

**U.S. Department of Commerce
International Trade Administration**



**U.S.
COMMERCIAL
SERVICE**
*United States of America
Department of Commerce*

**Webinar
How to Supply to Renault / Nissan**

August 29, 2008

Topics



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- What is the Commercial Service
- What is SNECI
- Renault / Nissan Presentation
- Renault / Nissan Project in Tangiers
- Next steps



What is the U.S. Commercial Service

THE U.S. COMMERCIAL SERVICE IS THE TRADE PROMOTION UNIT OF THE U.S. DEPARTMENT OF COMMERCE.

We help U.S. companies develop their international sales through our global network of the best international trade professionals in the world. This network is comprised of trade specialists in 107 U.S. cities and in more than 80 countries, who will work with your company to help you get started in exporting, or increase your sales to new global markets. Our services include:

- **World class market research** for many countries and industries.
- **Trade events** that promote your product or service to qualified foreign buyers, including trade missions, support at domestic or foreign trade shows, and webinars.
- **Introductions to qualified foreign buyers and distributors** through a range of tailored services.
- **Channeling trade leads** to your company.
- Assistance with **export finance** and increasing your awareness of **trade regulations**.
- **Counseling and advocacy** through every step of the export process

To cater more effectively to industry- or regional-specific needs, Global Industry and Regional Teams were established to offer companies customized solutions. Global Industry Teams include automotive, aerospace, safety & security while Global Regional Teams are comprised of Europe, Asia-Pacific, ANESA and the Americas. Let us serve your interests and allow us to be your eyes and ears in the global arena.

Global Automotive Team - The U.S. Commercial Service offers customized solutions for you. Our Global Automotive Team will help you enter new markets and expand your exports at the certified trade events. Last year we helped 9,000 U.S. businesses make international sales worth over \$34 billion! For more information on how we can help you develop your international business, please view our website USAutoTeam.org or contact us at: automotive.team@mail.doc.gov.

Three Opportunities



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- In Tangiers
- Renault / Nissan Worldwide
- From Morocco to Southern Europe

Parts desired from the following manufacturing processes

- Welded, Stamped parts and assemblies
- Extrusion Moulding rubber and plastic parts for all car applications
- Thermoforming parts again for plastic, rubber parts, foams and seals for instance
- Vulcanization process for rubber parts, foams and seals
- Machining parts made from CNC manufacturing processes.

Next steps

Natasha Keylard – Global Automotive Team Leader

Three recommendations:

- Pursue RNPO opportunities worldwide by working with SNECI. Email: ibailly@sneci.com
- Pursue opportunities at Tangiers by requesting a questionnaire. Email: natasha.keylard@mail.doc.gov
- Initiate contact with the U.S. Commercial Service in Morocco. Email: Thannae.Bennani@mail.doc.gov