

What Can The Global Automotive Team Do For You?

Members of the Global Automotive Team are your primary export resource and should be your first point of contact when you plan to expand internationally. Why should you work with the Global Automotive Team?

- Our Team of international trade specialists provide export assistance by helping you identify markets of opportunity and connecting you with qualified distributors and partners in foreign markets
- We provide up-to-date market research produced by our overseas specialists on market conditions, industry-specific information, areas of growth and opportunity, local competition, distribution channels, and more.
- We disseminate trade leads at the request of foreign buyers
- We are present at a most large international trade shows across the globe in an effort to maximize your time at these events through matchmaking and pre-show promotional campaigns to foreign buyers
- We offer market and issue-specific webinars with industry experts that you can participate in without leaving your desk
- We organize trade missions to markets that hold great opportunities
- We maintain and build partnerships with industry associations to jointly promote your interests

Export Success Stories

- ❖ Gold Eagle Company, a manufacturer and distributor of aftermarket fluids was put in contact with a Dominican distributor of engine lubricating oils when the foreign buyer required our assistance in identifying U.S. suppliers. This match was realized through domestic team member Robin Mugford out of our office in Libertyville, Illinois, and our international team member Isolde Frias out of our office in Santo Domingo. The effort resulted in a sale worth over \$48,000.
- ❖ A manufacturer of windshield wiper systems and fractional horsepower motors, used CS support to expand their international sales and marketing plans. Gail Snyder, our domestic AutomotiveTeam member out of our office in Portland, Oregon, counseled company representatives on Commercial Services programs, provided market research, and gave them access to educational programs. Company representatives attended an Export Strategies Seminar, which covered marketing, distribution, finance, and documentation to expand their knowledge base. Trade Specialist Snyder also set up consultation appointments for the manufacturer to meet with staff in our offices in Guadalajara. The company is now actively exporting to Mexico, a value to date of approximately \$24,000. This client has since broadened its S. America plans by starting additional Commercial Service programs.

