

The World is Open for Your Business.

Let U.S. Commercial Service Field Offices around the country connect you to a world of opportunity around the world.

Diane Mooney, Director, Commercial Service, Seattle

“Resources for Exporters”

PNDC Aerospace & Defense Symposium

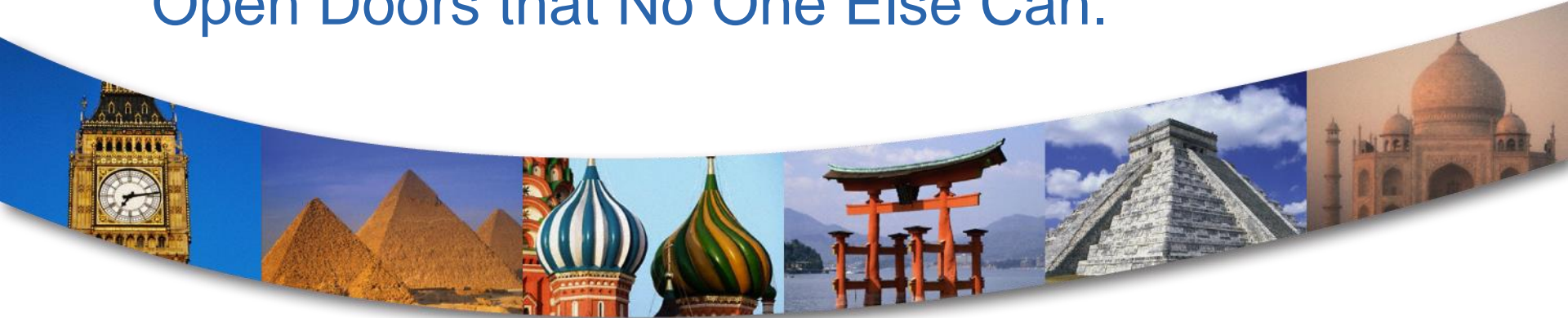


Let Us Help You Export

The U.S. Commercial Service is the lead trade promotion agency of the U.S. Government. U.S. Commercial Service trade professionals in over 100 U.S. cities and more than 75 countries help U.S. companies get started in exporting or increase sales to new global markets. To find a U.S. office near you, visit www.export.gov/usoffices.



Our Trade Professionals Use a Global Network to Open Doors that No One Else Can.



- The U.S. Commercial Service provides U.S. companies unparalleled access to business opportunities around the world, through a global network of relationships with foreign governments, buyers, and business leaders.
- Our trade professionals worldwide provide in-depth expertise across most major industry sectors.
- Every year, we help U.S. companies like yours 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.

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.
- **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.



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.

- **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.
- Find industry-specific trade data and analysis.
- Get country-specific tariff and trade agreement information.



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.
- **Overseas 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 and Business Forums.**
 - 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 or let us distribute your literature at global trade shows.
 - Attend our Discover Global Markets business forums for industry and market insights, one-on-one meetings with our visiting commercial officers and buyers, and network with exporters, industry leaders, and government officials.
- **In-Country Promotions.**
 - Advertise in our official catalog of U.S. suppliers sent to nearly 400,000 international companies or our local-language web sites.



Example of Aerospace and Defense Market Research from Export.gov



Helping U.S. Companies Export

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Aerospace & Defense

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- ▶ Farnborough 2016



Rectangular Strip

Aerospace & Defense Team Best Prospects

Aerospace Sector

Australia-Aircraft-and-Parts	Nepal-Aircraft-and-Parts
Austria-Aircraft-and-Parts	Netherlands-Aircraft-and-Parts
Belgium-Aerospace-and-Defense	New-Zealand-Aircraft-Parts
Brazil-Aircraft-and-Parts	Nigeria-Aerospace-Aviation-Avionics
Canada-Aerospace	Philippines-Aerospace
Colombia-Defense	Russia-Aviation-Equipment
Czech Republic-Aircraft-and-Aircraft-Parts	Singapore-Aircraft-and-Parts
France-Civil-Aircraft-and-Parts	Spain-Aerospace-and-Defense
Germany-Aerospace	South-Africa-Aerospace
Hong-Kong-Macau-Aviation	Thailand-Aviation
Indonesia-Aviation	Tunisia-Aircraft-and-Airport-Ground-Support-and-Aeronautics
Japan-Aircraft-and-Related-Parts-Equipment-Services	Turkey-Civilian-Aerospace-Technology-and-Equipment
Korea-Aerospace	UAE-Aircraft-Parts-and-Services
Malta-Aviation	Vietnam-Aviation
Morocco-Aviation	

Commercial Service Defense Sector

Canada-Defense-Products-and-Services	Philippines-Defense
India-Civil-Aviation	Poland-Defense-Industry
Indonesia-Defense-Equipment	Saudi-Arabia-Defense-Industry-Equipment
Korea-Defense-Industry-Equipment	Turkey-Defense-Technology-and-Equipment
Norway-Defense-and-Aerospace-Technologies	Ukraine-Defense

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[2016 Export Controls Conference](#)

2016 Export Controls Conference: Evolving Controls for a Changing World

JULY 27-28, 2016 | 9.5 GENERAL CLE CREDITS, PENDING

Attend presentations by U.S. Departments of State, Commerce, and Treasury, as well as many more. Because export controls are changing at a dizzying pace, this year's conference will provide even greater focus on responding to your questions, so bring those questions and learn the answers from the people most able to provide the up-to-date information!

Overview

Agenda

Pricing

Lodging

Overview

The U.S. Department of Commerce; U.S. Dept. of Homeland Security; and Seattle University School of Law invite you to participate in

2016 Seattle Export Controls Conference: Evolving Controls for a Changing World

Cost:

\$295 EARLY BIRD (UNTIL MAY 29, 2016)

\$355 REGULAR RATE (AFTER MAY 29, 2016)

Register Now

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FEATURING KEYNOTE SPEAKER



David W. Mills

Assistant Secretary of Export Enforcement, U.S. Department of Commerce

Contact us today
to connect with a world of opportunity.

export.gov/washington/seattle

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

