine's special 30th Anniversary rates and save 30% on any size display ad or \$100 on your next listing ad (except Showcase and New-To-Export sections). Discount applies to one-time rates only. May not be combined with other discounts. More information on rates is available online at [www.thinkglobal.us/advertiser/rates.php](http://www.thinkglobal.us/advertiser/rates.php)

## UPCOMING USDOC WEBINARS

### **Export Basics: How to Identify Potential International Markets for Your Products**

Date: September 9, 2009

Time: 2:00 PM - 3:00 PM

Cost: \$40

To register:

<https://emenuapps.ita.doc.gov/ePublic/newWebinarRegistration.jsp?SmartCode=9Q9X>

### **International Product Standards/CE Mark**

Date: Sept. 9, 2009

Time: 11:00 AM EST

Cost: \$20

To register:

<https://emenuapps.ita.doc.gov/ePublic/newWebinarRegistration.jsp?SmartCode=9QA9>

### **Elements of an Effective Export Compliance Program**

Date: Sept 16, 2009

Time: 12:00 PM ET

Cost: \$35

To Register:

<https://emenuapps.ita.doc.gov/ePublic/newWebinarRegistration.jsp?SmartCode=9QAW>

### **Webinar - Doing Business in Poland**

Date: September 16, 2009

Time: 11:00 AM

Cost: \$35

To register:

<https://emenuapps.ita.doc.gov/ePublic/newWebinarRegistration.jsp?SmartCode=9QAC>

### **Understanding the NAFTA Process to Qualify Products**

Date: Sept 17, 2009

Time: 2:00 PM ET

Cost: \$45

To Register:

<https://emenuapps.ita.doc.gov/ePublic/newWebinarRegistration.jsp?SmartCode=9QAA>

### **Trade Financing and International Payments**

Date: September 23, 2009

Time: 3:00 PM

Cost: \$40

To register:

<https://emenuapps.ita.doc.gov/ePublic/newWebinarRegistration.jsp?SmartCode=9Q9Z>

### **Caribbean Webinar Series: Bahamas**

Date: Sept. 23, 2009

Time: 2:00 PM

Cost: \$35

To Register:

<https://emenuapps.ita.doc.gov/ePublic/newWebinarRegistration.jsp?SmartCode=9QAK>

### **Renewable Energy Opportunities in Asia**

Date: Sept. 23, 2009

Time: 8:30 PM ET

Cost: FREE

To Register:

[http://www.export.gov/eac/show\\_detail\\_trade\\_events.asp?EventID=29795](http://www.export.gov/eac/show_detail_trade_events.asp?EventID=29795)

### **Export Financing Solutions - Top Strategies for Success in Today's Global Market**

Date: Sept. 30, 2009

Time: 1:00 PM ET

Cost: FREE

To Register:

<https://emenuapps.ita.doc.gov/ePublic/newWebinarRegistration.jsp?SmartCode=9QAT>