

U.S. Commercial Service

The U.S. Commercial Service is a program of the U.S. Department of Commerce's International Trade Administration.

Our mission:

- ▶▶ To promote the export of goods & services from the United States, particularly by small- and medium-sized businesses
- ▶▶ To represent U.S. business interests internationally
- ▶▶ To help U.S. businesses find qualified international partners

Our Network & What it can do for you

- Trade specialists in 108 U.S. cities and
- Commercial Officers and Specialists in 80 countries worldwide...



We can...

- Locate international buyers, distributors & agents
- Provide assistance at every stage of internationalization
- Help you to enter new markets faster and more profitably

Products & Services

- Trade Counseling & Events
- Advocacy
- Market Research
- Gold Key Matching Service
- International Partner Search
- Video Gold Key



Trade Counseling

Our trade specialists in the U.S. work directly with our team of experts overseas in getting you all the information and advice that you need.

We can help you:

- ▶▶ Determine the best markets to enter
- ▶▶ Evaluate international competitors
- ▶▶ Comply with legal and regulatory issues
- ▶▶ Settle disputes
- ▶▶ Learn about cultural issues and business protocol
- ▶▶ Local events and training that offer insights into specific markets.



The Advocacy Center

Assistance may include:

- Visits to key foreign officials by high-ranking U.S. officials
- Direct support from U.S. officials stationed overseas
- Letters to foreign decision-makers
- U.S. export credit agency financing support to qualified U.S. companies

Coordination: U.S. officials at embassies and other U.S. government agencies provide maximum assistance.

Market Research

The U.S. Commercial Service Market Research Library
country and industry specific market reports, web sites,
events, and trade directory listings.

- **Included in the Library:**

Country Commercial Guides - contain information on the (PEST-EL) Political, Economic/Business, Social, Technology-Environmental and Legal as it affects U.S. business and foreign investments.

Gold Key Matching Service

- ▶▶ Pre-screened appointment schedule arranged for you before you travel overseas
- ▶▶ Customized market and industry briefings with our local trade specialists
- ▶▶ Timely and relevant market research
- ▶▶ Post-meeting debriefing with our trade specialists and assistance in developing appropriate follow-up strategies
- ▶▶ Help with travel, accommodations, interpreter service, and clerical support



International Partner Search

1. You provide your marketing materials and background on your company
 2. Then we use our network of international contacts to interview potential partners and provide you with a list of up to five pre-qualified partners
- ▶▶ Save valuable time and money by working only with pre-qualified international partners that are interested in selling your products and services.
 - ▶▶ Obtain high-quality market information on the marketability and sales potential for your products and services.



Business Information Centers

- China Business Information Center: www.export.gov/china
- Middle East and North Africa: www.export.gov/middleeast/
- India Information Center: www.export.gov/india

On the website:

- Evaluate market readiness
- Identify sources of government assistance
- Obtain market research
- Find trade finance
- Participate in trade events
- Find quick tips on doing business

Contact info:

Philadelphia USEAC

Tel: 215.597.6105

Email: theo.hunte@mail.doc.gov

1-800-USA-TRADE

www.export.gov

www.buyusa.gov