



The U.S. Commercial Service in Minnesota

Your local federal government office with a global network that provides customized solutions enabling Minnesota companies to sell U.S. made products and services internationally

How We Help Companies

Leverage our global network and proven trade expertise to meet your exporting needs. Whether you are looking to make your first export sale or expand to additional markets, we offer the experience and services you need to grow international sales of your U.S. made products and services.

Free Counseling

- Understanding the Export Process
- Identifying Schedule B/HTS Numbers
- Export Documentation & Regulations
- Export Finance Resources
- Inco-terms & Getting Paid
- Foreign Tariffs & Taxes
- Identifying Top Foreign Markets
- Finding Agents, Distributors, Reps, Buyers
- Leveraging Trade Shows and Events
- International Marketing Strategies
- Vetting/Due Diligence on Foreign Parties
- Inco-terms and How to Get Paid
- International Shipping & Logistics
- Certificates of Origin (NAFTA, Israel, etc.)
- Intellectual Property Protection
- Foreign Standards, Certification
- Export Controls
- Customs Clearance Issues

Market Intelligence

Country Commercial Guides: Provides free, comprehensive information on countries and explains market conditions, best export prospects, financing, finding distributors, and legal and cultural issues.

Customized Market Research: Provides U.S. firms with *customized* information on overseas markets. Companies have the flexibility to design their own set of questions or choose from a core menu of standardized questions.

Matchmaking Services

International Partner Search: We identify up to 6 qualified distributors, agents, representatives, licensees, or other partners that have expressed an interest in partnering with your company.

Gold Key Service: We arrange face-to-face meetings with pre-screened contacts in the target market. The GKS is flexible and can include other services, such as transportation, interpretation and discount hotel.

Due Diligence on Foreign Parties

International Company Profile: A background report on individual, foreign firms compiled by our overseas specialists. It contains information about the firm's business activities, standing in the local business community, credit worthiness, and overall reliability and suitability as a trade partner.

In-Country Promotion

Single Company Promotion: Provides support and official sponsorship in a specific market under the auspices of the American Embassy or Consulate. Our staff overseas assist in organizing a product launch, technical seminar, cocktail reception, or similar event in a well recognized location.

Featured U.S. Exporters (FUSE): A directory of U.S. products featured on Commercial Service websites abroad. Translated into the local language of business, this year-long promotion allows companies to target 5 different markets for a nominal fee: www.export.gov/fuse

Trade Events

International Trade Shows: Feature your product at a U.S. initiated Exhibit or display in the U.S. Pavilion at selected domestic and international trade shows. Companies often utilize our matchmaking services during major international trade shows to meet with key industry contacts.

International Buyer Program: U.S. Commercial Service recruits qualified foreign buyers, sales representatives, and business partners to U.S. trade shows. Increase your international exposure without travel: www.export.gov/ibp

Commercial Diplomacy

Advocacy in Foreign Tenders: Leverage U.S. Government resources to level the playing field on behalf of U.S. business interests as they compete against foreign firms for government contracts or other U.S. export opportunities.

Overcoming Trade Obstacles: We can help your firm overcome barriers, bureaucratic hurdles, or unfair trade practices abroad to ensure that your company can compete and sell its U.S. products and services. Companies benefit from coordinated, government-to-government engagement to help resolve unfair business practices.

U.S. Commercial Service - Your link to Global Markets



Located in 120 cities in 78 Countries around the World

We have experts on the ground in the following markets to serve your exporting needs:

Algeria	Finland	Kuwait	Russia
Argentina	France	Lebanon	Saudi Arabia
Australia	Germany	Libya	Senegal
Austria	Ghana	Malaysia	Serbia
Belgium	Greece	Mexico	Singapore
Brazil	Guatemala	Morocco	Slovakia
Bulgaria	Honduras	Netherlands	South Africa
Canada	Hong Kong	New Zealand	Spain
Chile	Hungary	Nigeria	Sweden
China	India	Norway	Switzerland
Colombia	Indonesia	Pakistan	Taiwan
Costa Rica	Iraq	Palestinian Territory	Thailand
Croatia	Ireland	Panama	Turkey
Czech Republic	Israel	Peru	Ukraine
Denmark	Italy	Philippines	United Arab Emirates
Dominican Republic	Japan	Poland	United Kingdom
Ecuador	Jordan	Portugal	Uruguay
Egypt	Kazakhstan	Qatar	Venezuela
El Salvador	Kenya		

Our Liaison Offices to International Banks

Asian Development Bank Inter-American Bank African Development Bank World Bank
European Bank for Reconstruction and Development

Additional Resources

www.exportassistance.com - The *Minnesota District Export Council* is a private, non-profit organization that brings together experienced international business people who provide guidance and assistance in international markets. The site has comprehensive information and resources for U.S. exporters.

www.export.gov - *Export.gov* is the U.S. Government's export promotion and finance portal. This portal was designed to deliver critical export information and services to small- and medium-sized U.S. companies.

www.export.gov/fta - Understand the advantages of U.S. *Free Trade Agreements*

www.census.gov/foreign-trade/schedules/b - Validate and search for *Schedule B* export numbers

www.aesdirect.gov - File your Electronic Export Information (EEI) through *AESDirect*

www.stopfakes.gov - Learn how to *protect your intellectual property* abroad

www.export.gov/advocacy - Leverage USG support to compete and win *foreign government tenders*

www.trade.gov/tcc - *Report a foreign trade barrier* to the U.S. Government (USG)

Contact Us

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U.S. Commercial Service Minnesota
www.export.gov/minnesota