

The World is Open for Your Business.

Let the U.S. Commercial Service
connect you to a world of opportunity.

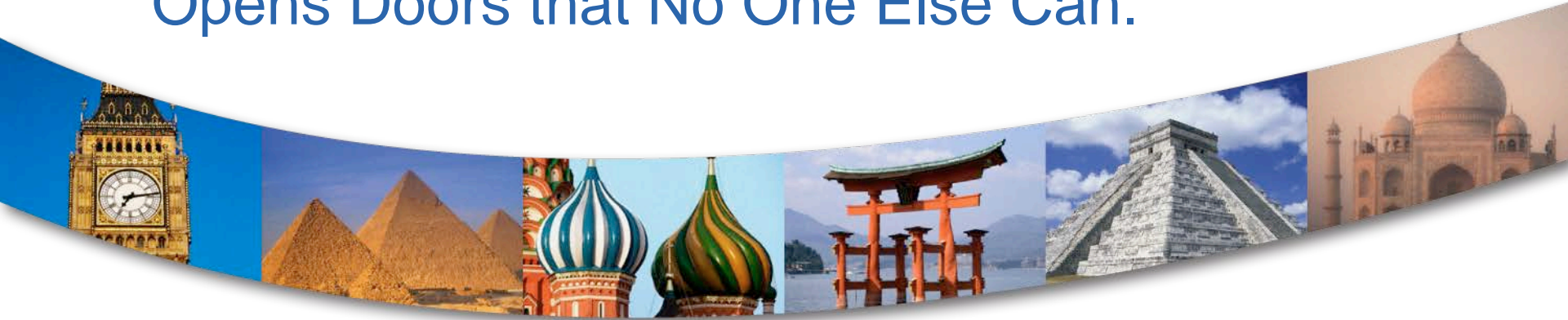


Let Us Help You Export.

With offices throughout the United States and in U.S. Embassies and consulates in over 70 countries, the U.S. Commercial Service of the U.S. Department of Commerce's International Trade Administration utilizes its global network of trade professionals to connect U.S. companies with international buyers worldwide.



Our Global Network of Trade Professionals Opens Doors that No One Else Can.



- The U.S. Commercial Service provides U.S. companies unparalleled access to business opportunities around the world.
- As a U.S. Government agency, we have relationships with foreign government and business leaders in every key global market.
- Our trade professionals provide expertise across most major industry sectors.
- Every year, we help thousands of U.S. companies export goods and services worth billions of dollars.

Our Proven Expertise Makes Doing Business Internationally Easier.

Whether you are looking to make your first export sale or expand to additional international markets, we have the expertise you need to tap into lucrative opportunities and increase your bottom line.

- **Trade Counseling.** Get the information and advice you need to succeed.
- **Market Intelligence.** Target the best trade opportunities.
- **Business Matchmaking.** Connect with the right partners and prospects.
- **Commercial Diplomacy.** Ensure your products and services have the best possible prospects for success in international markets.

Proven Expertise: Trade Counseling

Get the information and advice you need to succeed.

- **Planning and Strategy.**
 - Create a comprehensive international business plan for entry or expansion into targeted markets.

- **Legal and Regulatory Issues.**
 - Determine export licensing needs for shipping products.
 - Understand and comply with global product standards, certification requirements, electricity regulations, and packaging laws.
 - Avoid intellectual property issues and legal disputes.



Proven Expertise: Trade Counseling

Get the information and advice you need to succeed.

- Documentation and Product Requirements.
 - Learn about export documents, including Electronic Export Information filing, invoices, packing lists, and certificates of origin.
 - Verify tariff rates and import fees; determine your product's Schedule B and HS numbers. <http://export.customsinfo.com>

<http://www.census.gov/foreign-trade/schedules/b/index.html>
- Trade Problems.
 - Get assistance with customs-related issues.
 - Obtain support if your company's exports or foreign bids are adversely affected by a trade barrier.
 - Limit the risk of non-payment and receive assistance if problems arise.



Real Results: Dredging Supply Company

Louisiana-based manufacturer Dredging Supply Company (DSC) shipped its \$3.5 million dredger on schedule thanks to U.S. Commercial Service assistance in getting an emergency permit issued for the shipment, saving DSC \$200,000.

“I can’t thank the [U.S.] Commercial Service enough... If we had missed this ship, it would have cost us hundreds of thousands of dollars in penalties and heavy equipment fees, not to mention the goodwill of our buyer in the UAE.”

— Charles Sinunu
International Sales Director
Dredging Supply Company

Proven Expertise: Market Intelligence

Target the best trade opportunities.

- **Country Commercial Guides.**
 - Leverage reports, prepared annually by U.S. Embassy staff, containing information on the business and economic situation of foreign countries and the political climate as it affects U.S. business and investments. www.export.gov

- **Customized Market Research.**
 - Get specific answers to your specific international business questions.



Proven Expertise: Market Intelligence

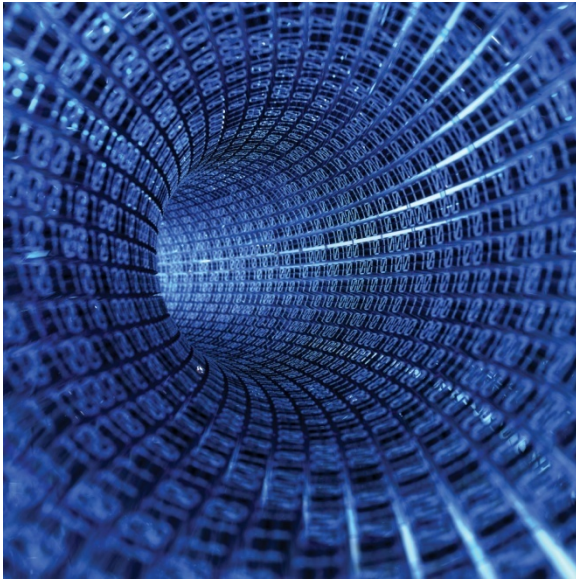
Target the best trade opportunities.

- **Background Reports.**

- Learn about potential partners from our trade professionals working in your target markets.
- Get detailed credit reports covering sales, profit figures, potential liabilities, and other financial information.

- **Trade Data and Analysis.**

- Obtain the latest annual and quarterly trade data by country, state, commodity, and year. <http://dataweb.usitc.gov>
- Find industry-specific trade data and analysis. www.export.gov
- Get country-specific tariff and trade agreement information.



Real Results: Dartware, LLC

New Hampshire-based software company Dartware, LLC has leveraged U.S. Commercial Service market research, personalized matchmaking, and extensive trade counseling to connect with resellers in South Africa, Turkey, the United Kingdom, Hong Kong, and Singapore.

“We had a reseller in India tell us there is a 15 percent sales withholding tax. Right away I was on the phone with the U.S. Commercial Service asking, ‘Is this right?’ Within a week, we had the information we needed to eliminate that tax. That was a phenomenal service.”

— John Sutton
Director of Sales and Partner Development
Dartware, LLC

Proven Expertise: Business Matchmaking

Connect with the right partners and prospects.

- **Partner Search.**
 - Find pre-screened potential partners and get detailed company reports; determine the marketability of your product or service.
- **Personalized Business Matchmaking.**
 - Meet with potential buyers, sales representatives, and business partners.
 - Leverage customized market briefings.
- **Trade Missions.**
 - Participate in business development missions led by senior U.S. government officials.
 - Meet with distributors, government and industry officials, prospective customers, and U.S. Embassy officials.



Proven Expertise: Business Matchmaking

Connect with the right partners and prospects.

- **Trade Shows.**

- Use our International Buyer Program to meet with pre-screened buyers at major U.S. trade shows.
- Exhibit in the U.S. Pavilion at our Certified Trade Fairs.
- Let us distribute your marketing literature at global trade shows.

- **In-Country Promotions.**

- Leverage customized venues to reach potential partners and buyers.
- Advertise in our official catalog of U.S. suppliers sent to nearly 400,000 international companies.
- Feature your company on our local-language Web sites.





Real Results: Old Mother Hubbard

Massachusetts-based pet food manufacturer Old Mother Hubbard secured a distributor in Singapore and projects \$300,000 in first-year sales.

“The U.S. Commercial Service business matching services were invaluable in helping our company accelerate plans for exporting to Singapore. I met with many potential distributors and was provided with relevant market intelligence that helped us quickly determine who would be best to partner with in Singapore.”

— Michael Cole
International Distribution Manager
Old Mother Hubbard

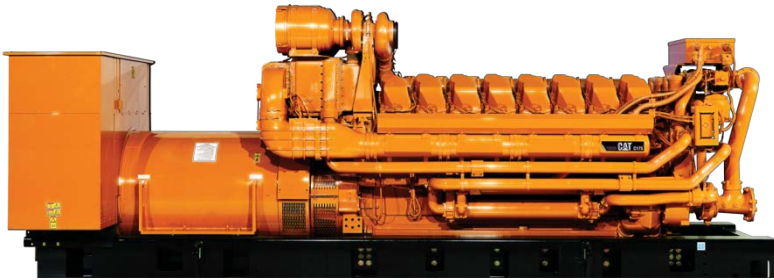
Proven Expertise: Commercial Diplomacy

Level the international playing field for your company.

www.export.gov/advocacy

- Overcome trade obstacles to successfully enter international markets.
- Access U.S. government trade advocacy for your foreign government procurement bids.
 - Visits to key foreign officials by high-ranking U.S. officials
 - Direct support from U.S. officials stationed overseas
 - Letters to foreign decision-makers





Real Results: Caterpillar, Inc.

Illinois-based Caterpillar, Inc. leveraged U.S. Commercial Service advocacy to ensure that it would be competing on an equal footing with their international competitors when bidding on \$58 million project in China.

“Without the resources of the U.S. government, the likelihood of success would have been greatly diminished. This is a great example of how having U.S. government backing for a project can bring additional credibility to the process when convincing potential buyers such as the Chinese to award a bid.”

— Jack Gehring
Director of International Service Division
Caterpillar, Inc.

New Jersey Depends on World Markets

New Jersey's export shipments of merchandise in 2012 totaled \$37.3 billion.

Top New Jersey export markets:

- Canada \$6.9 billion
- Mexico \$2.1 billion
- Netherlands \$2.1 billion
- United Kingdom \$1.9 billion
- Japan \$1.6 billion

Contact us today
to connect with a world of opportunity.

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**U.S. Commercial Service—
Connecting you to global markets.**

