

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 nearly 80 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

We Work with You to Connect Your Company with the Right Opportunities Abroad.

Our experienced trade professionals help you enter international markets in the most efficient, targeted way. We assess your export potential, understand your needs, and provide the right mix of U.S. Commercial Service capabilities to achieve your exporting goals.

U.S. Commercial Service Business Approach



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

Gold Key Service



The most effective method of establishing a successful business relationship with potential agents, distributors or other strategic partners. We carefully screen and qualify potential business partners to ensure that your meetings are productive and informative as you prepare to export.

- Customized market and industry briefings with our trade specialists
- Timely and relevant market research
- Appointments with prospective trade partners in key industry sectors
- Post-meeting debriefing with our trade specialists and assistance in developing appropriate follow-up strategies
- Help with travel, accommodations, interpreter service, and clerical support

Trade Strategies Should Address Potential Challenges.

Export assistance through the U.S. Commercial Service helps U.S. companies navigate trade barriers and develop strategies to mitigate risk.

- **Protectionist Policies.** High tariffs, import quotas, and import license requirements limit demand for products exported from the U.S. (e.g., Brazil and India) to protect their domestic manufacturers.
- **Lack of Transparency in Foreign Customs.** Unclear or extensive documentation requirements and other practices by foreign customs agencies negatively affects U.S. exporters (e.g., China).
- **Foreign Competition and R&D Investment.** U.S. producers must be innovative to maintain the edge over foreign competitors.

Source: "2015 ITA Technical Textiles Top Markets Report," OTEXA

Links to Resources

- Export.gov (<http://export.gov/>)
- U.S. Commercial Service (<http://export.gov/northcarolina/>)
- Trade Data & Analysis (<https://build.export.gov/main/tradedata/index.asp>)
 - USA Trade Online (<https://usatrade.census.gov/>)
 - WTO Statistics Database (<http://stat.wto.org/Home/WSDBHome.aspx>)
 - ACCESSNC (<http://accessnc.commerce.state.nc.us/EDIS/page1.html>)
- Country Commercial Guides (<http://www.export.gov/ccg/>)
- Market Research Library (Relaunching in March 2016)
- Export Basics (<http://export.gov/exportbasics/index.asp>)
- SelectUSA (<http://selectusa.commerce.gov/>)

Links to Resources (Continued)

Partner Organizations/Agencies

- SBTDC (<http://www.sbtdc.org/>)
- EDP NC (<http://www.nccommerce.com/it>)
- NC DEC (<http://www.ncdec.us>)
- World Trade Organization (<https://www.wto.org/english>)
- Federal Trade Commission (<https://www.ftc.gov>)
- Office of the U.S. Trade Representative (<https://ustr.gov>)

Trade Winds India

May 6-13, 2019

The 2019 U.S. Commercial Service Trade Winds program includes an Indo-Pacific focused business forum in New Delhi, India consisting of regional and industry specific conference sessions as well as pre-arranged consultations with U.S. Diplomats representing commercial markets throughout the region.

Customize an optional business matchmaking schedule, based on input from our Commercial Specialists throughout the region, and grow your international sales through meetings with pre-screened potential buyers, agents, distributors and joint-venture partners in the following Indian cities on May 8-10: New Delhi, Mumbai, Ahmedabad, Bengaluru, Chennai, Hyderabad, Kolkata



Contact Us Today

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

