

Committee Name: International Trade

Date and Time: September 14, 2015 1PM

Location: Granite Room Hyatt Denver CO

Chairperson: David Vennie

Minutes:

Topic	Discussion	Conclusions
Title	Summarize discussion about the topic	Summarize conclusions or agreements reached about the topic.
Introductions	Who and why did you choose the committee?	How do we accelerate into Latin America and Africa and strengthen east Asian footprint? Wanted to learn more about IEC. Middle East Electric Show recommended Looking to develop network of distributors globally. Looking to expand current footprint. Good place to communicate challenges. Third party certifications, what and why needed. Volvo getting into powergen industry. Looking to pick up tips and tricks and make sure offering right product. Looking for perspective of US to international in comparison from other direction.
Guest Speaker	Jason Knedlhans UL	See attached presentation Notes : US= UL 2200, UL 1004-4, UL 6200 and hazardous locations Canada= CSA 100 and 14, only certify generator and controller. Working to create standard that is accepted throughout provinces as well as US in a UL 2200C.

		<p>Latin America divided by voltage. Project requirements are more likely to dictate certification in this region.</p> <p>Europe= CE is a self declaration in regard to EN and IEC standards except EMC or IECEx which must be done by a third party.</p> <p>Middle East= SASO governs products going into Saudi. Must undergo inspections on each shipment.</p> <p>China, India and ASEAN= project terms drive certification if required.</p> <p>Australia=have own standard, safety standard and will occasionally accept UL 2200 in conjunction with Fuel train piece</p> <p>Africa= on edge of research to develop standards.</p> <p>Russia= not applied consistently, relationship driven to get product in.</p> <p>Questions: Is IEC bigger than UL? IEC creates working groups and standards, does not have laboratories. They have specific working group meetings not larger discussions.</p> <p>Does UL have intensions of purchasing IEC or others to standardize it? Cannot acquire IEC as they are an independent organization.</p> <p>Who can we contact to get over shipping issues and cert? Reach out to UL and they can help you get through the acceptance or certification.</p>
<p>Finalize discussions on direction</p>	<p>Should we determine the direction within the group and eliminate the survey? Like the feedback of the larger group. We see a consistent reason for</p>	<ol style="list-style-type: none"> 1. Yes, group would like first 30 minutes to be global overview. 2. Get a speaker dedicated to region to focus on topics/insight for that

	<p>why people attend the committee meetings. Take the directions as follows:</p> <ol style="list-style-type: none"> 1. Looking for a brief overview of international economy/market: Group agrees that this is wanted <ol style="list-style-type: none"> a. How would we get this information? Many of the members already are using tools for this therefore might be willing to share. 2. Focus on certain subjects each meeting? <ol style="list-style-type: none"> a. Regions b. Topics :politics, safety, economy/ value of currency, challenges specific to entering that region or country. Execution strategies for getting in. 3. Focus more on the EGSA website, to get more of our message out there. Need to update with new relevant issues. Leverage LinkedIn more. 4. Award for International Trade committee? Is there something we could do? 5. Structure of meeting 	<p>region specific to each meeting. To cover topics and how-to's for that region.</p> <ol style="list-style-type: none"> 3. Leverage LinkedIn more. Invite will be sent to everyone in attendance today to join the sub-group. 4. Start a LinkedIn discussion regarding a type of award or recognition. 5. 1st half to cover global overview or specific market. 2nd half to be how-to's to get into the markets. Finish with an award or recognition. Communicate back consistently through web page and LinkedIn.
<p>Look at next meeting in San Antonio</p>		<p>Global overview Examine Middle East Execution to doing business in Middle East. Communication piece.</p>