



MICHIGAN ECONOMIC
DEVELOPMENT CORPORATION



INTERNATIONAL TRADE



Registration Now Open for Export Growth Program

ExporTech, the national export growth program, is returning to Michigan this fall in virtual format. During six half-day sessions from September 30 through December 10, ExporTech will help manufacturing and technology executives draft customized strategic plans for export growth based on international market research and expert advice from top international trade professionals in Michigan.

Michigan companies are invited to apply. Eight companies will be selected with a preference for current exporters looking to expand export sales.

ExporTech Highlights:

- Only national program that results in a customized export growth plan for each company.
- Designed for manufacturing and technology company executives responsible for international growth.

- Intensive, structured process with workshops, planning tools and individual coaching.
- Connect to a wide range of local and national resources.
- C-level peer group drives accountability, learning and networking.
- Each company will be assigned experienced coaches plus a team of business students from Northern MI University to assist with market research and drafting their strategic export plan.

SPOTS ARE LIMITED – APPLY TODAY!

Upcoming Trade Missions

[Mexico Trade Mission](#)

September 26 - October 1

Register by July 23

Expand your business into the world's second-largest market for U.S. exports with help from Automation Alley. Join their trade mission to Mexico, a nation with a strong demand for Michigan-made products, services, and technologies, and meet pre-qualified potential customers.

[Brazil & Colombia Trade Mission](#)

In-person: November 8 - 12 with virtual options

Register by August 13

The Great Lakes St. Lawrence Governors and Premiers are hosting a trade mission to Brazil and Colombia to connect companies with prospective customers and partners to increase export sales. Learn more about key industry sectors and market opportunities in Brazil and Colombia during a webinar on July 13. Topics include economic trends and COVID-19.

Export Events

July 13 and 27: [Michigan Roots, Global Reach: Virtual Lunch and Learn Series](#)

Michigan Manufacturers Association is partnering with the MEDC to help manufacturers explore the services of the International Trade Program through a five-part virtual series. July sessions feature real-life accounts of companies who

developed new markets and International Trade Center experts who share how they've helped companies expand their customer base.

July 14: [Michigan Israel Defense Delegation](#)

Michigan Israel Business Accelerator will lead a defense delegation to Israel November 2021. Join this informational webinar to learn more about being a part of the delegation.

July 15: [Using Online Events to Market Manufacturing Technology](#)

Explore avenues for manufacturers to host live and recorded online events for current or potential customers including products/service demos and new product launches.

July 29: [Navigating Export Logistics](#)

Learn about services available to help your company successfully ship products to global customers. Featured speakers from Zonos and UPS will discuss how to simplify international ecommerce, landed cost, and shipping with MI-STEP grant-eligible solutions.

August 11: [Van Andel Global Trade Center's Summer Summit](#)

This in-person event is filled with global trade education, best practices, networking, and fun! Keynote speaker Macrina Griffith, Manager of International Logistics and Compliance at PETCO, will discuss the ever-changing environment of international business. Break-out sessions give attendees the chance to explore trade topics with industry experts.

International Trade Leads

Ghana, Toyota Parts: Company seeking spring bushing shackles, steering knuckle seals, knuckle bearings, stabilizer link bushes, and stabilizer bar bushes. Reply to hannah.kamenetsky@trade.gov; eve.lerman@trade.gov.

India, Zeolite and Oil-Free Compressors: Indian vending machine and dispensing equipment manufacturer seeking supply of zeolite and oil-free compressors for manufacturing O2 concentrators. Reply to malarvizhi.parimel@trade.gov; eve.lerman@trade.gov.

Jamaica, EV Charging: EV company is seeking 60 charging stations for installation across Jamaica in 2021. Reply to steenbergenGJ@state.gov; eve.lerman@trade.gov.

Jordan, Surface Disinfectants & Liquids: Company seeking contract manufacturer to produce existing brands, including aerosols, surface disinfectants/cleaners, and liquid lines. Reply to lubna.abdelhadi@trade.gov; eve.lerman@trade.gov.

Mexico, Auto Parts: Automaker seeking tier 1, 2 and 3 suppliers, sunroof complete-slide, cover and disc clutch, tens assy-accsy belt, tube assy-egr guide, raw materials, EV including connectivity, infotainment, electronics, components, batteries, sensors, powdered metal technologies, powertrain and aluminum injection. Reply to monica.martinez@trade.gov; eve.lerman@trade.gov.

Romania, Construction: Romanian Ministry of Defense is seeking a construction company with experience in building infrastructure on military bases. Reply to washington.economic1@mae.ro; zmunro@gsgp.org; include your international trade manager.

Ukraine, Hydrogen Production: Ukraine wind farm company is building an electrolysis plant with a capacity of 70-80 m3 hydrogen/hour. Company is seeking hydrogen production equipment manufacturers and 1 MW hydrogen fuel cell manufacturers. Reply to myroslava.myrtsalo@trade.gov; eve.lerman@trade.gov.

