

# EXPORT RESOURCES



<b>M.E. DEY &amp; CO., INC.</b>	<b>U.S. COMMERCIAL SERVICE – MILWAUKEE</b>
<p>We are a full service Export Freight Forwarder with a comprehensive global network, which offers air, ocean and road services door-to-door. In addition, our full compliance services can assist and teach as you develop an Export Compliance Program. Our compliance services include export process auditing, staff education &amp; training and developing your compliance program &amp; manuals. <a href="http://www.medey.com">http://www.medey.com</a> or <a href="mailto:connect@medey.com">connect@medey.com</a></p>	<p>The U.S. Commercial Service is part of the International Trade Administration, an agency of the United States Department of Commerce, who promotes the export of goods &amp; services, and aids in finding qualified buyers, distributors and agents overseas, while working to overcome regulatory barriers, IP rights protection, and unfair trade practices. <b>Koreen Grube Director, 414-297-1853</b> or <a href="mailto:Koreen.Grube@trade.gov">Koreen.Grube@trade.gov</a></p>
<b>WCTC GLOBAL BUSINESS PROGRAM</b>	<b>WISCONSIN ECONOMIC DEVELOPMENT CORPORATION</b>
<p>Waukesha County Technical College (WCTC) offers skills relevant to importing and exporting. Courses available in an 8-week evening format that is convenient for working adults. For information on the Import/Export Specialist Technical Diploma: <a href="https://www.wctc.edu/academics/programs-courses/programs/import-export-specialist/index.php">https://www.wctc.edu/academics/programs-courses/programs/import-export-specialist/index.php</a> Take advantage of a 4-week online prep course for the NASBITE Certified Global Business Professional (CGBP) exam. <a href="http://www.wctc.edu">www.wctc.edu</a>, or contact <b>Susan Dragotta, Global Business Instructor, 262-691-5553, <a href="mailto:sdragotta@wctc.edu">sdragotta@wctc.edu</a></b></p>	<p>WEDC’s mission is to advance and maximize opportunities for Wisconsin businesses and to compete in a globally competitive environment with their Wisconsin and international based Global Network export support team. They offer International Market Access Grants (IMAG) through their Global Business Development Program up to \$10,000 and up to \$25,000 for graduates of the ExporTech program (see below). For information on the WEDC Global Network or IMAG Grant information: <a href="http://www.wedc.org">http://www.wedc.org</a> or contact <b>Katie Wall, 608-210-6734 <a href="mailto:katie.wall@wedc.org">katie.wall@wedc.org</a></b></p>
<b>CERTIFIED EXPORT SPECIALIST (CES) COURSE</b>	<b>DATCP</b>
<p>Designed to help trade professionals become competent in the current export processes and regulations, the Certified Export Specialist (CES) Course is a one-year self-paced online program, with a final exam. <a href="http://www.ncbfaa.org">http://www.ncbfaa.org</a></p> <p>As part of the CES course, Incoterms are reviewed. The Incoterms® rules are an essential part of the daily language of international trade. They define the obligations of the exporter and importer as well as the transfer of risk, and provide rules and guidance when negotiating your international contracts. For more information on them: <a href="https://iccwbo.org/resources-for-business/incoterms-rules/incoterms-2020/">https://iccwbo.org/resources-for-business/incoterms-rules/incoterms-2020/</a></p>	<p>Wisconsin Department of Agriculture, Trade and Consumer Protection’s mission is to grow the economy by partnering and promoting quality food, healthy plants, animals, sound use of land and water resources, in a fair marketplace. To find our more: <a href="https://datcp.wi.gov/Pages/Homepage.aspx">https://datcp.wi.gov/Pages/Homepage.aspx</a></p> <p>The International Team is commodity based in Madison:</p> <ul style="list-style-type: none"> <li>• Animal feed, lumber, mink, ginseng, livestock, forestry: <b>Jennifer Lu (608) 224-5102 <a href="mailto:Jennifer.lu@wisconsin.gov">Jennifer.lu@wisconsin.gov</a></b></li> <li>• Food, food ingredients, consumables, pet food and ingredients for cosmetics: <b>Ashwini Rao (608) 224-5119 <a href="mailto:Ashwini.rao@wisconsin.gov">Ashwini.rao@wisconsin.gov</a></b> and <b>Lisa Stout (608) 224-5126 <a href="mailto:lisa.stout@wisconsin.gov">lisa.stout@wisconsin.gov</a></b></li> </ul>
<b>BUREAU OF INDUSTRY AND SECURITY</b>	<b>EXPORTECH</b>
<p>The BIS’ mission is to advance U.S. national security, foreign policy, and economic objectives by ensuring an effective export control and treaty compliance system. An immense amount of information to inform and train exporters is available at their Site: <a href="http://www.bis.doc.gov">www.bis.doc.gov</a></p>	<p>ExporTech helps small to midsize Wisconsin companies tap into new markets with a customized export expansion strategy. Participants learn how exports can dramatically drive growth, identify hurdles to expansion, and develop a customized international growth plan. <a href="https://www.wmep.org">https://www.wmep.org</a> <b>Roxanne Baumann, Director of Global Engagement, 262-442-8279, <a href="mailto:baumann@wmep.org">baumann@wmep.org</a></b></p>