

April 19, 2021  
International Trade Committee  
20 Participants + Mir, Kurt, & Hal

## Introductions

Ice breakers – Rock, Paper, Scissors contest

## World Economic Overview

- World Output -3.3 in 2020, projected to recover in 2021 to 6.0 – 100% of world economies projected to be up
  - Spain is projected to have a 17% increase & India projected with over 20% increase
- Manufacturing and Industrial segments are strong
  - Have recovered and gone higher than pre-covid numbers in less than a year
- Commodities are all recovered
  - Oil – higher than anticipated from forecast earlier this year + summer travel expected to drive up price
  - Metals – steel (over than tripled in less than a year), copper (almost doubled in a year), & aluminum
    - Mining issues & tariffs are the biggest reasons price is sky rocketing
      - Steel/aluminum prices should go down to pre-covid numbers in about 6 months
      - Copper was higher in 2005/06
      - China steel experienced a higher increase (raising prices because they were underpriced prior to US tariffs, now market correction + tariffs)
      - Chip shortage is causing car manufacturers to not buy steel until chips are ready
    - 60% of copper comes from Chile & Peru, which have not recovered from covid
    - Copper – check inventory stock to get a sense of future copper prices
      - Lead time for copper is around 12 weeks
      - Companies can lock in inventory stock a year out, but not prices
    - Better forecasting will allow better planning and better pricing
      - If wait too long, then will have to pay a premium for commodities
    - Shipping currently affected – covid, Suez Canal, lack of shipping containers,
- COVID
  - Race between virus and vaccine – new cases vs people getting vaccinated
  - Low-income developing countries lost more than 2 months of school days
- United States
  - Projecting one of the largest economy growths
  - Households have saved \$5 trillion in savings in 2020
  - Infrastructure & stimulus bill expected to pass this year
    - Corporate taxes & tariffs expected to increase
  - Interest rates projected to stay low

#### Trade Shows – Best Trade Shows to Attend Globally

- Battery shows should be looked at as a possible room for growth with generator and microgrids
- Marijuana shows could be an asset in the future because they like to be off grid & need continuous power
  - Self power generation because of the rigorous control around the industry, power demand is huge
  - Greentech Amsterdam – Greenhouse development
- Offshore Technology Conference – Houston, USA 16-19 August 2021
- Middle East Electric – Dubai, UAE 14-16 June 2021
- Construction Shows
  - ConExpo – Las Vegas, USA 14-18 March 2023
  - BAUMA – Munich, Germany 4-10 April 2022
- Mining Conferences
  - MINExpo – Las Vegas, USA 13-15 September 2021
  - ExpoMin – Santiago, Chile TBD
- Hannover Messe – Hanover, Germany 12-16 April 2021
  - Electronic controls & design
- ILTA – Houston, TX
- ADIPEC – Abu Dhabi, UAE 15-18 November 2021
  - geared towards oil & gas
- Workboat
- Data Center World
- Microgrid Knowledge (virtual)
- Distributed Energy Conference – San Antonio, USA 18-21 October 2021
- Distributech – Dallas, USA 26-28 January 2022
  - Utility, power magazine
- ARA – American Rental Association – Las Vegas, USA 18-20 October 2021
- G-Power – Shanghai, China 17-19 June 2021

#### Committee Chairs Voting

Vice President – Kate Thomas

Secretary – Anil Ustun

#### Topics for next conference

- Macro Economics look
- Details on our industry market segments
- Trade association membership database
  - Specific generator data