The World is Open for Your Business





U.S. COMMERCIAL SERVICE GLOBAL PRESENCE

U.S. Embassies and Consulates worldwide; Finland in markets where U.S. business needs us most. Canada Kazakhsta Mond **United States** North Atlantic fghani Ocean Pak Algeria Egypt Libya Mali Niger Sudan Chad Colombia Indonesia Papua New anzahia Brazil Guinea Angola Namibia Indian South Ocean th Australia Atlantic Ocean an South Africa Argentina New Zealand KEY • RSCOs, SCOs, PCOs, CSs Partnership Posts

U.S. Department of Commerce | International Trade Administration | U.S. Commercial Service



Overseas, we're part of

U.S. COMMERCIAL SERVICE DOMESTIC PRESENCE









360° SERVICE

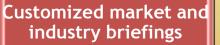
YOUR local trade specialist will counsel you and connect you to resources across the globe.



RAISING THE BAR

CS SIGNATURE MATCHING SERVICE

Our dedicated team of trade experts located in 80 countries around the globe can arrange meetings for you with potential agents, distributors or other partners in a specific market through our Gold Key Matching Service. Features include:



Appointments with prospective partners

Post-meeting debriefing and followup strategies

Help with travel & interpreter service

SUCCESS



International Trade Administration U.S. Commercial Service



MATCHING CRITERIA

CS SIGNATURE MATCHING SERVICE

- What type of representation is being sought: agent, distributor, licensee, direct buyer?
- What technical, servicing, or qualifications should your representative have?
- List the most important end-users or end-user industries for your product/service.
- How is the product typically distributed and marketed in the US? In other countries?
- Which related products might also be handled by an agent or distributor of this product? Who are your competitors?

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EXPORT QUESTIONS

- How can I find a vetted, qualified distributor of my product in China?
- I want to open a sales office in Vietnam, what's required?
- My buyer never paid me. Help!
- How can I be sure Brazil will accept the testing that has been done on my product?
- How can I protect my intellectual property abroad?
- Does my product qualify for preferential tariff treatment under an FTA?
- Can you help me find an in-country attorney to review my contract?
- My company is bidding on a port development project in Morocco. What support can the USG provide?



CS TRADE PROGRAMS

| Event | Location | Partners |
|--------------------------------------------------------------------|-------------------|-----------------------------------------------------------|
| Exportech | Newark, DE | DEMEP, Global Delaware, WTC, SBA, DEC |
| Export University | Philadelphia, PA | Temple CIBER, DEC |
| Export Compliance Conference Navigating Trade's New Environment | Atlantic City, NJ | DEC, State of NJ |
| Delaware Export Roadshow | Delaware | DEMEP, Global Delaware, WTC, SBA, DEC |
| StartUp Global | Philadelphia, PA | Temple CIBER, PA Welcoming Ctr, Global Innovation Fund |
| Automated Commercial Environment Seminar | Philadelphia, PA | Temple CIBER |
| TradeWinds | Romania | Tradewinds |
| | | |





MEET OUR U.S. COMMERCIAL SERVICE TEAM

CS Philadelphia

Antonio Ceballos, Director Antonio.Ceballos@trade.gov

Management Consulting Services, Overall Coordination and Management

Theo Hunte, Sr. Int'l Trade Specialist Theo.Hunte@trade.gov

Agribusiness & Processed Foods, Building & Construction, Energy & Mining, Business Services

Tony Pu, Sr. Int'l Trade Specialist, <u>Tony.Pu@trade.gov</u> Aerospace & Defense, Information & Communication Technology, Safety & Security

Iris Kapo, Sr. Int'l Trade Specialist Iris.Kapo@trade.gov

Automotive, Pharmaceuticals, Healthcare, Biotechnology, Lab Equipment, Veterinary Medicine

OUR TEAM CAN:

- Locate international buyers, distributors & agents
- Provide expert help at every stage of the export process
- Help you to enter new markets faster and more profitably

