

EGSA International Trade Committee – Minutes 03/18/2013

Introductions and mission statement for the committee

Guest Speaker Presentation:

Dan Bjerk – Senior International Trade Specialist with US Commercial Service to speak on NAFTA and trade into Mexico and parts of the Caribbean.

Notes on the presentation:

US Commercial Service – 109 offices in USA, 128 offices in 75 countries. They are there to help companies export products. They have sales guys that are incentivized on the number of transactions that they help facilitate.

Reasons to export, increase sales, excess production, ride out economic cycles, balance seasons for products, improve your products, and extend the life cycles of your products.

Export – Import Bank of the US.... Its less than a 1% insurance fee, that if you do not get paid from your customer the US government will pay you.

They can help find lawyers in the individual countries to help with contracts, and agreements. They can help get all of the marketing data you wish... Export data, competitive pricing data, taxes, duties, and tariff costs.

Dan started going through all of the import/export data by countries. He pulled up information per country on how many generator sets and generator set equipment they are importing and where they are importing it from. **QUESTION: Can we get this data onto the EGSA website??**

NAFTA – North America Free Trade Agreement. CAFTA – Central America Free Trade Agreements – Costa Rica, El Salvador, Nicaragua, Honduras, Guatemala.

Free trade agreement was signed with Colombia late last year. There is also a separate free trade agreement with Panama. Not part of CAFTA. He went through some export regulations and things to look out for when exporting.

Things US Commercial Service can help with. Setting up channel partners, research, prequalifying interested partners, partner due diligence. Advertising and promotion in trade journals, promotional events, trade shows, etc. Gold Key Service and IPS Service. Presentation Ended...

Middle East Electricity Trade Show in Dubai has been a very impressive show for Electric Power Industry and Generators.

Ideas for the next meeting in Seattle???

CE compliance

Gold Key

CSA

Freight Forwarders

Someone from the Canada like Dan at the US Commercial Service

Meeting Adjourned.

Action Items:

Tonya to get with Liz on what it requires for us to get a spot on the EGSA website to list our international links to presentations, data, etc.

Katie to get with Dan's counterpart in Canada to speak at the next meeting.