

Upstate New York World Trade News

February 2013

Locations:

BUFFALO EXPORT ASSISTANCE CENTER

130 S. Elmwood Ave, Suite 530
Buffalo, NY 14202
Phone: (716) 551-4191
Fax: (716) 551-5290

Director: Rosanna Masucci
(rosanna.masucci@trade.gov)

Covering Allegany, Cattaraugus, Chautauqua,
Erie, Genesee, Niagara, Orleans, and Wyoming

ROCHESTER EXPORT ASSISTANCE CENTER

400 Andrews Street, Suite 300
Rochester, NY 14604
Phone: (585) 399-7065
Fax: (585) 423-7570

Director: Timothy McCall
(timothy.mccall@trade.gov)

Covering Chemung, Livingston, Monroe,
Ontario, Schuyler, Seneca, Steuben, Wayne, &
Yates

SYRACUSE ASSOCIATE OFFICE

445 Electronics Pkwy, Suite 207
Liverpool, NY 13088
Phone: (315) 453-4070
Fax: (315) 233-1259

Senior Trade Specialist: John Tracy
(john.tracy@trade.gov)

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

Follow Export.gov on



Attention Medical Device Companies!

The World Trade Center Buffalo Niagara recently received a Market Development Cooperator Program (MDCP) award from the USDOC to help U.S. medical device manufacturers sell their products in China. To stay up to date on information about this program, contact the WTCBN at 716-852-7160.

Buffalo Events

Buffalo World Trade Association Using Social Media to Promote Your Company

Feb 21, 2013 5:30 PM – 8:30 PM

Millennium Hotel, 2040 Walden Ave., Cheektowaga, NY 14225

Cost: Free/members, \$40/non-members

For more information and to register, [click here](#).

World Trade Center Buffalo Niagara Global Mega Trends 2030 and the Impact on Business

Thursday, February 28th, 2013 11:30 AM - 1:00 PM

The Buffalo Club, Delaware Ave., Buffalo, NY

Cost: \$35

For more information and to register, [click here](#).

Doing Business in Canada: Moving People and Product

Canada is the U.S.'s largest single export market and is one of the most receptive markets in the world for U.S. goods and services. The North American Free Trade Agreement (NAFTA) and Canada's geographic proximity have afforded U.S. firms with a significant advantage in selling to Canada's markets. Are you maximizing the opportunity? Whether you currently export to Canada or are new to exporting, the importance of developing a strategic approach to this market is critical to your success.

This three part webinar series, presented by the USDOC, has been designed to help U.S. businesses strengthen the skills necessary to effectively do business in Canada. Each webinar can be attended individually or as a series.

- [March 6: Temporarily Moving "Tools of the Trade" into Canada](#)
- [March 20: Advantage of the Non-Resident Importer Program](#)
- [April 3: Sending Your Employees into Canada: Requirements for Temporary Workers](#)

The above programs will feature industry experts from government, associations, and private industry.

For more information on each webinar and to register for an individual program, click on the name above. Each webinar is \$35. To register for all three programs for \$90, [click here](#).

Access the World Events

The USDOC's ACCESS programs are designed to give U.S. companies an opportunity to meet with USDOC Commercial Officers from all over the world. They will provide country information, help you identify new export markets, and develop market entry strategies. The upcoming events listed below focus on specific regions.

Event: **Asia Pacific Business Outlook 2013**

Access 18 Asia Pacific Markets Including Brazil, Russia, and India in 2 days! New in 2013 - Myanmar!
Location: Los Angeles, CA (University of So Cal)
Date: April 8-9, 2013
Cost: \$699 - \$849
Link to register: [click here](#)

Event: **Access the Western Hemisphere International Trade Conference**

Location: Radisson Plaza Hotel, 35 South 7th St.
Minneapolis, Minnesota
Date: April 23-24, 2013
Link for more information/to register: [click here](#)

Event: **ACCESS 2013 International Trade Forum – Africa, Middle East, South Asia**

Location: San Diego Marriott La Jolla - San Diego, CA
Date: May 1-2, 2013 8:00 AM – 5:00 PM
Cost: \$495 prior to March 31 (\$595 after March 31)
Learn more/register: [click here](#)

The Global Impact Spotlight Series: Upstate New York

Spotlight on U.S. Trade is a series of reports and analysis of publicly traded companies in key regions throughout the U.S. The reports are sponsored by HSBC and the World Trade Center Buffalo Niagara (WTCBN), and the first is focused on the top 30 publicly-held, non-banking businesses headquartered in Upstate New York.

HSBC, WTCBN, The U.S. Department of Commerce's Export Assistance Centers in Buffalo and Rochester, and the Upstate NY District Export Council are sponsoring the following informational programs to discuss the findings of the report and the benefits of global business first-hand from local companies.

Global Impact Spotlight Series Program Schedule:

Buffalo -- March 12, 2013, 8:00 AM – 9:00 AM
The Buffalo Club, Buffalo, NY

Rochester -- March 13, 2013, 12:00 PM – 1:00 PM
Genesee Valley Club, Rochester, NY
Co-Sponsor: Genesee County EDC

Syracuse -- March 14, 2013, Time TBD
Location: CenterState CEO, Syracuse, NY
Co-Sponsor: CenterState CEO

For more information, go to <http://www.wtcbn.com>

Upcoming USDOC Webinars

Mexico's Metalworking Sector Outlook

Date: 2/11/2013
Time: TBD
Cost: FREE
To Register: [Click Here](#)

Business Opportunities in Hong Kong

Date: 2/19/2013
Time: 9:00 AM
Cost: \$35
To Register: [Click Here](#)

European Natural Gas Sector

Date: 2/20/2013
Time: 11:30 AM ET
Cost: \$25
To Register: [Click Here](#)

Update on European Union Regulations for Cosmetics and Beauty Products

Date: 2/21/2013
Time: 11:00 AM
Cost: \$75
To Register: [Click Here](#)

EU Supply Chains: A VAT and Transfer Pricing Perspective

Date: 2/26/2013
Time: 11:00 AM ET
Cost: \$35
To Register: [Click Here](#)

Construction-related Export Opportunities in Central America

Date: 2/26/2013
Time: 1:00 PM ET
Cost: \$40
To Register: [Click Here](#)

International Travel and Tourism Markets: Mexico

Date: 2/27/2013
Time: 12:00 PM ET
Cost: \$50
To Register: [Click Here](#)

Mexico Health IT

Date: 2/27/2013
Time: 12:00 PM ET
Cost: \$35
To Register: [Click Here](#)