



## Cleveland U.S. Export Assistance Center

Fifth Third Center  
600 Superior Avenue  
Suite 700  
Cleveland, OH 44114



Tel: (216) 522-4750 • Fax: (216) 522-2235 • [www.buyusa.gov/greatlakes/](http://www.buyusa.gov/greatlakes/)

### Office Locations:

#### Cleveland US Export Assistance Center (Great Lakes Hub Office)

600 East Superior Ave.  
Suite 700  
Cleveland, OH 44114  
Phone: (216) 522-4750  
Fax: (216) 522-2235

**Hub Director:** Michael Miller

**Director:** Susan Whitney

**International Trade Specialist:**  
Richard Kanter, Heather McAdam,  
Ricardo Pelaez

**International Trade Assistants:**  
Nicholas Dorn, Anthony Juodenas,  
Douglas Kirk, Michelene Shamatta

**Small Business Administration:**  
Patrick Hayes

#### Akron US Export Assistance Center

Kent State University  
Administrative Services Building  
Kent, OH 44242  
Phone: (330) 678-0695  
Fax: (330) 678-0646

**Manager:** Ricardo Pelaez

#### Toledo US Export Assistance Center

300 Madison Ave.  
Toledo, OH 43604  
Phone: (419) 241-0683  
Fax: (419) 241-0684

**Director:** Robert Abrahams

#### Cincinnati US Export Assistance Center

36 East 7th Street  
Suite 2650  
Cincinnati, Ohio 45202  
Phone: (513) 684-2944  
Fax: (513) 684-3227

**Director:** Marcia Brandstadt

**International Trade Specialist:** Deborah Durr

**Export Assistance Specialist:**

Penny Toschlog

**International Trade Assistant:**

Anne Schneider

#### Columbus US Export Assistance Center

Two Nationwide Plaza  
Suite 1400  
Columbus, Ohio 43215  
Phone: (614) 365-9510  
Fax: (614) 365-9598

**Director:** Roberta Ford

**Export Assistance Specialist:** Jo Daugherty

#### Dayton US Export Assistance Center

3155 Research Blvd.  
Suite 202  
Dayton, OH 45420  
Phone: (937) 259-2522  
Fax: (937) 259-1342

**Manager:** Deborah Durr

#### Waverly US Export Assistance Center

(Rural Development)  
PO Box 728  
Waverly, OH 45690-0728  
Phone: (800) 223-7491

### Visit Us on the Web at:

<http://www.export.gov>

<http://www.buyusa.gov/greatlakes>

### US Commercial Service Assistance to Exporters

#### Counseling and Mentoring Service

**Trade Specialists** are trained professionals who provide advice on all aspects of exporting. In conjunction with USCS overseas offices, they offer a unique link to world markets and they take a personal interest in each client's export success.

**District Export Councils** nationwide are comprised of volunteer trade experts dedicated to providing international trade leadership and guidance to the local business community. They are appointed by the U.S. Secretary of Commerce, and provide counsel to the U.S. Dept. of Commerce on emerging export development issues. The DEC's counsel local businesses, identify export financing, create export awareness, identify issues that affect export trade and make suggestions for improvement. They support the programs and services of the USDOC/Export Assistance Center, build local export assistance partnerships with other organizations and promote international education in the community.

#### Market Entry

**Gold Key Service** helps you save time and money by letting the U.S. Commercial Service help you find a buyer, partner, agent or distributor. The Gold Key Service provides you with one-on-one appointments with pre-screened potential agents, distributors, sales representatives, association and government contacts, licensing or joint venture partners, and other strategic business partners in your targeted export market. Price: from \$685 to \$1,100 for the first day, depending on location.

**Platinum Key Service** is designed for companies that require long-term, sustained customized assistance from overseas CS posts. Range of issues includes: identifying markets, launching products, developing major project opportunities, government tender support, reducing market access barriers, assistance on regulatory or technical matters. Price varies depending on market.

**International Partner Search** helps you find qualified international buyers, partners, or agents without traveling overseas. U.S. Commercial Service specialists will deliver detailed company information on up to four prescreened international companies that have expressed an interest in your company's products and services. Turn around time is about 15 business days. Price: from \$500 to \$790, depending on location.

#### Market Research & Information Services

**www.export.gov** is the portal to all export-related assistance and market information offered by the federal government. Whether you're looking for trade leads, free export counseling, or help with the export process, Export.gov is your first step in growing your international sales.

**Commercial News USA** assists you in promoting your products and services to more than 400,000 international buyers in 145 countries. Commercial News USA is a product catalog distributed by U.S. embassies and consulates worldwide, and has a proven track record of high response rates and solid sales results. Prices start at \$695.

**Customized Market Research** is a program that makes use of our vast network of industry associations, government agencies, importers, distributors, end-users, and manufacturers to provide you with information critical to your international success. Have our overseas trade professionals prepare a report according to your specific business needs.

**International Company Profile** can help you prevent costly mistakes with quick, low-cost credit checks or due-diligence reports on international companies. Before you do business with a prospective agent, distributor, or partner, the International Company Profile will give you the background information you need to evaluate the company. Price: from \$520 to \$810, depending on location.

#### Trade Shows and Exhibitions

**International Buyer Program** helps you find new international business partners at U.S. trade shows with the International Buyer Program. The IBP recruits more than 125,000 foreign buyers and distributors to 32 top U.S. trade shows per year. U.S. Commercial Service trade specialists arrange meetings for U.S. exporters and international delegates and provide export counseling at the show's International Business Center.

**CS Marketplace** and **Show Time** are offered at select domestic and overseas trade shows, respectively, so companies can meet one-on-one with CS industry specialists from various countries. There is no charge. Also ask your trade specialist about our **Multi-State Catalog Exhibition Program, Matchmaker Trade Delegations and Trade Fair Certification Programs.**

#### Financial Assistance

Ask your International Trade Specialist about export financing available from the **SBA.**

*Your Global Business Partner*

U.S. Commercial Service • U.S. Department of Commerce • U.S. Small Business Administration