

Going Global

Why It Is Never Too Early to Plan
for Global Success

James Foley
Illinois SBDC International Trade Ctr
Bradley University



Going Global Starts on Day 1

- ◆ Start ups, technology companies, high-growth potential companies ... need to be globally aware
- ◆ Business plan should reflect awareness and international opportunities
- ◆ Companies also need to be aware of the risks such as trademark bandits...



Better meetings for all.



Apple pays \$60 million to settle China iPad trademark dispute

BY MELANIE LEE AND SAMUEL SHEN

SHANGHAI | Mon Jul 2, 2012 2:01pm EDT

6 COMMENTS



60



Share



Share this



27



Email



Print



1 OF 4. A woman stands near an Apple billboard advertising the iPad 2 in downtown Shanghai in this March 1, 2012 file photograph.

CREDIT: REUTERS/CARLOS BARRIA/FILES

RELATED NEWS

Apple scores second legal win vs Samsung in a week

Top court upholds healthcare law in Obama triumph

(Reuters) - Apple Inc has paid \$60 million to Proview Technology (Shenzhen) to end a protracted legal dispute over the iPad trademark in China.

The lawsuit had hampered some sales and delayed the



INTERNATIONAL TRADE CENTER

Figure 1-2 • Global Environment



Big Picture Priorities for Startups and Tech Companies

- ◆ Be proactive in market and partner selection
 - Use data to help drive decisions
 - Leverage first mover advantage
- ◆ Minimize risks
 - Leverage resources (local, state, federal, private sector)
 - IP protection
 - Financial (payment method)

Example of Data to Support Decisions

- ◆ Maui Jim: sunglasses
- ◆ Harmonized code: 90.0410.0000
- ◆ Use code to track US imports / exports and global import exports



Opportunities

Solutions

Locations

FAQ

Blog

Connect

Certified Trade Mission to Paris, France

France is the 3rd largest market in the European Union and it has dedicated money for the rehabilitation of existing buildings and the creation of new buildings. Join this certified trade mission to take advantage of this opportunity to expand into the French market.

[View Full Story](#)

U.S. Small Business Administration Certified Trade Mission



Who: U.S.-based small businesses interested in expanding their business in France.

When: October 9–13, 2011

What: A multifaceted trade mission that includes site visits, an international conference, and matchmaking services.

Where: Paris, France

The trade mission itinerary is currently available.



Export Topics

- ▶ Success Stories
- ▶ Export Finance
- ▶ Trade Data
- ▶ NAFTA Certificate
- ▶ "Doing Business In" Guides
- ▶ HS Codes, Tariffs & Taxes
- ▶ Export Controls & Licenses
- ▶ IPR, Trade Complaints & Advocacy
- ▶ Promote Products Overseas
- ▶ Korea Trade Agreement



Training

- ▶ Upcoming Training
- ▶ Formal Training
- ▶ Export Basics
- ▶ Multimedia
- ▶ Watch Archived Webinars



Questions

Questions about exporting?
Call the Trade Information Center

1-800-872-8723

..we answer email, too...



Mega-sites: www.fas.usda.gov

The screenshot shows the USDA Foreign Agricultural Service website. At the top left is the USDA logo with the text 'United States Department of Agriculture Foreign Agricultural Service'. At the top right is the slogan 'Linking U.S. Agriculture to the World' with the FAS logo. Below the header is a banner with various agricultural and trade-related images, including a ship, fields, and flags. A navigation menu includes 'Home', 'About FAS', 'Newsroom', 'Opportunities', 'FAS Offices', 'Help', and 'Contact Us'. A search bar is on the left, and a breadcrumb trail reads 'You are here: FAS Home / Market and Trade Data / Statistical Market Information'. The main content area is titled 'Statistical Market Information' and contains several sections: 'FAS offers several different databases for data on international agricultural trade...', 'Latest Trade News' with a link to 'FY2005 Agricultural Trade Forecast (02/24/05)', 'PS&Donline' describing the 'Production, Supply and Distribution (PS&D) online database', and 'Import & Export Data' listing 'BICO Reports' and 'U.S. Trade Reports'. A sidebar on the left provides a 'Browse by Subject' menu with expandable categories like 'Market and Trade Data' and 'Statistical Market Information'.

USDA United States Department of Agriculture
Foreign Agricultural Service

Linking U.S. Agriculture to the World
FAS

About a fourth of total farm cash receipts come from exports. [Show Factoids](#)

Home | About FAS | Newsroom | Opportunities | FAS Offices | Help | Contact Us

You are here: [FAS Home](#) / [Market and Trade Data](#) / **Statistical Market Information**

Statistical Market Information

FAS offers several different databases for data on international agricultural trade. These databases are maintained by FAS and other U.S. government agencies. If you have any questions or comments about these databases, please send them to info@fas.usda.gov.

Latest Trade News

[FY2005 Agricultural Trade Forecast \(02/24/05\)](#)

PS&Donline

The FAS Production, Supply and Distribution (PS&D) online database contains current and historical official USDA data on production, supply and distribution of agricultural commodities for the United States and key producing and consuming countries. Users may select from a menu of pre-defined tables categorized by commodity or commodity group.

Import & Export Data

U.S. export/import data is available from FAS databases in two different forms:

- [BICO Reports](#) provides bulk, intermediate, and consumer-oriented agricultural product data in both a calendar or fiscal year format.
- [U.S. Trade Reports](#) provides a more comprehensive commodity by commodity breakdown of exports and imports over a two- or five-year period.

Databases of [Foreign Agricultural Trade of the United States \(FATUS\)](#) are available in MS Excel spreadsheet format from USDA's Economic Research Service. These include the following:

- [State export data](#)
- [Agricultural exports by state for five fiscal years](#)
- [Top 10 exporting states by commodity](#)

Search FAS

- [Search Tips](#)
- [Searchable Databases](#)

Browse by Audience

Information for...

Browse by Subject

- [-] Programs and Opportunities
- [-] Market and Trade Data
 - Statistical Market Information
 - [-] Questions About Trade Data and Statistics
 - [-] Market and Commodity-Specific Reports
- [-] Issues and Policies
- [-] Commodities and Products
- [-] U.S. Exporter Assistance
 - Buying U.S. Products
- [-] News and Events
- [-] Publications
- Site Map

globaledge.msu.edu

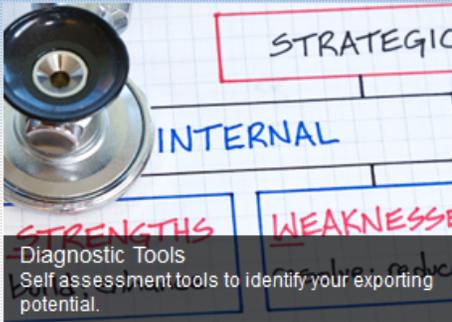
MICHIGAN STATE UNIVERSITY | Broad College of Business

Home | Glossary | User Login | Contact Us

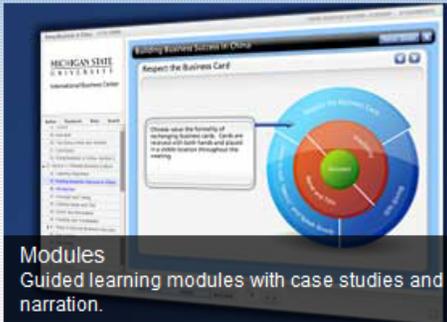
 YOUR SOURCE FOR global business knowledge

SEARCH

▶ Global Insights ▶ Reference Desk ▶ Knowledge Tools ▶ Get Connected ▶  Academy (for students, faculty, teachers)



Diagnostic Tools
Self assessment tools to identify your exporting potential.



Modules
Guided learning modules with case studies and narration.



Export Tutorials
A comprehensive list of answers to frequently asked international business questions.

Get globalEDGE Insights

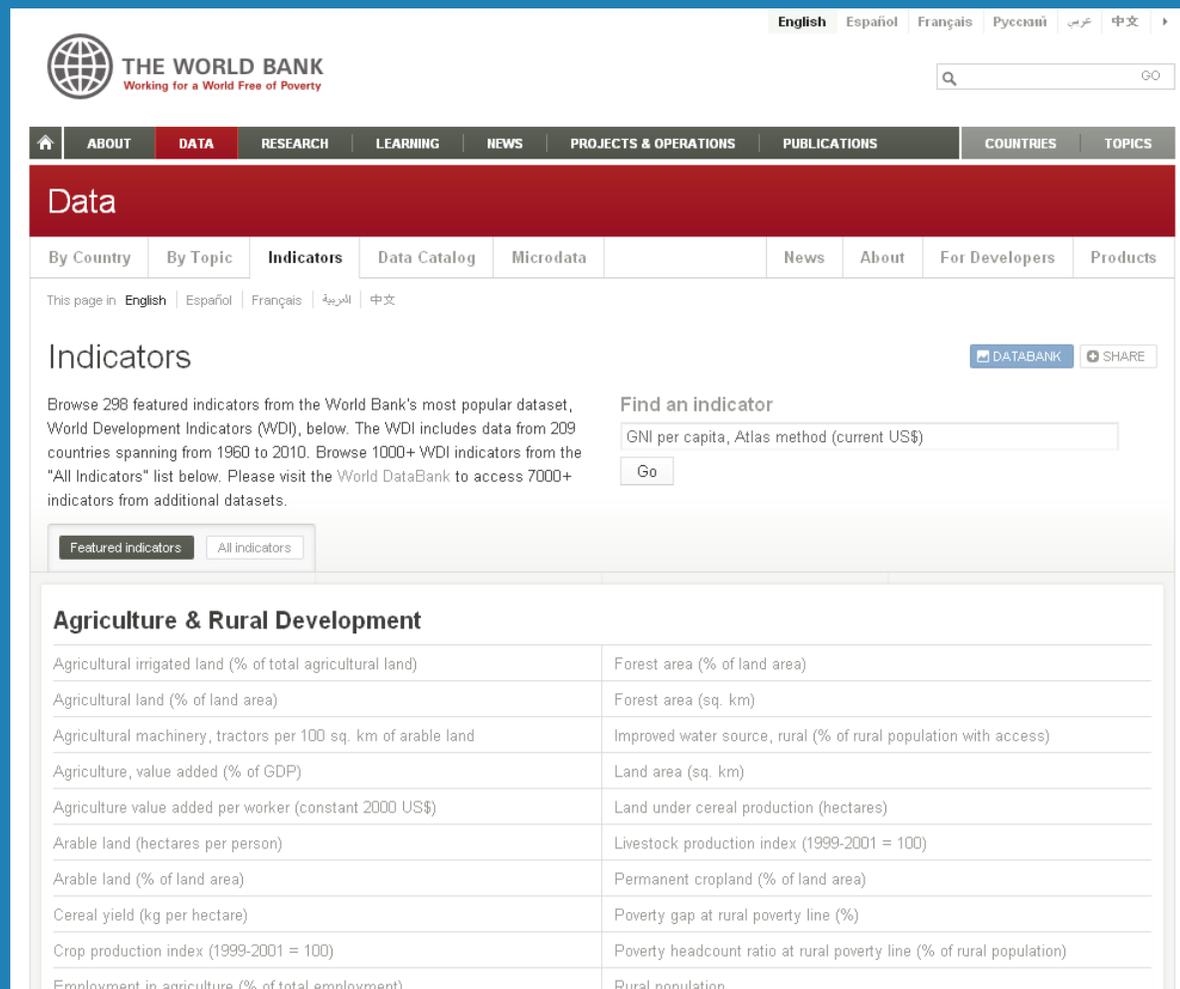
▶ **By Trade Bloc** **Insight Research by Trade Bloc**

Latest Blog Entry  **Congo's Hydropower Potential**

World Bank Development Indicators

<http://data.worldbank.org/indicator>

<http://databank.worldbank.org/ddp/home.do>



The screenshot shows the World Bank DataBank website interface. At the top, there is a navigation bar with the World Bank logo and the tagline "Working for a World Free of Poverty". The main navigation menu includes "ABOUT", "DATA", "RESEARCH", "LEARNING", "NEWS", "PROJECTS & OPERATIONS", "PUBLICATIONS", "COUNTRIES", and "TOPICS". The "Data" section is highlighted, and the "Indicators" sub-section is active. Below the navigation, there is a search bar and a "Find an indicator" section with a search input field containing "GNI per capita, Atlas method (current US\$)" and a "Go" button. The main content area displays a list of indicators under the heading "Agriculture & Rural Development".

Agriculture & Rural Development	
Agricultural irrigated land (% of total agricultural land)	Forest area (% of land area)
Agricultural land (% of land area)	Forest area (sq. km)
Agricultural machinery, tractors per 100 sq. km of arable land	Improved water source, rural (% of rural population with access)
Agriculture, value added (% of GDP)	Land area (sq. km)
Agriculture value added per worker (constant 2000 US\$)	Land under cereal production (hectares)
Arable land (hectares per person)	Livestock production index (1999-2001 = 100)
Arable land (% of land area)	Permanent cropland (% of land area)
Cereal yield (kg per hectare)	Poverty gap at rural poverty line (%)
Crop production index (1999-2001 = 100)	Poverty headcount ratio at rural poverty line (% of rural population)
Employment in agriculture (% of total employment)	Rural population

Finland – World Dev Indicators

People

Population, total	5.2 million
Population growth (annual %)	0.2
Life expectancy at birth, total (years)	77.5
Fertility rate, total (births per woman)	1.7
Mortality rate, infant (per 1,000 live births)	3.7
Mortality rate, under-5 (per 1,000)	4.0
Births attended by skilled health staff (% of total)	..
Immunization, measles (% of children ages 12-23 months)	96.0
Prevalence of HIV, total (% of population ages 15-49)	..
Primary completion rate, total (% of relevant age group)	97.1
School enrollment, primary (% gross)	100.5
School enrollment, secondary (% gross)	124.3
School enrollment, tertiary (% gross)	82.8
Ratio of girls to boys in primary and secondary education (%)	104.8

Environment

Surface area (sq. km)	338.2 thousand
Forest area (sq. km)	224.8 thousand
Agricultural land (% of land area)	7.3
CO2 emissions (metric tons per capita)	10.3
Improved water source (% of population with access)	..
Improved sanitation facilities, urban (% of urban population with access)	..
Energy use (kg of oil equivalent per capita)	6,374.0
Energy imports, net (% of energy use)	54.1
Electric power consumption (kWh per capita)	15,285.5

Economy

GNI, Atlas method (current US\$)	129.0 billion
GNI per capita, Atlas method (current US\$)	24,920.0
GDP (current US\$)	119.9 billion
GDP growth (annual %)	5.1
Inflation, GDP deflator (annual %)	3.2
Agriculture, value added (% of GDP)	3.9
Industry, value added (% of GDP)	34.4
Services, etc., value added (% of GDP)	61.7
Exports of goods and services (% of GDP)	43.0
Imports of goods and services (% of GDP)	33.7
Gross capital formation (% of GDP)	20.6
Revenue, excluding grants (% of GDP)	41.6
Cash surplus/deficit (% of GDP)	6.9

States and markets

Time required to start a business (days)	..
Market capitalization of listed companies (% of GDP)	244.9
Military expenditure (% of GDP)	1.3
Fixed line and mobile phone subscribers (per 1,000 people)	1,270.7
Internet users (per 1,000 people)	372.3
Roads, paved (% of total roads)	62.0
High-technology exports (% of manufactured exports)	27.3

Global links

Merchandise trade (% of GDP)	67.2
Net barter terms of trade (2000 = 100)	100.0
Foreign direct investment, net inflows (BoP, current US\$)	9.1 billion
Workers' remittances and compensation of employees, received (US\$)	473.0 million

U.S. Statistics: usatrade.census.gov



You have not logged in yet today. [Click here to login to USA Trade Online now!](#)
[Click here to access the trade data.](#)

USA Trade[®] Online

Offering the most U.S. Foreign Trade Data *a.s.a.p.!*

Feb. 10, 2005 -- Notice to USA Trade Online Subscribers:

STAT-USA has been notified that the **data for U.S. Exports to Canada (and therefore Exports to the World) for November 2004 were understated by about \$1.4 billion** when they were first released (January 12, 2005). Although this discrepancy was corrected in our most recent release of merchandise trade statistics (February 10), this erroneous data were available on USA Trade Online for about a month. We urge all users who downloaded reports during this time period to update their files with the correct statistics. We apologize for the inconvenience.



New! February 1, 2005: Version 2.2 of the USA Trade *Online* software is now the production version. It provides a lot of enhanced capabilities. [Click here for more information about the new version.](#)

Need time to adjust to the new system? [Click here for the old version of USA Trade Online.](#) We understand that it will take our users some time to learn the intricacies of our new system. We will keep the old site available until March 15, 2005.

If you want the most accurate and timely U.S. Merchandise Trade data, straight from the source, you have come to the right place! Now you can find out what's being shipped where.

STAT-USA and the Foreign Trade Division of the U.S. Census Bureau are pleased to bring you **USA Trade Online**, where you can find specific U.S. export and import information on more than 18,000 commodities world wide, 24 hours a day, seven days a week! We are committed to delivering accessible foreign market intelligence that will keep you on the leading edge of your competition.

Standard Report - Exports

Author: U.S. Census Bureau: Foreign Trade Division USA Trade © Online. Source: U.S. Import and Export Merchandise trade statistics. For information on confidentiality protection, nonsampling error, and definitions, see [technical documentation](#).

Current date: 04/29/2014 11:09 AM (Eastern Daylight Time)

↕ ↘ Rows 1-50 of 247 ⬅ ➡ Columns 1-10 of 10

Drag dimensions here so they do not show as a row or column in table

Time	2014 through February		2013		2012	
	Value (Dollars)	Quantity	Value (Dollars)	Quantity	Value (Dollars)	Quantity
Measures						
Commodity	9004100000 Sunglasses (do...					
Country						
World Total	59,834,637	299,562	394,297,708	1,888,683	388,736,221	
Canada	16,377,346	118,209	118,198,941	724,604	113,735,032	
Italy	7,713,843	19,065	49,451,850	138,597	50,113,852	
Australia	4,310,423	19,460	26,947,963	106,696	27,495,804	
Mexico	3,056,332	21,187	19,050,922	133,527	20,733,560	
Japan	4,356,831	8,126	17,179,852	49,956	17,560,234	
France	1,888,974	4,405	15,917,435	45,685	15,956,125	
Germany	2,084,959	6,002	14,997,281	46,988	12,249,868	
Korea, South	2,708,214	4,540	13,551,191	24,426	14,668,315	
Brazil	1,538,957	12,006	13,320,271	109,395	16,101,453	
Hong Kong	1,675,259	5,628	13,085,638	52,258	12,034,750	
United Kingdom	1,130,543	13,983	8,134,260	93,306	9,876,624	
Panama	1,043,489	7,181	6,917,966	33,435	6,453,345	
Netherlands	644,703	2,644	6,241,196	20,512	5,576,638	
United Arab Emirates	1,280,659	5,848	5,296,177	19,035	5,432,495	
Colombia	427,273	2,079	4,081,926	24,494	2,886,577	
Thailand	667,741	2,745	3,839,930	8,410	2,584,458	
Chile	667,700	2,312	3,696,060	20,318	3,279,987	
India	660,689	1,638	3,208,525	10,062	2,653,842	
China	852,600	2,517	3,140,024	12,771	3,063,164	

Imports of Sunglasses

Author: U.S. Census Bureau: Foreign Trade Division USA Trade ® Online. Source: U.S. Import and Export Merchandise trade statistics. For information on confidentiality protection, nonsampling error, and definitions, see [technical documentation](#).

↕ ⚡ Rows 1-50 of 244 ⚡ ⚡ Columns 1-10 of 10

Drag dimensions here so they do not show as a row or column in table

Time	2011		2012		2013	
	Value (Dollars)	Quantity	Value (Dollars)	Quantity	Value (Dollars)	Quantity
Measures	9004100000 Sunglasses (do...					
Commodity						
Country						
World Total	1,218,839,906	32,143,314	1,291,402,521	32,745,455	1,421,083,970	33,487,152
China	554,884,338	28,009,111	590,241,550	28,304,643	654,838,278	29,311,202
Italy	502,502,908	1,126,221	535,918,641	1,240,553	612,951,975	1,251,954
Japan	79,873,200	172,683	76,159,139	176,504	65,105,104	187,095
Taiwan	47,496,950	2,615,464	55,722,619	2,871,637	50,405,718	2,481,773
France	16,637,377	43,238	18,175,329	38,319	20,218,672	56,189
Hong Kong	4,034,439	110,001	3,129,214	56,226	4,735,407	136,951
Germany	2,593,441	6,264	2,683,879	3,702	3,737,244	4,703
Mauritius	3,220,292	29,299	3,641,269	29,912	2,882,720	19,809
Slovenia	1,890,504	5,545	1,393,111	4,151	1,740,073	18,131
Austria	2,094,768	4,406	1,695,341	4,124	1,597,876	4,156
United Kingdom	574,882	2,779	544,472	4,350	569,633	1,972
Netherlands	321,496	1,768	143,273	976	342,590	1,311
Israel	40,294	425	48,580	603	323,906	405
Tunisia			69,034	284	260,882	1,106
Luxembourg	612,291	461	303,659	215	223,534	105
Australia	77,100	208	70,242	639	196,798	1,521
Korea, South	249,702	4,347	172,875	1,219	150,713	2,897
Malaysia	4,350	250			128,374	284
Ireland	820,752	446	400,197	183	92,649	63
Belgium	47,194	32	69,790	52	82,829	56

Alternate Trade Site – Free

<http://dataweb.usitc.gov/>

The screenshot shows the USITC DataWeb website. At the top, there is a navigation bar with the USITC logo, the text "UNITED STATES INTERNATIONAL TRADE COMMISSION", and a search bar. Below the navigation bar, there are several menu items: Home, Press Room, Import Injury, Intellectual Property, Industry / Economic Analysis, and Tariff Affairs. A secondary navigation bar includes News Releases, Notices, and APO Service Lists. The main content area is titled "USITC Home > DataWeb" and features a large image of a modern building. To the right of the image, there is a section for "Interactive Tariff and Trade DataWeb" with an "Announcements" section stating that July, 2010 trade data are now posted. Below this, there is a prominent "Interactive Tariff and Trade DataWeb Login" button. To the left of the main content, there is a "Quicklinks" section with a list of links including "About the USITC", "Full USITC Calendar", "Commissioner Bios", "Careers at USITC", "Harmonized Tariff Schedule", "Publications By Type", "Publications Archive", "Federal Register Notices by Type", "Federal Register Notices Archive", "Rules and Procedure", and "Contact Us/Help". Below the Quicklinks is an "Offices" section with a link for "Congressional Relations". To the right of the main content, there are three vertical panels: "Interactive Tariff and Trade DataWeb" with links for "Trade DataWeb Login", "DataWeb Assistance", "DataWeb FAQ", and "DataWeb How To"; "Classification Systems" with links for "Tariff Search Tool", "Classification Systems", "Commodity Translation Wizard", and "Description Lookup"; and "Trade Data Reports" with links for "Trade Data Reports", "Graphs of Trends", "Trade Shifts", "Certain Steel Products", "Sub-Saharan Africa", "Trade by Geographic Regions", "Trade by Partner Country", "AVE Duties 1891-2008", and "Principal Supplier Analysis".

site map : acronyms : usitc faqs : print

entire site : tariff info

Search

Home Press Room Import Injury Intellectual Property Industry / Economic Analysis Tariff Affairs

News Releases Notices APO Service Lists

USITC Home > DataWeb

Interactive Tariff and Trade DataWeb

Announcements

July, 2010 trade data are now posted.

Interactive Tariff and Trade DataWeb Login

Quicklinks

- About the USITC
- Full USITC Calendar
- Commissioner Bios
- Careers at USITC
- Harmonized Tariff Schedule
- Publications By Type
- Publications Archive
- Federal Register Notices by Type
- Federal Register Notices Archive
- Rules and Procedure
- Contact Us/Help

Offices

- Congressional Relations

Interactive Tariff and Trade DataWeb

- Trade DataWeb Login
- DataWeb Assistance
- DataWeb FAQ
- DataWeb How To

Classification Systems

- Tariff Search Tool
- Classification Systems
- Commodity Translation Wizard
- Description Lookup

Trade Data Reports

- Trade Data Reports
- Graphs of Trends
- Trade Shifts
- Certain Steel Products
- Sub-Saharan Africa
- Trade by Geographic Regions
- Trade by Partner Country
- AVE Duties 1891-2008
- Principal Supplier Analysis

The USITC Interactive Tariff and Trade DataWeb provides international trade statistics and U.S. tariff data to the public full-time and free of charge.

U.S. import statistics, U.S. export statistics, U.S. tariffs, U.S. future tariffs and U.S. tariff preference information are available on a self-service, interactive basis. The USITC DataWeb responds to user-defined queries integrating international trade statistics with complex tariff and customs treatment, and allows both expert and non-expert users to create and save customized country and product lists for future re-use from anywhere in the world.

International trade data are available for years 1989- present on a monthly, quarterly, annual, or year-to-date basis and can be retrieved in a number of classification systems, including the Harmonized Tariff Schedule (HTS), the Standard International Trade Classification (SITC), or the North American Industry Classification System (NAICS). Pre-defined reports on

United Nations Companion Site: comtrade.un.org

UN Home | Department of Economic and Social Affairs | Economic and Social Development Home | About us | Contact us | Site map

  **Statistics Division** Search the site GO

HOME | **STATISTICAL DATABASES** | PUBLICATIONS | METHODS AND CLASSIFICATIONS | STATISTICAL COMMISSION

▼ **Comtrade Database**

Quick Search

Search

Comtrade Access

Log Off

Data Query & Extraction

Shortcut query
Basic Selection
Comtrade Explorer
Express Selection

Data Availability

Interactive
in Graph
Reporters
Commodities
Years
by Date of Loading

Metadata & Reference

Commodity list
Country list
Explanatory Notes
Glossary

Subscription

Why Subscribing?
Subscription Prices
Order Form (in Word)

Support

Comtrade SDMX
Comtrade Features

UN Commodity Trade Statistics Database (UN Comtrade)

Shortcut Query

Show of in the year
from to
in classification.

Trade in Graph

Georgia in 2004 :
Top 5 imported commodities (6 digit code HS1996)
from World



Commodity	Percentage
Petroleum oils & oils obtained from natural gas	10.09%
Automobiles, spark ignition engine of 1500-3000 cc	5.15%
Natural gas in gaseous state	4.00%
Medicaments nes, in dosage	3.69%
Pipe (oil/gas line) iron or steel nes, diameter >=406mm	3.66%
Others	73.41%

- Petroleum oils & oils obta** (10.09%)
- Automobiles, spark ignition engine of 1500-3000 cc** (5.15%)
- Natural gas in gaseous state** (4.00%)
- Medicaments nes, in dosage** (3.69%)
- Pipe (oil/gas line) iron or steel nes, diameter >=406mm** (3.66%)
- Others** (73.41%)
[\(details\)](#), [graph more...](#)

Data Availability
The latest reported data from **Georgia** was in 2004 with 44084 records. [\(details\)](#)

First Time User

Please visit [this page](#) first!

What's New

Explanatory Notes and Comtrade SDMX are available (March 2005)

Comtrade Access

Welcome to UN Comtrade!
You are login as **Comtrade Guest**.
No password required. Just go to any page.

Login as individual user:

User Name

Password

Remember me

Forget your password? Just type your e-mail below:



INTERNATIONAL TRADE CENTER

Euromonitor – Industry Insights

www.euromonitor.com

The screenshot shows the Euromonitor International website homepage. At the top left is the logo with the text "EUROMONITOR INTERNATIONAL". To the right are navigation links: "Home | Contact Us | Shopping Cart | Client Login" and a search bar. Below the navigation is a horizontal menu with six categories: "ABOUT US" (Learn about Euromonitor and our methodology), "PRODUCTS" (Database subscriptions, reports and books), "CONSULTING" (Research tailored to your business needs), "BLOG" (Articles, podcasts, videocasts and webinars), "PRESS" (Media contact centre and news), and "MY PAGES" (Get alerts, access research and collaborate). The main banner features a background image of crumpled paper with the text "Market Research Reports" and "Instant access to data and analysis", accompanied by a blue "Start shopping" button. Below the banner is a breadcrumb trail "You are here: Home" and a row of social media icons. The page is divided into three columns: "WHO WE ARE" (describing Euromonitor as a world leader in strategy research), "WHAT WE RESEARCH" (focusing on industry, country, company, and consumer lifestyle research), and "LATEST ANALYST INSIGHT" (featuring a podcast titled "The Evolution of the Monodose Format in Laundry" by Ian Bell).

Foreign Company Databases

	Total # Companies	Coverage	Searching	Company Details	Cost
Kompass	2,525,880	Global - limited US limited South America	Excellent by importer, NAICS Hcode + free text	Contact details for free, financial for a fee	Free limited searching, for-fee for full details
OneSource	4,652,334 to 19,460,000	Global with option for extensive add-ons	Excellent w/free text +NAICS or SIC	Extensive including analysis	Subscription only
Alibaba	unknown	Started in China, adding more	Good, mostly free text	Limited but good to get contact details	Free but need account
Solusource (Thomas Register)	650,000	About 30	Excellent: free text, category, company	Limited but good to get contact details	Free to search

International IP Protection

- ◆ Patents
- ◆ Trademarks
- ◆ Copyrights
- ◆ Trade Secrets

Resources

- ◆ 12 state-wide Illinois SBDC International Trade Centers
- ◆ Chicago USEAC: federal agencies plus three outreach offices
- ◆ DCEO Office of Trade and Investment – 9 foreign offices, I-Step program
- ◆ Private sector: freight forwarders, banking, legal, accounting

Jim Foley / Director
Turner Center for Entrepreneurship
Illinois SBDC International Trade
Center

BRADLEY UNIVERSITY, PEORIA IL
jff@bradley.edu

Questions?



International Marketing