



MICHIGAN ECONOMIC
DEVELOPMENT CORPORATION



INTERNATIONAL TRADE

New! Featured Trade Leads

MEDC's International Trade monthly newsletters now feature trade leads shared by the U.S. Commercial Service. Look for this information every month at the bottom of each newsletter.

Upcoming Trade Missions

**Virtual Mexico Trade Mission
June 21-July 2, 2021**

Join the Great Lakes St. Lawrence Governors & Premiers' virtual trade mission to Mexico and find new customers to grow your export sales! The virtual format enables extended geographic reach in Mexico as meetings will not be limited to specific cities. Participants receive a customized schedule of B2B meetings to connect with prospective customers and partners, market briefings, and logistical support provided by the Michigan Mexico Center.

[REGISTER BY APRIL 23](#)

**Automotive Meetings Querétaro
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. This event will be held virtually and resumes in-person next year. Companies who commit to exhibit in February 2022 receive 50 percent off registration for the July 2021 event.

[REGISTER BY JUNE 18](#)

Export Events

[Target Japan: Michigan Mobility and Automotive Software Showcase](#)

June 16, 2021

Are you an innovative firm offering software solutions in Michigan's mobility and automotive sector? Join the U.S. Commercial Service, MEDC, and the U.S. Consulate in Osaka, Japan for a virtual showcase for Japanese OEMs and suppliers where select Michigan companies will present their software solutions to buyers in the mobility sector. *Applications are due by April 19 and the showcase is limited to the first six qualified applicants.*

[Michigan's Defense Industry](#)

April 6, 2021

Join the Michigan Defense Center, Michigan Israel Business Accelerator and Israel Ministry of Defense for an in-depth discussion on Michigan's defense industry. Walk away with an understanding of how to navigate the Michigan ecosystem, resources available to help you succeed and an opportunity for Q and A.

[Fundamentals of Harmonized System Classification](#)

April 13-15, 2021

Van Andel Global Trade Center's three-day livestream training event teaches companies the essentials in keeping their global supply chain moving. Topics include understanding and applying the General Rules of Interpretation, utilizing section notes, chapter notes, headings and subheadings and more!

[Trade Talk Tuesday: Online Sales](#)

April 20, 2021

This free, 20-minute discussion will highlight the importance of digital strategy and resources available to your company as you strive to increase international online sales. Learn from someone who has benefitted from a digital strategy as well as the Director of the U.S. Commercial Service's eCommerce Innovation Lab.

Michigan Makers Go Global!

April 28, 2021

Makers of products such as apparel, custom furniture, and other consumer goods are invited to learn about digital strategies and available resources to help expand sales online to include overseas markets. The webinar features a panel of small businesses that have successfully sold goods online to international markets and experts from federal and state agencies.

Free Export Programs and Digital Tools

April 29, 2021

Enable your company to expand or initiate international sales during one of the most challenging times in our business community. Join MEDC's David Newhouse for an introductory webinar on our International Trade Program services, including grant funding and digital tools.

Canada, U.S. and Michigan: Mapping the Business Landscape

May 4, 2021

Join this conversation with Consul General Joseph Comartin, Consulate General of Canada in Detroit, and Maryscott Greenwood, Canadian American Business Council, as they discuss the Canadian-U.S. relationship and its implications for Michigan.

International Trade Leads

Italy, Scrap brass: A manufacturer is seeking 100 tons/month of scrap brass, no specific grade. [Reply to overseas post.](#)

Djibouti, Plastics recycling machinery: A bottling company is seeking machinery to recycle plastic bottles: plastic crusher-shredder, single screw extruder, hydraulic compression molding press, press molding, electrical controls. [Reply to overseas post.](#)

Portugal, Packaging materials: Seeking 2-seal lay flat plastic pouches with zipper, easy opening, from sustainable materials for toothbrushes. [Reply to overseas post.](#)

Bosnia-Herzegovina, Plastic-PVC powder: Seeking PVC powder-ONGROVILL S-5167 to produce doors and windows. [Reply to overseas post.](#)

Malaysia, Industry 4.0, RPA, IDP: The Industry 4.0 Association Malaysia is seeking immediate introductions to companies in the Robotic Process Automation (RPA) and/or Intelligent Data Processing (IDP) industries. [Reply to overseas post.](#)

Israel, RGV-rail guided vehicles: Seeking manufacturers or integrators of RGV-rail guided vehicles for turn-key material handling solution. [Reply to overseas post.](#)

Mexico, Polyols and toluene diisocyanate-TDI: A polyurethane foam manufacturer serving furniture, automotive, and medical industries is seeking 200 tons/month of Polyether polyol, Polymeric polyol, and Toluene Diisocyanate-TDI-80/20 by 4/30/21. [Reply to overseas post.](#)

Mexico, Seating foam-isocyanate polyol: A vehicle seat manufacturer is seeking foam, isocyanate polyol, to manufacture bus seats. [Reply to overseas post.](#)

Philippines, ICT systems, data center modernization: Philippines tax authority is seeking a U.S. firm to modernize ICT systems and data center, funded by the U.S. Trade and Development Agency. [Reply to overseas post.](#)

Brazil, IT security solutions: Brazilian oil and gas company is seeking an IT security solution offering advanced encryption with multiple authentication to protect data at rest, in transit, and in use, on a confidential server. [Reply to overseas post.](#)

Jordan, IT solution: Jordanian government is seeking digital payments system for comprehensive management of government collections. [Reply to overseas post.](#)

Peru, IT digital signature provider: Peru Chamber of Commerce seeking to partner with software provider to offer digital signature service to businesses. [Reply to overseas post.](#)

Malaysia, IT security equipment: Malaysian research facility seeking U.S. firm with Malaysian reps for physical protection system (PPS): CCTV, motion sensors, door alarms, electronic access control, alarm and video monitoring. [Reply to overseas post.](#)

Uruguay, Forensic and rapid response: Uruguay government seeking forensic and rapid response incident deployment tools. [Reply to overseas post.](#)

Uruguay, Portability database: Uruguay government seeking administrator of the Number Portability Database to administer, manage, and coordinate synchronization. [Reply to overseas post.](#)



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