

INTERNATIONAL UPDATE MAY/JUNE 2004

IOWA - LATIN AMERICAN CORN AND SOYBEAN SUMMIT (August 20, 2004) - UNIVERSITY PARK HOLIDAY INN, WEST DES MOINES

The corn and soybean summit is being expanded this year to include an exhibit area for agricultural handling and processing equipment and a reception in the evening. Buyers from several Latin American countries including the Caribbean countries are invited to participate. The days prior to the seminar the foreign corn buyers will participate in the Iowa Corn Promotion Board's Corn Tour and the foreign soybean buyers will tour with the Iowa Soybean Promotion Board. For additional information contact [Dick Vegors](#) at 515.242.4796.

CHILE AND BRAZIL TRADE MISSION (SEPTEMBER/OCTOBER 2004)

Dates are currently being finalized for a mission to Santiago, Chile and Sao Paulo, Brazil. Chile continues to be one of South America's most dynamic, stable and promising markets. The recent U.S.-Chile FTA is the first comprehensive free trade agreement between the U.S. and a South American country. Under the agreement, more than 87 percent of two-way trade in goods became tariff-free immediately, with most remaining tariffs and quotas eliminated in four years and all tariffs and quotas eliminated in 12 years. Brazil has the 9th largest economy in the world, and represents about half of South America in population, territory, and economy. With over 170 million people, it is rich in agricultural, mineral and industrial resources and represents a substantial market opportunity for U.S. exporters. Contact [Peggy Kerr](#) at 515.242.4745 for more information and to explore the opportunities.

SET ASIDE SEPTEMBER 25 - OCTOBER 2 FOR YOUR JAPAN MARKETING EFFORTS

The state of Iowa invites you to participate in multi-level programming in and around Tokyo, September 25 - through October 2. Contact [Kathy Hill](#) at 515.242.4741 if you are interested in receiving more information on the following events.

The Japan - Midwest U.S. Association Conference will be held in Tokyo, September 25 - 28. Along with all of the conference events, Iowa's delegation can participate in a state booth during the conference hours and assist in hosting a hospitality suite on the evening of September 27. Participation in this conference is a must for company and community leaders wanting to network with Japanese industry leaders. Join us in representing Iowa.

Bio Japan 2004 - Iowa's Tokyo office will have a booth at the largest biotechnology trade show in Japan conference, and we encourage you to join us. Bio Japan 2004 trade show will be held September 28 - 30. The industry focus will be in the biotechnology fields of Health, Food and Environment which includes transgenic crop products, food, biopharmaceuticals, gene therapy, bioprocess technology and environmental cleanup. Let Bio Japan 2004 be the "springboard for contributing to the global bio-industry development" for your company.

JETRO Bio Mission to Japan - The Japan External Trade Organization will host a trade mission to Japan, September 26 - October 2. This will be JETRO's second bio focused mission to Japan, focusing on the Tokyo region. JETRO will recruit companies from throughout the United States to participate on the mission, offering U.S. companies an opportunity to meet with Japanese companies and institutions and to spend a day at the Bio Japan 2004 trade show.

Educational Opportunities

OPPORTUNITIES & ISSUES FOR MIDWESTERN COMPANIES IN GREATER CHINA AND JAPAN

Dorsey & Whitney LLP will offer this seminar on Monday, May 24, 2004, at the Embassy Suites Hotel on the River in Des Moines. Topics being discussed include critical issues facing U.S. companies doing business in Mainland China, Hong Kong and Japan, with specific focus on establishing businesses and distribution channels in Japan and China, acquiring and protecting technology assets, and the politics of outsourcing. This seminar is also sponsored by the Association of Corporate Counsel America-Iowa Chapter, International Traders of Iowa, the Iowa Department of Economic Development and the U.S. Department of Commerce. For additional information visit: www.dorsey.com/events/DM-Asia-seminar or call 612.492.5314.

AUTOMATED EXPORT SYSTEM TRAINING

The Automated Export System (AES) is the paperless way to file the Shipper's Export Declaration (SED). As of October 18, 2003 AES filing became mandatory for exporters who ship any commodity on the Commerce Control List (CCL) or US Munitions List (USML) of the International Traffic and Arms Regulations (ITAR). Another rule change is expected by Fall 2004 which will make AES filing **mandatory** for all commodities that require an SED. The anticipated regulation will affect **all other exporters** by requiring all SEDs to be filed electronically by the exporter (USPPI) or their authorized agent using AES.

Five training sessions across the state have been held. Additional sessions in Mason City (May 12) Davenport (June 8), and Fort Dodge (July 21) have been scheduled. For registration, visit www.iowaexports.com/docs/promotion.pdf or contact Jeremy Baril at 515.288.8614 or email Jeremy.baril@mail.doc.gov for more information.

Other Information

Export Trade Assistance Program

The IDED's Export Trade Assistance Program (ETAP) offers financial assistance to Iowa companies that wish to take advantage of international trade shows and trade missions to enter new markets. Funding under the program has been committed for the remainder of this fiscal year (ends June 30, 2004); however, new funds are expected to be available July 1, 2004 for events taking place from July 1, 2004 to June 30, 2005.

Companies utilizing the financial assistance program will provide a Final Report and 9-month and 18-month follow up surveys for each event for which funding was received. Reimbursements and future allocations may be held until completed surveys are submitted. Surveys provide IDED with results in relation to funding and will be reported in the aggregate only.

New Export Trade Assistance Program Contact

Please contact [Lisa Mason](#), Program Coordinator, at 515.242.4883 for information regarding ETAP. You may recall, Lisa has worked with the program in past years.

DIRECTORIES

The Iowa Department of Economic Development's International Office maintains a database of Iowa companies are currently exporting or are interested in exporting; companies who provide services to support those exporters; and Iowa food producers, processors and manufacturers.

Utilizing this database, directories are offered on our web site – www.iowaexports.com, under Find Iowa Products. As we receive many inquiries about Iowa products, we often refer people to these directories. Potential customers are able to search by categories, product, etc. Your company listing includes general contact information and product description along with a link to your web site and an email address for communicating. Therefore, it is important that we keep this information current.

We would like to ask for your help in taking a look at your company's listing on this site and let us know of any corrections, changes, additions, etc. Please direct them to international@ided.state.ia.us or 515.242.4883.

We appreciate your assistance!

Web Site Resources

While you're visiting www.iowaexports.com to review your company's information, take a look at some other features on the site.

Features

Company Spotlight: Read about Iowa companies – their history, products, and more. Follow the link to the company's web site to find out more.

Export Information: Information on various topics of interest to Iowa exporters, such as Automated Export System (AES).

Education

Upcoming Events: This calendar includes not only educational opportunities sponsored by the Iowa Department of Economic Development, but also opportunities offered by partners such as the U.S. Department of Commerce and trade clubs in the state.

Stats & Facts

Check out Iowa's export statistics including top trading partners and interesting facts about Iowa's exporting industries.

IDED's International Staff

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