E-NAFTA: Canada & Mexico May Be Hot E-Commerce Markets After NAFTA Renegotiation

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North American Free Trade Agreement (“NAFTA”) renegotiations are presently under way with closed-door rounds of negotiation planned for most of 2017. Fortunately, the proposed “Border Adjustment Tax” is off the table and there is now a spirit of momentum toward modernizing the trade agreement. One of the key areas of relative consensus is the desire to update NAFTA to meet the needs of today’s economic environment. E-commerce and digital trade are some of the highly anticipated bright spots amid the rhetoric that surrounds renegotiation. The United States, Canada, and Mexico each recognize that commercial behavior is much different than when NAFTA was enacted 23 years ago. The current version of NAFTA does not contemplate the exponential rise of e-commerce or the possibility to generate significant revenues from intangible digital products.

Anyone looking to reach the markets of Canada and Mexico may find barriers to entry, as well as barriers to customer purchases, greatly reduced in one year’s time. A number of proposals are on the table to ease cross-border transactions, especially those involving intangibles and consumer items that are often distributed in small parcels. These improvements may include eliminating tariff duties on digital items, allowing commingled shipments of small parcels across the NAFTA borders, and using technology to increase transparency and the ease of entry through collaboration between the three border security agencies. Read the rest of the article here.

ODSA Export Assistance

Considering the idea of exporting but not sure where to start? The Ohio Development Services Agency has identified that less than 1 percent of the 30 million businesses in the United States currently export, despite that more than 95 percent of the world’s population lies outside of the United States’ borders. Because Ohio is the eighth largest exporting state in the country, the Ohio Development Services Agency has published information to help businesses start or increase their exporting. Resources regarding exporting counseling, financial assistance and connecting to new markets can be found here.

NIST Extra

NIST, Partners Create Standard to Improve Sustainable Manufacturing

This article published by the National Institute of Standards and Technology (NIST) introduces a new international standard to improve sustainable manufacturing. Their goal is to set a new standard that will lead to large improvements in sustainability while maintaining efficient product cycle costs.

CDME Events

Lunch and Learn
"Small Business Growth Through Export to International Markets"
Presented by Telhio Credit Union and SBA
Friday, October 27 12:00 PM - 2:00 PM
Register here.
Lunch and Learn  
Creating and Commercializing Products  
Presented by AWH and CDME  
Friday, November 3  12:00 PM - 2:00 PM  
This event will be held at Rev1 Ventures.  
Register here.

Seminar  
"Alternative Funding Strategies for Industrial Clients Who Need to Upgrade Facilities Processes With Net Zero Budget Impact"  
Presented by ABM and KeyBank  
Thursday, November 9  2:00 - 4:00  
Register here.

Other Upcoming Events  

October Bunker Brews - Sean Lane, CEO of CrossChx  
Wednesday, October 25  5:30 PM - 8:00 PM  
CrossChx  
Columbus, Ohio 43215  
Register here

LinkedIn for the Business Owner: Best Techniques and Strategies to Grow your Top and Bottom Line  
Thursday, October 26  7:30 AM - 9:30 AM  
Dublin Entrepreneurial Center  
Columbus, Ohio 43017  
Register here

2017 Global Summit: Attracting, Retaining Talent for Growth & Operations  
Friday, October 27  8:00 AM - 1:00 PM  
Blackwell Inn & Conference Center  
Columbus, Ohio 43210  
Register here

Ohio Manufacturers’ Workforce Summit  
Wednesday, November 1  10:30 AM - 3:30 PM  
Greater Columbus Convention Center  
Columbus, Ohio 43215  
Register here

TechBash Columbus  
Wednesday, November 1  6:30 PM - 9:00 PM  
Rev1 Ventures  
Columbus, Ohio 43212  
Register here

Small Business Success Virtual Conference  

Matt Peters, Assistant Director of the ODSA, presents a resolution from Governor Kasich to John Bair, Executive Director of CDME, declaring October 2017 as Manufacturing Month.

On October 6, small manufacturing outfits and large bohemos alike opened their doors as part of this national day to honor one of the most valuable industries in the history of our nation and to educate people on the benefits of modern manufacturing.

CDME scheduled their third and final open house of the year to coincide with national Manufacturing Day. The annual event began in 2012, and Ohio has consistently ranked in the top as hosting the most number of Manufacturing Day events, along with California, Michigan and Florida.

Our guests were taken on a guided tour of the facility, which included stops at eight stations. Six stations featured live manufacturing demonstrations, featuring a 300-ton press, CNC mill, electromagnetic conformal joining, electrical engineering, 3D printers, and material testing. The last station was located in our future Student Innovation Lab, which is currently being renovated into a state-of-the-art engineering, design and entrepreneurship hub for students of the newly launched E3 program. This tour stop was a clever display representing product ideology and commercialization challenges.

Students, educators, start-ups, and individuals representing the state of Ohio were all represented in the audience. CDME is a microcosm of the manufacturing industry but is unique in that academia is immediately available to support our applied engineering and technical services.
Partner Spotlight

Benesch Friedlander Coplan & Aronoff LLP

Benesch’s Innovations, Information Technology & Intellectual Property (3iP) Practice Group represents clients in protecting their most valuable asset class: their intellectual capital. Whether obtaining intellectual property rights, prosecuting infringement actions, or helping clients exploit their intellectual property rights, the 3iP Group has the legal training and experience to help clients get the most out of their intellectual capital. In addition, Benesch’s 3iP Group is skilled in counseling clients with respect to IP rights of others and in defending clients in IP actions brought against them in courts and administrative agencies throughout the United States and internationally. We counsel on all forms of intellectual property, including patents, copyrights, trademarks, and trade secrets. Services we provide include patent and trademark drafting and prosecution, advising clients on patent and trademark infringement and validity matters, and drafting intellectual property-related agreements. In addition, Benesch’s 3iP Group has experience in complex patent, trade secret, trademark and copyright litigation. (614) 223-9321

September Lunch & Learn Recap

Our September Lunch and Learn focused on addressing the world of talent management (TM) as it relates to the manufacturing industry. Karen and Mac McVey of ClearView Management presented an Ohio State study they conducted on the availability of skilled and highly skilled talents in the manufacturing industry. Their description detailed how integrated talent management systems and principles offer solutions to this situation, allowing for an intriguing and informational discussion of the direct impacts of talent management systems on small to medium sized companies. Other topics addressed during our September Lunch and Learn included talent acquisition and development, employee engagement and competency and performance management.

Michael "Mac" McVey, ClearView Management, presents to the crowd at our September Lunch and Learn.

The Ohio Manufacturing Extension Partnership (MEP) program is funded in part by the U.S. Department of Commerce, National Institute for Science and Technology, the Ohio Development Services Agency and local partners including the Center for Design and Manufacturing Excellence. Ohio MEP is driving productivity, innovation and global competitiveness for Ohio manufacturers with a focus on small and medium sized enterprises (SME).