

# The World is Open for Your Business



# U.S. COMMERCIAL SERVICE GLOBAL PRESENCE

Overseas, we're part of U.S. Embassies and Consulates worldwide; in markets where U.S. business needs us most.



# U.S. COMMERCIAL SERVICE DOMESTIC PRESENCE



We have over **100** Export Assistance Offices in the United States.

# 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:

Customized market and industry briefings

Appointments with prospective partners

Post-meeting debriefing and follow-up strategies

Help with travel & interpreter 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?

# 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
<b>TradeWinds</b>	<b>Romania</b>	<b>Tradewinds</b>



# MEET OUR U.S. COMMERCIAL SERVICE TEAM

## CS Philadelphia

**Antonio Ceballos, Director**

[Antonio.Ceballos@trade.gov](mailto:Antonio.Ceballos@trade.gov)

Management Consulting Services, Overall Coordination and Management

**Theo Hunte, Sr. Int'l Trade Specialist**

[Theo.Hunte@trade.gov](mailto:Theo.Hunte@trade.gov)

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

**Tony Pu, Sr. Int'l Trade Specialist,**

[Tony.Pu@trade.gov](mailto:Tony.Pu@trade.gov)

Aerospace & Defense, Information & Communication Technology, Safety & Security

**Iris Kapo, Sr. Int'l Trade Specialist**

[Iris.Kapo@trade.gov](mailto: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