



# International Update

June 2014

## Inside this issue

Department News	1
2014 Branded Program	1
Seminars/Webinars	2
Project Safe Send	2
Midwest Buyers Mission	3
Natural Products Buyers Mission	3
Value-Added Feed Ingredients Mission	3
Upcoming Trade Missions & Shows	4

## 2014 Branded Program

Applications are still being accepted for the 2014 Branded Program.

The Branded Program reimburses small-sized agribusinesses for up to 50 percent of most export-related costs, including tradeshow booth space, some travel, labeling modifications, marketing materials, translations and much more. It is a great opportunity for businesses planning to travel overseas in 2014, so apply today to ensure funding.

Details on the Branded Program can be found at [www.foodexport.org](http://www.foodexport.org) or by contacting Paul Weiss at (312) 334-9200 or at [pweiss@foodexport.org](mailto:pweiss@foodexport.org).

## Department News

### Export certification update

The Plant Industries Division of the North Dakota Department of Agriculture (NDDA) issues phytosanitary certificates (phytos) for product shipping all over the world. In the first five months of 2014, NDDA issued 1,546 phytos. Canada, Mexico, Angola, Spain, Turkey, Pakistan, Korea, and Jordan were the most frequent destinations.

### Turkish shipping requirements

Many companies have had questions and difficulty meeting phytosanitary requirements for sending commodities to Turkey. Turkey's Plant Health and Quarantine Department of the Ministry of Agriculture, not the U.S.

Department of Agriculture (USDA), sets these requirements. NDDA-PID has had to reject numerous applications for phytos because time limits, outlined below, have not been met.



Phytosanitary certificates to Turkey must be issued no more than 14 days prior to shipment. The period between the inspection date of the product and the shipment date (sail date) of the product must be at most 14 days. Phytosanitary certificates may not be issued after the shipment leaves the port (post departure). Turkey rejects shipments that do not follow its 14-day time limit. Exporters must ensure that the commodity leaves the U.S. before Turkey's 14-day time limit expires.

Turkey has told USDA Export Services that certificate issuance must follow their time limits exactly for all commodities, or the shipment will be rejected. Export Services will not be able to assist in a release of a shipment that has not met Turkey's time limit. Turkey is monitoring issue dates, dates of inspection, and sail dates on certificates to verify conformity. NDDA is not authorized to issue certificates that do not follow Turkish time limits.

For more information on export certification, please contact NDDA-PID at [doa-phytos@nd.gov](mailto:doa-phytos@nd.gov) or call Charles Elhard at the Fargo office at (701) 239-7295 or Carrie Larson at the Bismarck office at (701) 328-4723.

## Seminars/Webinars

### *Export Essentials: Pricing Your Products for Export*

Date : June 18, 2014 / 2pm CDT online

Cost: FREE!

Food Export-Midwest and Food Export-Northeast is sponsoring a complimentary webinar, "Pricing Your Products for Export." This presentation will prepare participants for one of exporting's biggest challenges. Topics to be covered:

- Export sales development planning
- Understanding pricing
- Developing export pricing

A question-and-answer session with the presenter will follow



[Click Here](#) to register today!

For more information, contact Paul Weiss at (312) 334-9200 or by e-mail [pweiss@foodexport.org](mailto:pweiss@foodexport.org).

### *Navigating Food Export Requirements*

Date: July 17, 2014 / 2pm CDT online

Cost: Free!

Locating resources on food export regulations can be a complex and intangible process. It is also among the most frequently asked questions from exporters, both new and experienced. Requirements can change based on products, markets and government relations, so it is important to know where the resources for knowledge are and how to navigate them online to start with. This webinar is designed to make these issues and resources more tangible and manageable. The goal is to create awareness to help develop or refine an overall export strategy.

Webinar participants will learn about:

- How Regulatory Research is Part of Marketing Research
- The One Mandatory Regulation and How We Benefit From It
- Organizing Resources Between Multiple State and Federal Agencies
- Clearing Up the Confusion over a "I Need a Health Certificate"
- Utilizing General and Product-Specific Regulatory Websites
- The Importance of Cooperation with the Importer

There will also be a Q & A session with Dennis Lynch, our featured presenter.

[Click Here](#) to register!

## Sites, dates scheduled for Project Safe Send

Agriculture Commissioner Doug Goehring says farmers, ranchers, pesticide dealers and applicators, government agencies and homeowners should bring any unusable pesticides to any of the 12 Project Safe Send collections in July.

The program accepts old, unusable or banned pesticides, including herbicides, insecticides, rodenticides and fungicides.

People with more than 1,000 pounds of pesticides should pre-register at least two days prior to delivery. No other pre-registration is required. A maximum of 20,000 pounds of pesticides per participant will be accepted. Pesticide rinse water and empty containers are no longer accepted.

To pre-register, obtain plastic bags or for more information, contact Jeremiah Lien at the North Dakota Department of Agriculture at (800) 242-7535 or [jjlien@nd.gov](mailto:jjlien@nd.gov).

Collections run from 9 a.m. to 3 p.m. local time at the North Dakota Department of Transportation facilities in the following cities:

July 8	Forman
July 9	Edgeley
July 10	Steele
July 11	Mott
July 14	Belfield
July 15	Bowbells
July 16	Garrison
July 17	Rugby
July 22	Carrington
July 23	Michigan
July 24	Grafton
July 25	Hillsboro

# Buyers Missions

## Midwest Buyers Mission – July 21-24

Grand Rapids, MI; Milwaukee, WI; Chicago, IL

Food Export is bringing qualified buyers from around the world to Michigan, Wisconsin, and Illinois for the Midwest Buyers Mission. Position yourself and your products in front of international buyers who continue to seek the latest food trends and products from the United States. Register early as meeting slots are scheduled on a first come, first served basis. It's the perfect low-cost opportunity to meet buyers from established and emerging markets in one place!

Each stop will include multiple meetings with qualified buyers from Brazil, Canada, China, Columbia, Costa Rica, the Czech Republic, Guatemala, Hong Kong, India, Malaysia, Mexico, the Philippines, South Korea, Taiwan, Turkey and Vietnam.

Registration deadline is June 9; the fee is \$300. For more information, or to download buyer profiles, [Click Here](#).

## Natural Products Buyers Mission

Natural Products Expo East Show – September 17-19

Baltimore, MD

This Buyers Mission brings together importers who want to purchase natural products from U.S. suppliers who have products to offer in this sector. You'll meet with pre-qualified buyers from around the world in pre-arranged, one-on-one meetings right here in the U.S., generate new sales leads, and build relationships with key industry players.

The international buyers are pre-qualified, serious importers of natural and/or organic products. Buyers are pre-screened to want natural, organic, gluten-free, etc., foods and ingredients, so if you have natural/organic products, this is the event for you.

Target markets include Canada, China, Hong Kong, Japan, Mexico, Europe, the Middle East, South America and Southeast Asia.

Registration deadline is August 6; the fee is \$150.

For more information, [Click Here](#).

## Value-Added Feed Ingredients Buyers Mission

World Dairy Expo

September 29-30 – Minneapolis, MN

October 1-2 Madison, WI.

The Value-Added Feed Ingredients Buyers Mission, being held in conjunction the World Dairy Expo, is a great, low-cost opportunity to meet



Agriculture Commissioner

Doug Goehring

Marketing & Information

Dana Hager - Director

Specialists

Jamie Good Erin Markestad

Sonia Mullaly Kelly Wald

600 E. Boulevard Ave., Dept. 602

Bismarck, ND 58505-0020

(701) 328-2231 (800) 242-7535

[ndda@nd.gov](mailto:ndda@nd.gov)

Web: [www.nd.gov/ndda/](http://www.nd.gov/ndda/)

Facebook: [www.facebook.com/NDagriculture](http://www.facebook.com/NDagriculture)

Twitter: [@ndagriculture](https://twitter.com/ndagriculture) or [twitter.com/NDagriculture](https://twitter.com/NDagriculture)

## Questions?

For questions regarding international trade and exporting, please contact:

Erin Markestad – (701) 328-2622 or [Emarkestad@nd.gov](mailto:Emarkestad@nd.gov)

For questions about Food Export – Midwest programs, please contact:

Paul Weiss – (312) 334-9200 or [pweiss@foodexport.org](mailto:pweiss@foodexport.org)

### *Continued from Page 3*

one-on-one with qualified buyers. The Expo offers the most elite combination of dairy cattle and exhibits in the world. U.S. suppliers participating in the Buyers Mission will build relationships with key industry players and can create new sales leads without the time and expense of overseas travel.

The strong economic growth in the markets of China, Malaysia, Mexico, the Middle East, Thailand and Vietnam has been supporting an ongoing development of the feed ingredient sector. The demand for feed supplements and additives continues to rise. Attending buyers have been pre-qualified and meetings offer an opportunity to share information about available products, receive feedback from the buyer and initiate sales.

Products of interest include milk replacers, pre-mix feeds, vitamins and minerals, soybean meal, amino acids, alfalfa meal and pellets, lysine, high protein corn meal, whey products and microbial feed additives

Registration deadline is August 19.

For more information, [Click Here](#).

## Upcoming trade missions and shows

### Upcoming Food Export Trade Missions

- Sept. 3-4 Canada for Specialty & Natural Products
- Sept. 9-12 Bahamas & Jamaica for Retail & Food Service Products
- Sept. 21-25 India for Retail & Food Service Products
- Oct. 27-28 Japan for Specialty & Natural Products

For a complete list of trade missions, visit [www.foodexport.org](http://www.foodexport.org). Contact Paul Weiss at (312) 334-9200 or [pweiss@foodexport.org](mailto:pweiss@foodexport.org) for further information.

### Upcoming USDA/FAS International Trade Shows

- June 24-27 SIAL Brazil
- Sept. 15-18 Fine Food Australia
- Sept. 23-25 VIV China
- Sept. 24-26 Annapoorna World of Food India
- Oct. 15-17 Food Ingredients Asia

For a complete list of trade missions with contact information, [Click Here](#).

## Services

### Certificates of Free Sale

For a certificate of free sale for exports or questions on other documentation, please contact:

Erin Markestad – (701) 328-2662 or [emarkestad@nd.gov](mailto:emarkestad@nd.gov)

Bonnie Sundby – (701) 328-1974 or [bsundby@nd.gov](mailto:bsundby@nd.gov)

### Phytosanitary Certificates

For phytosanitary certificates or for more information on export certification, contact:

Charles Elhard – (701) 239-7295 or [celhard@nd.gov](mailto:celhard@nd.gov)

Carrie Larson – (701) 328-4723 or [clarson@nd.gov](mailto:clarson@nd.gov)