

Export Events 2014

FEBRUARY

27th Export Management Compliance Program - Greenville, SC An EMCP is an all-encompassing, customized, written system that guides your company to be in full export compliance. We'll cover three main elements for an EMCP: administrative, order processing, and screening.

MARCH

13th Free Trade Agreements - Charleston, SC The U.S. has Free Trade Agreements (FTAs) in force with 20 countries. FTAs are the open door to U.S. exports. They identify foreign markets that are both strong trading partners and are receptive and open to U.S. products and services. We will look at how to take advantage of FTAs with the key partner countries of Korea and Panama and hear from local firms that have successfully exported to those markets.

APRIL

25th Agent/Distributor Prep Workshop - Greenville, SC Whether you are part of a business trade mission or traveling alone to your targeted foreign market, this half-day workshop will help you prepare for your meetings with prospective agents and distributors. Boost your negotiating skills through awareness of existing federal and state resources, flexible export finance and payment terms, freight forwarding, Incoterms and customary legal considerations. Included will be an interactive webinar with a U.S. Commercial Service office at one of our U.S. Embassies abroad (country TBA), for practical tips and helpful recommendations on that market.

MAY

4th-6th SEUS Canada - Raleigh, NC The Southeastern U.S. Canadian Provinces Alliance (SEUS Canada) is a partnership designed to promote trade and investment opportunities. Members meet annually for business-to-business matchmaking and networking opportunities.

(TBD) Export University 101- Columbia, SC Getting back to the export basics is good business, whether you are new to exporting or an experienced international company. Topics: export sales techniques, letters of credit, export payment methods, pricing strategies, customer financing, transportation, freight forwarding and credit insurance.

15th-23rd Trade Winds - The Americas - Bogotá, Colombia This program includes an Americas-focused business forum consisting of regional and industry-specific sessions and pre-arranged consultations with U.S. Foreign Commercial Service Officers. Trade mission stops will take place in Colombia, Panama, Chile, Ecuador and Peru.



JUNE

12th Trade Finance and Export Controls - Charleston, SC Become familiar with the various government programs designed to help your company finance its export transactions, and give it the capital to carry out its export operations. Do you know all the various methods of payment you can negotiate with foreign buyers? We'll learn about these and how to obtain working capital loan guarantees to facilitate your cash flow on export orders. Sales Directors and CFOs: Do you know who and what countries NOT to sell to? Have you set up a system to prevent your export shipments from going to the wrong destinations? Export enforcement agents will tell you how.

JULY

(TBD) Incoterms and Pro-Forma Invoices - Greenville, SC Learn how to use Incoterms to minimize your company's exposure, reduce risk, save money and increase sales. With the proper use of Incoterms, you are able to determine responsibilities between buyer and seller through transfer of risk, insurance and documentary requirements.

AUGUST

(TBD) Webmarketing - Columbia SC Come educate yourself on the strategies, tools and resources available in using the internet to build your export sales, gain visibility and credibility, and attract more buyers and partners.

SEPTEMBER

10th-19th SEUS Japan - Tokyo, Japan The Southeast U.S. (SEUS)/Japan Association promotes trade, investment, understanding and friendship between Japan and seven member states of the Southeastern U.S. This conference will attract hundreds of businesses and government officials from both sides and is held annually with locations alternating between Japan and the Southeastern U.S.

(TBD) Doing Business in India - Columbia, SC Participants will take part in an interactive market briefing with the U.S. Commercial Service Officer in India on current market opportunities, along with an overview of the benefits and challenges of exporting to this market. Following the briefing, participants will hear from a panel of seasoned exporters who are currently doing business in India.

These events are brought to you in conjunction with the S.C. District Export Council, the U.S. Commercial Service and the S.C. Department of Commerce. Information, contacts and updates on 2014 events can be found at www.sctrade.org

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