

# Upstate New York World Trade News

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

## BUFFALO EXPORT ASSISTANCE CENTER

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Covering Allegany, Cattaraugus, Chautauqua,  
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Counties

## ROCHESTER EXPORT ASSISTANCE CENTER

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Covering Broome, Cayuga, Chenango,  
Cortland, Jefferson, Lewis, Madison,  
Oneida, Onondaga, Oswego, Tioga,  
and Tompkins Counties

**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.**

## DOING BUSINESS IN THE EUROPEAN UNION SEMINAR

Thursday April 23, 2009 8:00 AM to 12:30 PM  
Chautauqua Suites in Mayville, NY

Topics covered include:

- New EU Directives and importance to U.S. exporters
- Services available to exporters
- EU Competition Laws
- Negotiating Contracts in the EU
- Mediation in the EU

Cosponsored by the U.S. Department of Commerce, World Trade Center Buffalo Niagara, Chautauqua County IDA, and Yormick & Associates

To register – [click here](#).

## CENTRAL NY EVENTS

**Central NY International Business Alliance  
How to Manage Risks and Create Opportunities  
the Case of Africa**

Wednesday April 29th 8:00 - 9:30 AM

Greater Syracuse Chamber of Commerce

572 South Salina Street, Syracuse, NY 13201

Speakers: John Vilardo and Ben Akuete of M&T Bank

To register contact Carol Hill at 315-470-1848 or  
[chill@syracusechamber.com](mailto:chill@syracusechamber.com)

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**Going Global Conference**

May 7, 2009 from 8:00 AM – 3:00 PM

Nicholas J. Pirro Oncenter, Syracuse, New York

Keynote Speaker: John Zogby, Zogby International.

Program sessions include: Researching International Markets, International Supply Chain Management, and Mitigating Risk in International Trade

For more information and to register, go to  
<http://www.bizevents.com>, or contact Tary Simizon at  
(315) 579-3925 or [tsimizon@bizevents.com](mailto:tsimizon@bizevents.com)

## BUFFALO EVENTS

**Buffalo World Trade Association  
International Trivia Contest / Scholarship  
Presentation**

Thursday, April 16, 2009 6:00 PM

Millennium Hotel 2040 Walden Ave., Buffalo, NY

BWTA Members - No Charge Guests - \$30.00

To register, email [Cherryl.Miller@bwta.us](mailto:Cherryl.Miller@bwta.us)

## ROCHESTER EVENTS

**IBC of Greater Rochester**

**Cost Effective Strategy: Extended Assignments and  
Business Travel Overseas**

April 16, 2009 8:30 – 11:30 AM

Brookwood Inn, Bushnell's Basin

Free for IBC Members, Non-Members \$25

To register, email Heidi at [Heidi@RochesterBiz.com](mailto:Heidi@RochesterBiz.com)

**Doing Business Together: Economic Outlook and  
Business Opportunities in Canada**

April 29, 2009 8:00 - 10:00 AM

Hyatt Regency Downtown Rochester

Speaker: Jayson Myers, President of the Canadian

Manufacturers and Exporters (CME),

Cosponsored by the Canadian Consulate General Buffalo

To register, email Heidi at [Heidi@RochesterBiz.com](mailto:Heidi@RochesterBiz.com) or  
call 1-585-530-6204

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**Upstate NY Export Controls Conference**

Intensive three day session that focuses on export

compliance specific to EAR and ITAR

June 10-12, 2009 8:30 AM - 4:30 PM

Hyatt Regency Downtown Rochester

Early Bird specials for registrations received by May 1

Cost includes all materials, food and consultations. ITAR

session attendees also receive ITAR pocket guides

To register, go to: <http://www.RochesterBiz.com/IBC>

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**International Trade Resource Group  
INCOTERMS: Avoiding Disaster and the Consequences  
of Incorrect Implementation**

April 28, 2009 11:30 AM -1:00 PM

The Inn on Broadway, 26 Broadway, Rochester, NY

Speaker: Sheri Cuddy, General Manager,

Mohawk Global Logistics

To register, email [irg@rochester.rr.com](mailto:irg@rochester.rr.com) or

call 866-755-9733.

## EXECUTIVE TRADE MISSION TO CHILE AND PERU

June 1-5, 2009

Leader: Walter Bastian, Deputy Assistant Secretary for the Western Hemisphere. Contact Louis Quay at 202-482-3973 or at [andeanmission@mail.doc.gov](mailto:andeanmission@mail.doc.gov). (Apply by April 17, 2009)

## EXECUTIVE TRADE MISSION TO LIBYA AND ALGERIA

November 4–8, 2009

Contact Lisa Huot at 202-482-2796 or at  
northafricamission@mail.doc.gov. (Apply by August 1, 2009)

## REPCAN 2009 BUSINESS MATCHMAKING EVENT

Toronto, Ontario - September 28-29, 2009  
Montreal, Quebec - September 30 - October 1, 2009  
Vancouver, British Columbia - October 5-6, 2009

Canada represents the number one export market in the world for large and small U.S. firms in virtually every state of the union. If you are ready to start exporting, or simply want to grow your export sales into Canada, the U.S. Commercial Service invites you to participate in RepCAN 2009, the ideal event to explore and realize your full market potential in Canada.

Canada's geographic proximity, open market economy, stable business climate, and familiar business practices make this the first market that U.S. small and medium sized firms should consider when developing the know-how required to succeed in the global market place. With the North American Free Trade Agreement (NAFTA) in place and the U.S. Commercial Service at their side, U.S. export ready firms will find RepCAN 2009 the most cost-effective and efficient way possible to explore and develop their business prospects in "Canada First."

RepCAN 2009 offers:

- One-on-one business meetings with potential business partners at each stop
- Opportunities to display and distribute your promotional materials
- Networking events with key Canadian business, industry and government contacts
- National market exposure for your product and services in Canada
- Visibility on CS Canada's Featured U.S. Exporters (FUSE) webpage
- Assistance with logistics and customs
- Expert business counseling before, during and after your participation.

Register Today as Space is Limited!

Small Company Cost: US\$1,500 per location  
Large Company Cost: US\$3,000 per location

For additional information go to:

<http://www.buyusa.gov/canada/en/repcan2009.html>

## SAVE THE DATES WORLD TRADE EVENTS

### *International Business Council of Rochester*

International Trade Dinner and Expo  
Thursday, May 14, 2009  
Hyatt Regency, Rochester NY  
"Tomorrow's Global Energy Source –  
Hydrogen Fuel Cell Technology"

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### *World Trade Center Buffalo Niagara*

World Trade Celebration 2009  
Wednesday, June 24, 2009  
Buffalo Convention Center, Buffalo, NY  
Keynote Address by John Stropki, Chairmain, President & CEO of  
Lincoln Electric Holdings Inc.

## UPCOMING USDOC WEBINARS

### Australia and the Philippines Coal & Mining Equipment Markets

Date: April 7, 2009

Time: 6:30 PM ET

Cost: \$60

Website:

<http://www.buyusa.gov/pittsburgh/australiaphilippinescoal.html>

### Strategies to Recruit Students from Egypt

Date: April 7, 2009

Time: 11:00 AM ET

Cost: \$35

Website:

<http://www.buyusa.gov/sanfrancisco/egypteducation.html>

### India: Protecting Your Intellectual Property

Date: April 14, 2009

Time: 11:30 AM - 1:00 PM ET

Cost: \$35

Website: <http://www.buyusa.gov/georgia/97.html>

### Census' FTR Webinar Series (2 of 5): Export Commodity Classification

Date: April 16, 2009

Time: 2:00 PM ET

Cost: \$50

Website:

<https://emenuapps.ita.doc.gov/ePublic/newWebinarRegistration.jsp?SmartCode=9Q6T>

### Regulatory Requirements for Medical Devices in Indonesia, Philippines, Singapore

Date: April 20, 2009

Time: 8:00 PM ET

Cost: \$35

Website:

<https://emenuapps.ita.doc.gov/ePublic/newWebinarRegistration.jsp?SmartCode=9Q6H>

### Census' Foreign Trade Regulations (3 of 5): AES Overview

Date: April 21, 2009

Time: 2:00 PM ET

Cost: \$50

Website:

<https://emenuapps.ita.doc.gov/ePublic/newWebinarRegistration.jsp?SmartCode=9Q6X>

### Census' Foreign Trade Regulations (4 of 5): AES - How to Use PCLink

Date: April 23, 2009

Time: 2:00 PM ET

Cost: \$50

Website:

<https://emenuapps.ita.doc.gov/ePublic/newWebinarRegistration.jsp?SmartCode=9Q6W>

### Census' Foreign Trade Regulations (5 of 5): CBP Enforcement Guidelines

Date: April 28, 2009

Time: 2:00 PM ET

Cost: \$50

Website:

<https://emenuapps.ita.doc.gov/ePublic/newWebinarRegistration.jsp?SmartCode=9Q6V>

### Economic Sanctions Regulations – What Every Exporter Should Know

Date: April 29, 2009

Time: 11:00 AM

Website:

<http://www.buyusa.gov/stlouis/economicsanctions.html>