



U.S. Commercial Service **Trade Counseling**

Get the information and advice you need to succeed.

Selling internationally can be a complicated and confusing endeavor. The U.S. Commercial Service will guide you through the export process from beginning to end, helping you to develop an effective international sales strategy, identify and comply with applicable laws and regulations, fulfill documentation requirements, and overcome trade problems.

With offices across the United States and in nearly 80 countries—as well as a toll-free export hotline—our trade professionals are ready to make exporting easier for you. From meeting with you one-on-one to address your specific needs, to picking up the phone on your behalf to handle a customs issue, you can count on the U.S. Commercial Service's expertise to position your business for success in the global marketplace.

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





“I can’t thank the U.S. Commercial Service enough... If we had missed this ship, it would have cost us hundreds of thousands of dollars in penalties and heavy equipment fees, not to mention the goodwill with our buyer in the UAE.”

—Charles Sinunu
International Sales Director
Dredging Supply Company

Louisiana-based manufacturer Dredging Supply Company (DSC) shipped its \$3.5 million dredge on schedule thanks to U.S. Commercial Service assistance in getting an emergency permit issued for the shipment, saving DSC \$200,000.



Planning and Strategy

- Create a comprehensive international business plan for entry or expansion into targeted markets.
- Get ideas and cost-effective solutions to help achieve your business goals.

Legal and Regulatory Issues

- Determine export licensing needs for shipping your products.
- Understand and comply with global product standards, certification requirements, electricity regulations, and packaging laws.
- Learn how to avoid intellectual property rights issues and legal disputes.

Documentation and Product Requirements

- Learn about export documents, including Electronic Export Information filing, invoices, packing lists, and certificates of origin.
- Verify the tariff rate for your product, as well as any import fees for a particular market.
- 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 or by market access issues.
- Learn how to limit the risk of non-payment, and receive counseling if problems arise.

Proven Trade Expertise

The U.S. Commercial Service helps U.S. businesses succeed in markets around the world. Whether you're looking to make your first export sale or expand to additional international markets, we offer the trade counseling, market intelligence, business matchmaking, and commercial diplomacy you need to connect with lucrative business opportunities.

Contact us today to connect with a world of opportunity.
Visit export.gov or call 800-USA-TRADE.



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