



MICHIGAN ECONOMIC
DEVELOPMENT CORPORATION



INTERNATIONAL TRADE

Celebrating World Trade Month

World Trade Month was first celebrated as World Trade Week in 1927 by the Los Angeles Chamber of Commerce. In 1935, President Roosevelt made World Trade Week a national observance to be celebrated during the entire month of May. MEDC is excited to celebrate the importance of international trade to the U.S. economy and promotes the following events to help Michigan companies begin or grow their exports.

Automotive Meetings Queretaro

July 7-9, 2021

Automotive Meetings is a structured matchmaking event that gives auto suppliers the opportunity to build and strengthen relationships through B2B meetings with potential OEM and Tier 1 customers. Buyers represent various facets of business including purchasing, engineering, and materials handling. This event will be held virtually and resumes in-person next year. Companies who exhibit in February 2022 receive 50% off registration to the July 2021 event.

[REGISTER BY JUNE 18](#)

Trade Mission to South Korea and Japan

September 27 - October 1, 2021

Join the Great Lakes St. Lawrence Governors and Premiers' trade mission to South Korea and Japan and meet new customers to grow your export sales! Participants receive a customized schedule of B2B meetings to connect with prospective customers and partners, market briefings, and logistical support provided by the Michigan South Korea and Japan Trade Centers.

[REGISTER BY JUNE 30](#)

[World Trade Week Conference](#)

May 5, 2021

In addition to the celebration of world trade during the month of May, Van Andel Global Trade Center and U.S. Commercial Service will host their 35th annual World Trade Week Business Conference to recognize the contributions of international trade to the state's economy, share international business knowledge and resources, and network with Michigan's international business professionals.

[Winning Trade Strategies: USMCA and FTZs](#)

May 6, 2021

Join export experts in a conversation about the U.S.-Mexico-Canada Agreement (USMCA) governing three-way trade in North America, as well as foreign trade zones and how companies can leverage them to expedite their exporting activities while achieving cost and tax savings. Speakers will also focus on how COVID-19 has impacted the global business and economic environment.

[International Trade Livestream](#)

May 6, 2021

Join John Worthington, CEO of [IBT Online](#) and MEDC's Director of [International Trade](#), Alyssa Tracey, on May 6 at 1 p.m. for a live webcast to discuss

opportunities available for businesses looking to attract customers around the world – from right here in Michigan – along with advice on how to make your business competitive in the global market.

[Is Your Sales Strategy Working in SE Asia?](#)

May 11, 2021

Brought to you by MEDC's South East Asia office, represented by Orissa International, this webinar will present a variety of market entry and market expansion case studies covering SE Asia. The discussion will illustrate key points for Michigan companies to consider as they develop or improve their existing internationalization strategy in the ASEAN region.

[Culture and Coffee: United Kingdom](#)

May 19, 2021

Virtual Culture and Coffee sessions cover how-to's and best practices for doing business abroad as well as how to maneuver through cultural nuances business professionals often face while working with or traveling to the United Kingdom. Please grab a cup of coffee or tea and join us for this live, virtual training to learn about the culture of the United Kingdom!

[Exporting, Importing and Global Sourcing](#)

May 20, 2021

Join Southwest Michigan First and an expert panel from the Van Andel Global Trade Center, U.S. Department of Commerce, and MEDC for insights on how to take your goods and services across geopolitical boundaries and find what you need in the global supply chain.

International Trade Leads

Turkey, Ethyl alcohol: Turkish company seeking agricultural origin ethyl alcohol, minimum 96% purity, up to 10,000 tons/year. Reply to: Naz.Demirdoven@trade.gov; Eve.Lerman@trade.gov.

Kenya, Chemicals: Kenyan trading company seeking multiple polymers including PP, PE, PVC, PET, EVA for purchase, and potential partnership. Reply

to: Leone.Mutoka@trade.gov; Eve.Lerman@trade.gov.

Turkey, Copper wire scrap: Turkish company seeking copper wire scrap, milberry 99.7 to 99.99% purity, 5 tons per month. Reply to: Naz.Demirdoven@trade.gov; Eve.Lerman@trade.gov.

Mexico, Rail products: US Embassy-Mexico compiling US Rail Suppliers Directory for multiple rail projects seeking rail fixtures, geotextiles, rail laying/maintenance equipment, steel products for construction, aluminothermic/electric welding solutions, concrete sleepers, dynamic press systems. Reply by May 14 to: Diana.Leon@trade.gov; Eve.Lerman@trade.gov.

U.K., PVC: U.K. company seeking recycled transparent/clear rigid PVC, regrind or bales, not virgin pellets. 60 tons per month. Reply by May 14 to: Kristina.Schaferova@trade.gov; Eve.Lerman@trade.gov.

Malaysia, GPS System: Malaysian government seeking GPS Siting System/blue force tracking (BFT), friend/foe battlefield identification system. Force XXI Battle Command Brigade and Below (FBCB2). Portable and less than 10" in size. Reply to: Randall.Liew@trade.gov; Eve.Lerman@trade.gov.

Namibia, 5G services: Namibian state-owned mobile telecoms company seeks partner to install/operate 5G services for City of Windhoek, SMART Cities initiative. Reply by Dec. 31 to: Michele.Smith@trade.gov; Eve.Lerman@trade.gov.

Morocco, Digital suppliers: Moroccan Digital Development Agency seeks suppliers/partners: telecom (5G), digital services, IT infrastructure, IT software, IoT, AI, fintech and blockchain, outsourcing, education, capacity building and training. Reply by May 31 to: Michele.Smith@trade.gov; Eve.Lerman@trade.gov.



