

Exporting Agriculture

Southern California International Trade Summit



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U.S. Commercial Service
International Trade Administration

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U.S. Commercial Service

Your international business partner

The U.S. Commercial Service is the trade arm of the U.S. Department of Commerce's International Trade Administration. It is the "global business solutions" unit of the U.S. Department of Commerce.

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 & opportunities



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Your international business partner

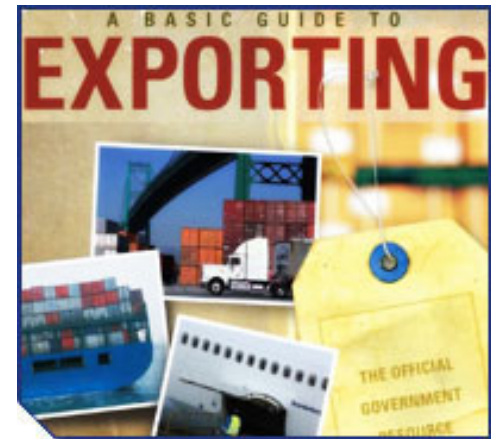
- International Trade Specialists in over 100 U.S. cities and colleagues in 85 countries worldwide working out of U.S. embassies and consulates.
- Identify specific needs of U.S. company
- Understand specific country issues & nuances of doing business “there”
- Guide & provide help at every stage of the export process – network of colleagues & strategic partners
- Help U.S. companies enter new markets or identify new channels
- RESULTS DRIVEN and OBJECTIVES MET



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- Export Training & Assistance
 - Online Assistance
 - [Basic Guide to Exporting](#)
 - [Export Business Planner](#) – Small Business Administration
 - Webinars
 - Local seminars, workshops, and conferences
 - Your local International Trade Specialist and U.S. Commercial Service office
 - Other federal, state, and local organizations
 - Foreign Agricultural Service
 - Western U.S. Agricultural Trade Association (WUSATA)
 - California Department of Food and Agriculture





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Your international business partner

- Identify opportunities and export markets
 - Market research
 - Guidance with documentation
 - Labeling
 - Product guidelines, formulations, etc.
 - Cultural tastes
 - Trade Leads



U.S. Commercial Service

Your international business partner

- Finding international partners and buyers
 - Gold Key Service
 - Appointments with pre-screened contacts based on your criteria
 - Meet with potential distributors, partners
 - Briefing on the local market
 - Assistance with interpreters, accommodations, etc.
 - International Partner Search
 - Based on your criteria, provides listing of potential partners
 - Delivers details on potential partners that express interest
 - International Company Profile
 - Provides background check on a company
 - Trade Leads
 - Single Company Promotion
 - Foreign Agricultural Service
 - Western U.S. Agricultural Trade Association



Single Company Promotion





Thank you!

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