

Economic Development Partnership of North Carolina



**2019**

**INTERNATIONAL TRADE DIVISION**

Over 95% of the world's population, and 80% of the world's buying power lies outside the United States. That means if you want to take your business to the next level, then exporting needs to be a key part of your plan.

That's why we're dedicated to helping North Carolina companies enter global markets. Each year, hundreds of North Carolina businesses turn to us for help with navigating trade agreements and language barriers, attending trade shows, filing the right paperwork and more.

# SERVICES

EDPNC's International Trade Division provides international trade and export assistance in a number of areas. In 2019, the team assisted 614 companies last year through trade shows, educational events, and specific export questions. \$1.08 billion in exports were reported by businesses supported by the EDPNC. Services provided include the following:

**Trade Show Assistance**

We keep businesses informed of industry-specific events that can help you enter new foreign markets. We also promote, coordinate and accompany North Carolina businesses attending key trade shows around the world.

**Market Recommendations**

We will recommend potential markets for your products and services.

**Advocacy**

We provide assistance with trade regulations, policies, standards and trade barriers.

**Certificate of Free Sale**

We can help you obtain a Certificate of Free Sale, which is sometimes required for certain items to enter foreign countries. North Carolina companies exporting non-food or non-drug products and requiring a Certificate of Free Sale may submit an application.

**Product Review**

We can examine product standards required for entering a particular foreign market and look at local and international competitors in the region.

**Finding Agents/Distributors/Buyers**

Our foreign offices can connect you with local distributors, resellers and prospective buyers.

**Export Financial Assistance**

Programs offered by the U.S. Small Business Administration, the Export-Import Bank of America and other trade finance organizations help reduce risk and help you offer competitive terms of sale.

**Pricing Evaluation**

We help you determine appropriate pricing in foreign markets, which is key to making products profitable.

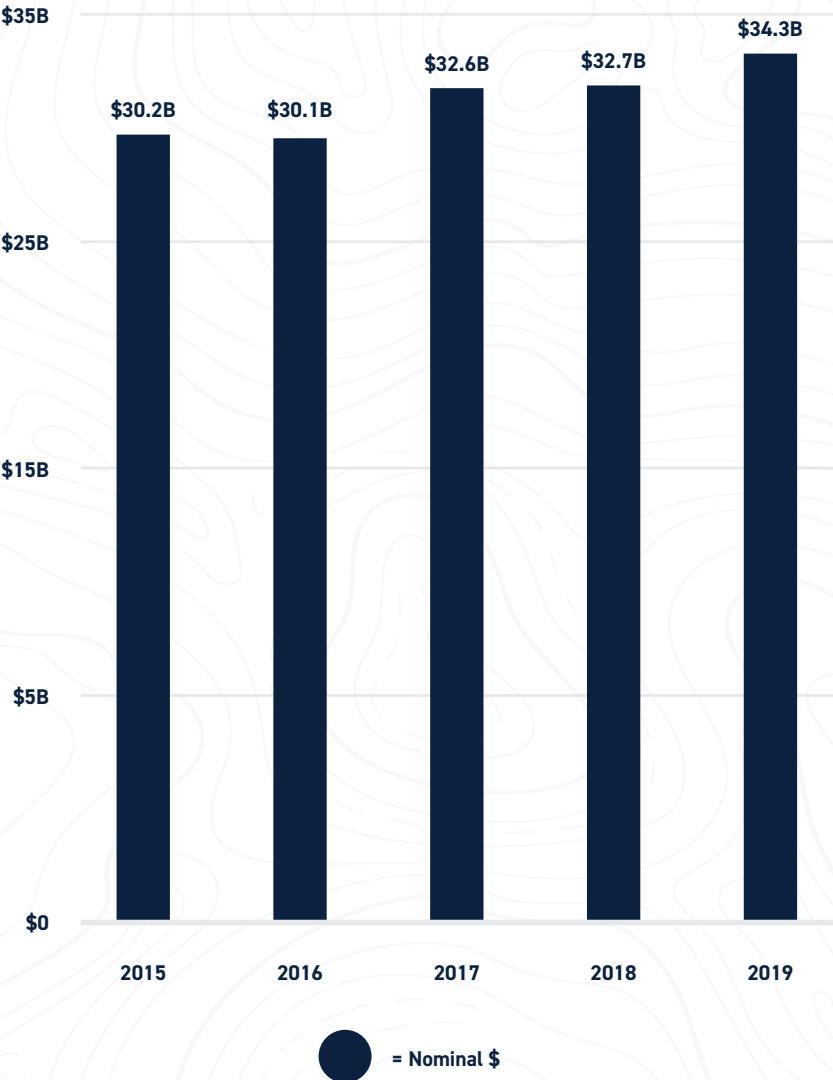
**Market Intelligence**

We can provide you with information on the international market climate including economic, social and political data.

**Market Entry Strategy**

We can help you identify distribution channels for your products and the best approach to a new market.

## NC TOTAL EXPORTS (2015 - 2019)



## NC TOP EXPORT COMMODITIES

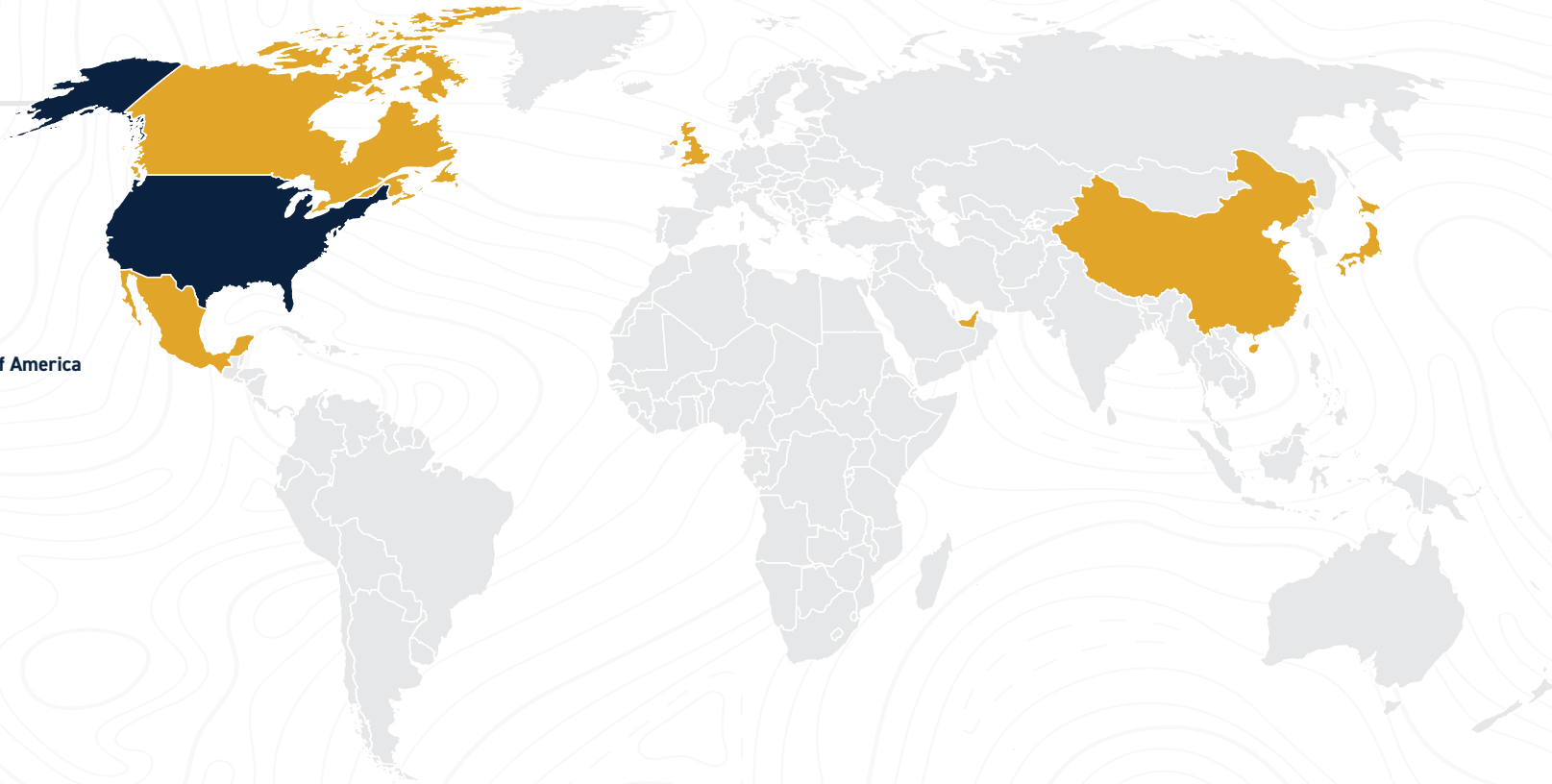
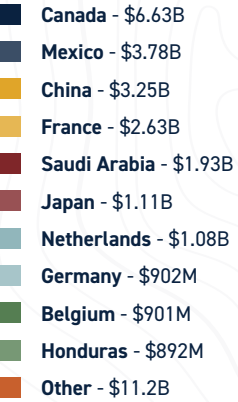


## OUR OFFICES

- Toronto, Canada
- Cheltenham, United Kingdom
- Hong Kong
- Tokyo, Japan
- Dubai, United Arab Emirates
- Mexico City, Mexico
- North Carolina, United States of America



## NC TOP EXPORT MARKETS





## TRADE TEAM CONTACTS

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