



MICHIGAN ECONOMIC
DEVELOPMENT CORPORATION



INTERNATIONAL TRADE

New Caribbean Trade Center Expands MEDC Coverage to 100+ Markets

MEDC's International Trade team is excited to announce the addition of a Caribbean Trade Center to its global coverage of now 100+ foreign markets. Exporters can benefit from a closely situated market that has an excellent trading relationship with the US. The Caribbean Basin is close in many cultural aspects, is ideal for sectors requiring proximity, and has an economy based on services that require high-tech partnering. The region imports a wide range of goods and services making it a key export destination in terms of absolute export numbers as well as across a range of industries. Opportunities include industries such as agri-tech, defense, energy solutions, business consulting, information technology, infrastructure, and healthcare.

Michigan's Caribbean Trade Center covers Bahamas, Costa Rica, Dominican Republic, El Salvador, Guatemala, Honduras, Jamaica, Nicaragua, Panama, and more. Michigan exporters are encouraged to leverage the market knowledge and industry connections of local experts to explore market expansion to these countries.

Do you have a product or service that's well positioned for these markets? Want to know more about existing opportunities? Contact your International Trade Manager to get started today.

[GET STARTED](#)

Michigan Exporters Share Real-Life Experiences

In fiscal year 2020 alone, MEDC's International Trade Program helped 530 companies increase their export sales in 121 countries. During a July session of the Michigan Manufacturers Association's [Michigan Roots, Global Reach](#) virtual series, companies shared their real-life experiences of discovering new markets and developing customer relationships through MEDC-supported activities.

Special thanks to our company participants, [Redi-Rock](#)'s Andrew Nickodemus, [Sakor Technologies](#)' Randy Beattie and [Acme Mills](#)' Neil Gross.

"If you have any thoughts of doing business outside the borders of the United States you should absolutely contact the MEDC."

– Neil Gross, President of Acme Mills

HEAR THEIR STORIES

Trade Mission to Brazil and Colombia

In-person: November 8-12 with virtual options
Register by August 13

The Great Lakes St. Lawrence Governors & Premiers are hosting a [trade mission to Brazil and Colombia](#) with options to attend in-person and virtually. Connect with prospective customers and partners and increase your sales in these two growing economies.

Export Events

August 3: [Trade Talk Tuesday – Developing Your Strategic Plan for Export Growth](#)

Receiving international sales inquiries and wondering if more opportunities exist in that market? Wish you had more time to pursue foreign leads? Join this free chat on how to accelerate your export strategic planning.

August 3: [Data Privacy Rules for Selling Internationally](#)

Hear from data privacy experts from the International Trade Administration's digital services industry specialists on how to comply with the various data privacy rules around the globe, including GDPR.

August 10 and 24: [Michigan Roots, Global Reach: Virtual Lunch & Learn Series](#)
Michigan Manufacturers Association continues its virtual series to help manufacturers explore MEDC's International Trade Program. These sessions will feature a MI-STEP grant discussion and export service providers.

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! The keynote will discuss the ever-changing environment of international business and break-out sessions give attendees the chance to explore trade topics with industry experts.

August 19: [Video Connections to Increase Exports and Support Customers](#)

Learn how to utilize virtual reality and real time video to connect with reps and customers for sales discussions, support, post-sales service, installation and training.

Sept. 30 – Dec. 10: [ExporTech](#)

ExporTech helps manufacturing and technology executives draft customized strategic plans for export growth based on international market research and expert advice from top international trade professionals.

October 19: [Integr8: Industry 4.0 Conference](#)

Integr8 will feature keynotes from global technology leaders, breakout sessions on a cross-section of digital transformation topics, and an expo hall featuring cutting-edge manufacturing technologies. Small manufacturers attend free!

International Trade Leads

Jordan, Cleaners: Company is seeking contract manufacturer to produce existing brands for sale in US and foreign markets, including aerosols, surface disinfectants/cleaners, and liquid lines (shampoos, liquid hand soaps, hand sanitizers). Reply to: Lubna.Abdelhadi@trade.gov; Eve.Lerman@trade.gov.

Mozambique, Metal fabrication: Mechanical and industrial engineering firm seeking plasma cutter table, hydraulic guillotine, press brake machine, diesel power generator, and many more tools. Reply to: Fiyona.Guitunga@trade.gov; Eve.Lerman@trade.gov.

South Korea, Scrap material: Scrap materials importer wants to serve as a distributor/wholesaler/agent/sales rep for non-plastic scrap exporters. Interested in supply of scrap metals of multiple varieties and petrochemical and electronic scrap. Reply to: Jessica.Son@trade.gov; Eve.Lerman@trade.gov.

United Kingdom, Recycled plastic: Horticulture company seeking a distributor of recycled transparent rigid PVC, regrind or bales, not virgin pellets, more than 60

tons/month and is willing to work with multiple suppliers. Reply to: Kristina.Schaferova@trade.gov; Eve.Lerman@trade.gov.

India, Zeolite and oil-free compressors: Vending machine and dispensing equipment manufacturing seeking supply of zeolite and oil-free compressors for manufacturing O2 concentrators. Reply to: Malarvizhi.Parimel@trade.gov; Eve.Lerman@trade.gov.

Turkey, Ethyl alcohol: Synthetic motor oil company is looking to import up to 10,000 tons of ethyl alcohol/year to resell to ink producers, printing houses, cosmetic and disinfectant producers in country. Reply to: Naz.Demirdoven@trade.gov; Eve.Lerman@trade.gov.

Tunisia and Algeria, Auto equipment: Manufacturer of multi-leaf, parabolic and air suspension springs seeks equipment to expand production: for painting, eye-forming, forming, heat treatment, and quality measurement, including spectrometers and durometers. Reply to: BenSlimeneM@state.gov; Eve.Lerman@trade.gov.

Kenya, Multiple polymer products: 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.

Oman, Licensing agreement: Oman Port of Duqm Company is launching an international competitive tender to select a private operator acting as a concessionaire to develop, implement, and operate a modern container terminal facility for 30 years. Reply to: DanielR@state.gov; Eve.Lerman@trade.gov.

India, Mill kraft wastepaper: Paper supplier seeking to procure 300 MT of steel mill kraft wastepaper (dry) per month. Reply to: Raman.Ahuja@trade.gov; Eve.Lerman@trade.gov.

Indonesia, Business consultants: Overhead crane manufacturer seeking inspection, safety, predictive maintenance, management and supervision, marketing, safety standards, and profitability consultants. Reply to: Mario.Simanjuntak@trade.gov; Eve.Lerman@trade.gov.

