



MICHIGAN ECONOMIC
DEVELOPMENT CORPORATION



INTERNATIONAL TRADE

Companies Make the Right Connections on Recent Trade Mission

Ten Michigan companies attended Eurosatory last month, Europe's largest trade show for the business of land warfare. During the MEDC led-trade mission, participants benefitted from B2B and B2G meetings, as well as critical networking functions with VIPs and decision makers. Click the video below to hear from these businesses about how meeting in-person like this helps them gain awareness of global opportunities and strengthen international relationships.



Join an Upcoming Trade Mission

Ready to see what connections are waiting for your company in international markets? Join an upcoming trade mission and leverage our logistical and matchmaking assistance so you can focus on pitching your product or service.

September 12-16: [Central America Trade Mission](#)

The Great Lakes St. Lawrence Governors & Premiers (GSGP) is leading a multi-sector trade mission to Costa Rica and the Dominican Republic to assist Michigan businesses in meeting potential buyers, distributors, and partners in some of our closest export markets. **Register by August 1.**

Increase your ROI by taking advantage of the services provided through the trade mission, including pre-qualified schedule of customized B2B meetings, in-market briefing, and group ground transportation. Ready to explore opportunities for your company to export to these nations with such high demand for U.S. made goods? Check out this [pre-recorded presentation](#) on doing business in the market.

September 20-25: [Mexico Trade Mission](#)

Companies interested in expanding their business into Michigan's second-largest export market are invited to join Automation Alley's trade mission to Querétaro and Guadalajara, Mexico. **Register by July 25.**

Mexico is a nation with a strong demand for Michigan-made products, services, and technologies, including:

- Aerospace
- Automotive components and supplies
- Design, engineering, and manufacturing services
- Environmental technologies
- Healthcare and medical
- IT and information communication technologies

MSU International Business Center Honored for Research Excellency

Erkan Kocas, Assistant Director for International Trade Research at Michigan State University's International Business Center, was recognized as the Undergraduate Research Supervisor of the Year. This annual award recognizes research

supervisors who demonstrate an outstanding commitment to mentoring undergraduate researchers. Congratulations, Erkan! As for the undergraduate researchers, they won first place at the national University Undergraduate Research and Arts Forum held this April.

Through the International Trade Program, Erkan and his team of researchers help identify the highest potential export markets for Michigan companies, as well as recommendations for entering these markets. To have this valuable research conducted for your company, contact your International Trade Manager today.

GET CONNECTED

Partner Events

July 12: [Trade Talk Tuesday – Market Diversification Tool](#)

Hear from the U.S. Commercial Service in this free, 20-minute discussion on the Market Diversification Tool. The tool uses your current export patterns to make recommendations on new markets to consider and is a great starting point for market research.

July 20: [Doing Business in India](#)

Join Automation Alley, industry experts, and Michigan India Trade Center representatives for a free event focused on doing business in the world's sixth largest economy. Companies interested in Automation Alley's January 2023 trade mission to India are encouraged to join this information-packed event and consider the potential opportunities for their products and services in the world's fastest growing economy.

August 2-4: U.S. Customs and Border Protection Field Office

The U.S. Customs and Border Protection, Detroit Office of Field Operations will host its 11th Annual Trade Days virtually, providing opportunity for exporters to hear from CBP experts as they provide updates on trade priorities and policies. To learn more about the session topics and to register, contact dfotradeoperations@cbp.dhs.gov.

August 3: [Summer Summit](#)

Van Andel Global Trade Center's 5th Annual Summer Summit and Fundraiser is a half-day, in-person event filled with global trade education, best practices, networking, and fun! Celebrate summer with a keynote speaker, Q&A session, and international trade roundtable discussions.

Find Inroads in the Middle East

The Middle East is a booming region for commerce and international opportunity. The Michigan Economic Development Corporation's International Trade Program has [International Trade Centers](#) to support Michigan exporters in different countries, including the Michigan Arab Gulf Trade Center, an extension of Michigan companies in these foreign countries. With assistance of local experts, you can connect with potential buyers, partners, and distributors in the region that are ready to do business with your company.

In a region where face-to-face conversations are highly valued, being in-country to build business relationships is critical to making a sale. Consider visiting the market during one of the following upcoming trade shows where the Michigan Arab Gulf Center can arrange in-person meetings with buyers and key decision makers to boost your potential for success.

- [Wetex and Dubai Solar Show](#): **Sept. 27-29**
Focus industries include energy, water, sustainable environment, utilities innovations, and water conservation.
- [GITEX](#): **Oct. 10-14**
Focus industries include IT, AI, IOT, gaming, technology, cybersecurity, digitalization, metaverse, and AR/VR.
- [ArabLab](#): **Oct. 24-26**
Focus industries include laboratory products and equipment.
- [Beauty World](#): **Oct. 31-Nov. 2**
Focus industries include beauty, skincare, beauty products packaging, and beauty tech.
- [Automechanika](#): **Nov. 22-24**
Focus industries include automotive, electric and autonomous vehicles, auto parts/systems/components, AI, and automotive technology.
- [The Big 5](#): **Dec. 5-8**
Focus industries include construction; concrete; interiors; AI, digitalization, and tech in construction; and solar products.

Food and Ag Legislation Provides Certificates of Free Sale

Governor Whitmer signed a package of bills last week that supports the Michigan Department of Agriculture and Rural Development agency certify the quality of agricultural products manufactured in Michigan and issue certificates of free sale.

These actions boost Michigan's economy by ensuring our state's food and agriculture businesses are able to export their products.

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