

# South Carolina 2016 Export Training Events

## JANUARY

**\*1/21 – International Trade Show Marketing, Charleston SC**  
Trade shows can provide an effective means of spreading brand awareness, getting your product out in front of a target audience and meeting with current or potential clients. Come learn about preshow preparation, funding / financing available for trade shows and how to protect your IP and Trademarks. (\$75)  
**Contact:** Phil Minard, [phil.minard@trade.gov](mailto:phil.minard@trade.gov)  
**Registration Link:** [www.sctrade.org/events-1.html](http://www.sctrade.org/events-1.html)

## MARCH

**\*3/9 – ACE & International Documentation, Greenville SC**  
Learn about the new ACE- Automatic Commercial Environment for importers and exporters. In this class you will learn how to file using the new 2016 ACE system for your EEI- Electronic Export Information. The class will also cover how to run detailed reporting functions for your imports/exports, what your customs broker is submitting to US customs on your behalf and how to self-file and save time and money. This class will also cover how to fill out commercial invoices, packing lists, bills of lading, certificates of origin and more. (\$195)  
**Contact:** Anita Patel, [Apatel@SCcommerce.com](mailto:Apatel@SCcommerce.com)  
**Registration Link:** [www.sctrade.org/events-1.html](http://www.sctrade.org/events-1.html)

**\*3/16 – 1/2 Day International Finance Seminar, Charleston SC**  
Learn about export financing for small and medium sized businesses. The Export-Import Bank of the U.S. will discuss how to utilize the bank and other industry experts will address letters of credit, export financing through the SBA and export insurance.  
**Contact:** Pennie Bingham, [pbingham@Charlestonchamber.org](mailto:pbingham@Charlestonchamber.org)  
**Registration Link:** <http://www.charlestonchamber.net/wtcccevents/>

## APRIL

**\*TBD – Export University, Export 101- Columbia SC**  
Export University is a series of courses on exporting designed to help U.S. companies begin an export initiative, and to gain increasing skills and innovation in their international sales. (\$45)  
**Contact:** Dorette Coetsee, [Dorette.coetsee@trade.gov](mailto:Dorette.coetsee@trade.gov)  
**Registration Link:** [www.sctrade.org/events-1.html](http://www.sctrade.org/events-1.html)

**\*4/25- 4/29 Hannover Messe, Hannover Germany**  
Description: The United States is the Partner Country for HANNOVER MESSE 2016, the world's leading trade fair for industrial technology. (Price: see trade show link)  
**Contact:** Dorette Coetsee, [Dorette.coetsee@trade.gov](mailto:Dorette.coetsee@trade.gov)  
**Registration Link:** <http://export.gov/hannovermesse/>

## MAY

**\*5/12 – Preparing for an Audit, Columbia SC**  
This program will cover the roles and responsibilities that each importer/exporter must be aware of in order to avoid fines, delays and possible loss of import/export privileges. We will cover the roles & responsibilities of importers and exporters during an audit. (\$195)  
**Contact:** Anita Patel, [Apatel@SCcommerce.com](mailto:Apatel@SCcommerce.com)  
**Registration Link:** [www.sctrade.org/events-1.html](http://www.sctrade.org/events-1.html)

**\*5/16-5/20 – Canada Trade Mission, Toronto and Montreal, CA**  
The S.C. Department of Commerce's Division of International Strategy & Trade is leading a trade mission to Canada. Companies that are approved to attend will have one-on-one meetings with prospective distributors, agents and partners that are set by the US Department of Commerce. The trade mission is open to all companies within South Carolina. (\$3500, not including airfare and hotel)  
**Contact:** Anita Patel, [Apatel@SCcommerce.com](mailto:Apatel@SCcommerce.com)  
**Registration Link:** [www.sctrade.org/events-1.html](http://www.sctrade.org/events-1.html)

**5/25 – State of the Region—International Trade Luncheon, Charleston SC**  
Join the World Trade Center Charleston (WTCC) luncheon to connect with the Charleston region's leaders in international trade and learn what is happening in our region and beyond to foster global imports and exports.  
**Contact:** Pennie Bingham, [pbingham@Charlestonchamber.org](mailto:pbingham@Charlestonchamber.org)  
**Registration Link:** <http://www.charlestonchamber.net/wtcccevents/>

**\*5/26-5/28 – SEUS CP Conference**  
Attend the annual Southeastern U.S. Canadian Province Alliance Conference for an engaging line up of business and economic development speakers and take part in the conference's B2B matchmaking meetings to find potential business partners in Canada and the other southeastern states.  
**Contact:** Clarke Thompson, [CThompson@SCcommerce.com](mailto:CThompson@SCcommerce.com)  
**Registration Link:** <http://sccommerce.com/events>

## JUNE

**6/8-6/10 – London Produce Show**  
The boutique exhibition gives trade exhibitors direct access to a wide range of international produce buyers from the retail, foodservice and wholesale sectors.  
**Contact:** Aaron Wood, [awood@scda.sc.gov](mailto:awood@scda.sc.gov)  
**Registration Link:** <http://www.londonproduceshow.co.uk/>

## JULY

**\*7/7 – ACE & International Documentation—Charleston SC**  
Learn about the new ACE- Automatic Commercial Environment for importers and exporters. In this class you will learn how to file using the new 2016 ACE system for your EEI- Electronic Export Information. The class will also cover how to run detailed reporting functions for your imports/exports, what your customs broker is submitting to US customs on your behalf and how to self-file and save time and money. (\$195)  
**Contact:** Anita Patel, [Apatel@SCcommerce.com](mailto:Apatel@SCcommerce.com)  
**Registration Link:** [www.sctrade.org/events-1.html](http://www.sctrade.org/events-1.html)

**\*711-7/17 – Farnborough Air Show**  
The S.C. Department of Commerce will recruit 10 qualified companies to participate in the air show with Team South Carolina. Companies must be a manufacturer or service provider in the aerospace, aviation industry to be considered. (\$6,000, not including airfare and hotel)  
**Contact:** Anita Patel, [Apatel@SCcommerce.com](mailto:Apatel@SCcommerce.com)  
**Registration Link:** [http://sccommerce.com/sites/default/files/all/farnborough\\_flyer\\_0.pdf](http://sccommerce.com/sites/default/files/all/farnborough_flyer_0.pdf)

**TBD– Export University, Greenville SC**  
Export University is a series of courses on exporting designed to help U.S. companies begin an export initiative, and to gain increasing skills and innovation in their international sales. (\$45)  
**Contact:** Shannon Christenbury, [Shannon.christenberry@trade.gov](mailto:Shannon.christenberry@trade.gov)  
**Registration Link:** [www.sctrade.org/events-1.html](http://www.sctrade.org/events-1.html)

## AUGUST

**8/24-8/27 – International Woodworking Fair**  
Description: IWF is one of the top woodworking trade shows in the world and is an event where the material processing and design industries come together to solve problems, find solutions, share ideas, feature architectural woodwork, and reconnect with your customers IWF.  
**Contact:** Tim Adams, [tadams@scfc.gov](mailto:tadams@scfc.gov) and Edgar Arias, [earias@scfc.gov](mailto:earias@scfc.gov)  
**Registration Link:** <http://www.iwfatlanta.com/Exhibitor/IWF-Registration>

## SEPTEMBER

**\*9/6-9/13 – Tradewinds- Latin America**  
Trade Winds offers U.S. companies the opportunity to explore seven markets in Latin -America. Hosted in Chile, Trade Winds will feature a Latin-American-focused business forum, consisting of regional and industry specific conference as well as pre-arranged consultations with U.S. Senior Government Diplomats representing commercial markets from several Latin American countries. Additional stops provide an opportunity to conduct customized business-to-business meetings with pre-screened firms in Chile, Peru, Bolivia, Paraguay, Uruguay, Mexico and Argentina. (Price: see trade show link)  
**Contact:** Dorette Coetsee, [Dorette.coetsee@trade.gov](mailto:Dorette.coetsee@trade.gov)  
**Registration Link:** [www.export.gov/tradewinds](http://www.export.gov/tradewinds)

**\*9/28 – Incoterms, Greenville SC**  
How can you use incoterms to minimize your company's exposure, reduce risk, save money, and even increase sales? Learn how to determine responsibilities between buyer and seller through transfer of risk, insurance, documentary requirements, and cost of freight through proper use of incoterms. (\$125)  
**Contact:** Shannon Christenbury, [Shannon.Christenbury@trade.gov](mailto:Shannon.Christenbury@trade.gov)  
**Registration Link:** [www.sctrade.org/events-1.html](http://www.sctrade.org/events-1.html)

## OCTOBER

**\*10/17/10/18 – Southern Forest Products Export Conference**  
Description: regional export conference on international trade of forest products, focused in: current state and outlook of exports of U.S. southern forest products, financial support, logistics, markets, industries, and policies, among others SCFC.  
**Contact:** Tim Adams, [tadams@scfc.gov](mailto:tadams@scfc.gov) and Edgar Arias, [earias@scfc.gov](mailto:earias@scfc.gov)  
**Registration Link:** <http://www.state.sc.us/forest/prod.htm>



Events with asterisks(\*) qualify under the SC Export Incentives Program for reimbursement. Information and updates on 2015 events can be found at [www.sctrade.org](http://www.sctrade.org)