



U.S. COMMERCIAL SERVICE - MINNEAPOLIS

The U.S. Commercial Service: The federal government's worldwide network dedicated to promoting your international business.

COUNSELING ON

- International Marketing, Finding Contacts, Market Research Reports, and Promoting Products in Foreign Markets.
- Export Finance Resources, Incoterms 2000/Getting Paid, Foreign Investments, Foreign Tariffs/Taxes, and Foreign Import Requirements.
- International Shipping, Export Documentation, Foreign Standards, and Trade Agreements (WTO, NAFTA, etc.)

MARKET RESEARCH

Country Commercial Guides

- Provides comprehensive information on countries: including market conditions, best export prospects, financing, finding distributors, and legal and cultural issues

Customized Market Research

- Provides customized information on foreign markets
- Choose from standard core questions or create your own

TRADE CENTERS

Advocacy

<http://www.export.gov/advocacy/>

- Coordinate U.S. Government resources and authority in order to level the playing field on behalf of U.S. business interests as they compete against foreign firms for specific international contracts

Trade Compliance Center

- <http://tcc.export.gov/>

Monitors, investigates, and evaluates compliance with U.S. trade agreements

Manufacturing and Services

- <http://www.trade.gov/mas/>

Conducts research that shapes trade policy and analyzes trade data and economic policies in order to support bilateral and multilateral trade discussions and negotiations

INTERNATIONAL PARTNERS

Gold Key Service

- 4-6 appointments arranged per day with prescreened contacts
- Interpreters and transportation arranged for additional fee
- Price: \$700*-\$2,300** for first day, depending on country
- Lead-time: 4-6 weeks

International Partner Search

- Locate distributors, agents, representatives, licensees, or other partners
- Identifies up to 6 qualified interested contacts
- Price: \$550*-\$1,400**, Lead-Time: 30 working days

International Company Profile

- Detailed background report on overseas companies that includes personal visit by CS or local staff whenever feasible
- Ability to ask questions about company
- Price: \$600* to \$900**, Lead-Time: 15 business days

PRODUCT PROMOTION

Featured U.S. Exporters (FUSE)

- <http://www.buyusa.gov/home/fuse.html> is a directory of U.S. products featured on websites of Commercial Service offices worldwide. Price: \$150 * to \$300**

Commercial News USA

- <http://www.buyusa.gov/midwest/cnusa.html>

A monthly printed catalog advertising US products & services for export.

TRADE EVENTS

Trade Shows/Missions

<http://www.export.gov/tradeevents/index.asp>

- Certified Trade Fairs/Exhibits – US pavilion at selected domestic and international trade shows
- Certified Trade Missions – Business delegations to world markets with USDOC or the private sector
- Catalog Shows – Low-cost displays of company literature in fast-growing regional markets

Note:

Price with "*" is for companies with less than 500 employees

Price with "**" is for companies with over 500 employees

MINNEAPOLIS OFFICE

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WEBSITE REFERENCES

U.S. Commercial Service Minneapolis <http://www.buyusa.gov/minnesota/>
Minnesota District Export Council www.exportassistance.com
Export Licensing & Controls www.bis.doc.gov
U.S. Gov Export Portal (Market Research Library) www.export.gov
Small Business Resources www.sba.gov/
Export Finance www.exim.gov/index.cfm
Minnesota Trade Office www.exportminnesota.com

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