



## The U.S. Commercial Service in Utah

Your local federal government office with a global network that provides customized solutions enabling Utah 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](http://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](http://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 over 110 cities in 75 Key Markets around the World

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

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

### Our Liaison Offices to International Banks

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

## Additional Resources

[www.export.gov](http://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](http://www.export.gov/fta) - Understand the advantages of U.S. Free Trade Agreements

[www.census.gov/foreign-trade/schedules/b](http://www.census.gov/foreign-trade/schedules/b) - Validate and search for *Schedule B* export numbers

[www.aesdirect.gov](http://www.aesdirect.gov) - File your Electronic Export Information (EEI) through *AESDirect*

[www.stopfakes.gov](http://www.stopfakes.gov) - Learn how to *protect your intellectual property* abroad

[www.export.gov/advocacy](http://www.export.gov/advocacy) - Leverage USG support to compete and win *foreign government tenders*

[www.trade.gov/tcc](http://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 Utah

[www.export.gov/utah](http://www.export.gov/utah)