

# Upstate New York World Trade News

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

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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.**

## WORLD TRADE EVENTS

### *International Business Council of Rochester International Trade Dinner and Expo*

Thursday, May 14, 2009  
Expo and Reception 4:00 PM  
Dinner begins 6:30 PM

Hyatt Regency, Rochester NY  
"Tomorrow's Global Energy Source –  
Hydrogen Fuel Cell Technology"

To register, go to:

<http://www.regonline.com/Checkin.asp?EventId=708212>

### *World Trade Center Buffalo Niagara World Trade Celebration 2009*

#### **Joining Resources to Spark Global Change**

Wednesday, June 24, 2009  
4:30 PM – 9:00 PM

Buffalo Niagara Convention Center, Buffalo, NY

Keynote Address by John Stropki, Chairmain, President & CEO of  
Lincoln Electric Holdings Inc.

To register, go to:

<http://guest.cvent.com/EVENTS/Info/Summary.aspx?e=adccac3f-8ff3-4158-b2ba-4266c86bfe5b>

## ROCHESTER EVENTS

### **IBC of Greater Rochester 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

Cost includes all materials, food and consultations. ITAR  
session attendees also receive ITAR pocket guides

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

## MARKET OF THE MONTH – PORTUGAL

Learn more about doing business in Portugal at:  
[http://export.gov/articles/marketofmonth/eg\\_main\\_018860.asp](http://export.gov/articles/marketofmonth/eg_main_018860.asp).

## STRATEGIC EXPORTING SEMINARS

The U.S. Department of Commerce's Buffalo Export Assistance Center and the Upstate New York District Export Council are hosting a series of Strategic Exporting Seminars in various locations in Upstate New York. Designed to assist manufactures and services providers in developing their exporting capabilities, the seminars include the following topics:

- Finding Market Research
- Export Financing
- International Legal Issues
- Export Documentation
- International Contracts
- The Role of Your Banker & Freight Forwarder
- Finding / Qualifying Potential Foreign Partners
- Export Payment Terms & Letters of Credit

The seminars will be held in:

### **Niagara County**

Wednesday, June 3, 2009  
8:15 AM – 12:00 PM

NCIDA Vantage Centre

6311 Inducon Corporate Dr. Sanborn, N.Y. 14132

For more information, go to:

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

### **Watertown, NY**

Tuesday, June 9th, 2009

8:30 AM - 12:00 PM

Black River Valley Club

131 Washington Street, Watertown NY

For more information, go to:

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

### **Utica, NY**

Wednesday, June 17th, 2009

8:30 AM - 12:00 PM

Mohawk Valley Community College

Information Technology Building, Room 225, Utica, NY

For more information, go to:

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

## MANDATORY USE OF SNAP-R

As of October 20, 2008, electronic filing using SNAP-R system has become **mandatory** for **Export and Reexport License Applications, Classification Requests, Encryption Review Requests and License Exception AGR Notifications**. This means that the hardcopy BIS 748-P form will no longer be accepted.

For information on obtaining a Company ID Number (CIN) and PIN for on-line SNAP-R submissions, go to <https://www.bis.doc.gov/snap/pinsnapr.htm>.

## EXECUTIVE TRADE MISSION TO LIBYA AND ALGERIA

Fast-growing economies, vast capital reserves, and major infrastructure needs put Libya and Algeria among the world's most promising markets for U.S. suppliers. To help U.S. firms leverage opportunities in these markets, a senior-level Department official will lead a trade mission to Tripoli, Libya and Algiers, Algeria, November 4-8, 2009.

For more information, go to:  
<http://export.gov/northafricamission/index.asp>.

## 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

For large and small U.S. firms, Canada represents the number one export market in the world. 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>

## UPCOMING USDOC WEBINARS

### Ex-Im Bank Webinar Series (1 of 3): Accessing Capital to Fulfill Export Orders

Date: May 12, 2009  
Time: 2:00 PM EDT  
Cost: \$50  
To register:  
<https://emenuapps.ita.doc.gov/ePublic/newWebinarRegistration.jsp?SmartCode=9Q80>

### Canada Regional Webinar Series - Quebec

Date: May 13, 2009  
Time: 2:00 Pm ET  
Cost: \$35  
To register:  
<https://emenuapps.ita.doc.gov/ePublic/newWebinarRegistration.jsp?SmartCode=9Q79>

### Ex-Im Bank Webinar Series (2 of 3): Extend Credit & Get Paid

Date: May 14, 2009  
Time: 2:00 PM EDT  
Cost: \$50  
To register:  
<https://emenuapps.ita.doc.gov/ePublic/newWebinarRegistration.jsp?SmartCode=9Q7Y>

### Census' Foreign Trade Regulations Webinar Series (1 of 5): Filing Requirements

Date: May 19, 2009  
Time: 11:00 AM EDT  
Cost: \$50  
To register:  
<https://emenuapps.ita.doc.gov/ePublic/newWebinarRegistration.jsp?SmartCode=9Q70>

### Ex-Im Bank Webinar Series (3 of 3): Competitive Financing for Your Buyers

Date: May 19, 2009  
Time: 2:00 PM EDT  
Cost: \$50  
To register:  
<https://emenuapps.ita.doc.gov/ePublic/newWebinarRegistration.jsp?SmartCode=9Q7Z>

### Canada Regional Webinar Series - Ontario

Date: May 20, 2009  
Time: 2:00 PM EDT  
Cost: \$35  
To register:  
<https://emenuapps.ita.doc.gov/ePublic/newWebinarRegistration.jsp?SmartCode=9Q7A>

### MEDICA: What To Know Before You Go!

Date: May 20, 2009  
Time: 12:00 PM EDT  
Cost: FREE  
To register:  
<https://emenuapps.ita.doc.gov/ePublic/newWebinarRegistration.jsp?SmartCode=9Q7L>

### Business Opportunities in Asia's Information & Communication Technology Industry

Date: May 27, 2009  
Time: 8:00 PM EDT  
Cost: \$35  
To register:  
<https://emenuapps.ita.doc.gov/ePublic/newWebinarRegistration.jsp?SmartCode=9Q7W>

### Webinar: Essential Documentation for Exporting to Mexico

Date: May 28, 2009  
Time: 2:00 PM EDT  
Cost: \$40  
To register:  
[http://www.buyusa.gov/mexico/en/increase\\_international\\_sales.html](http://www.buyusa.gov/mexico/en/increase_international_sales.html)