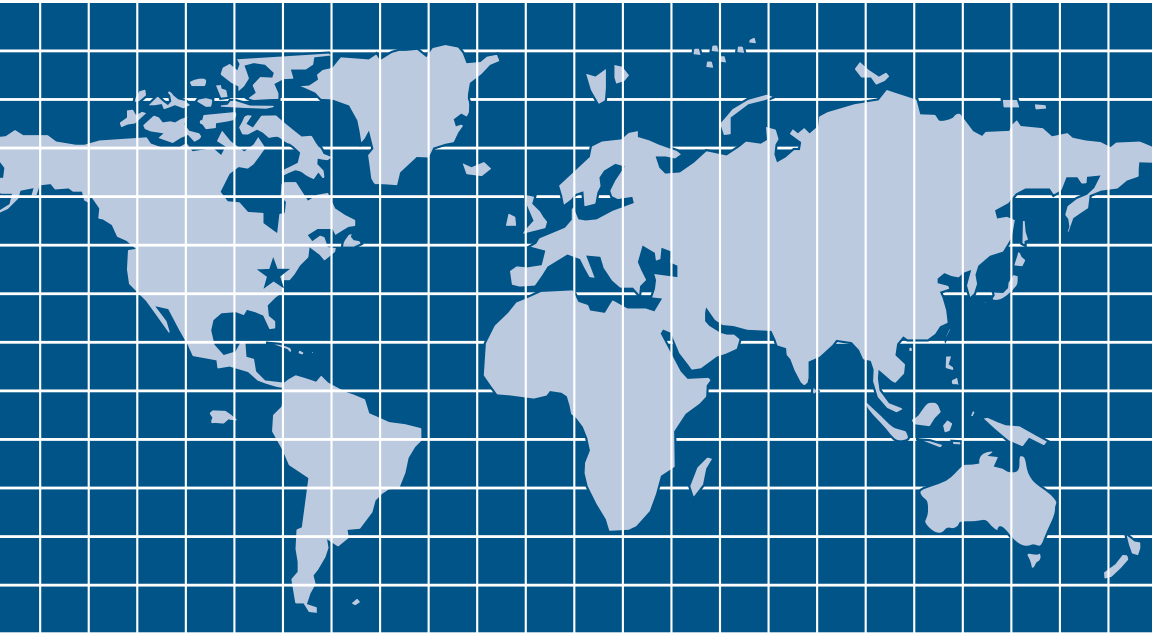
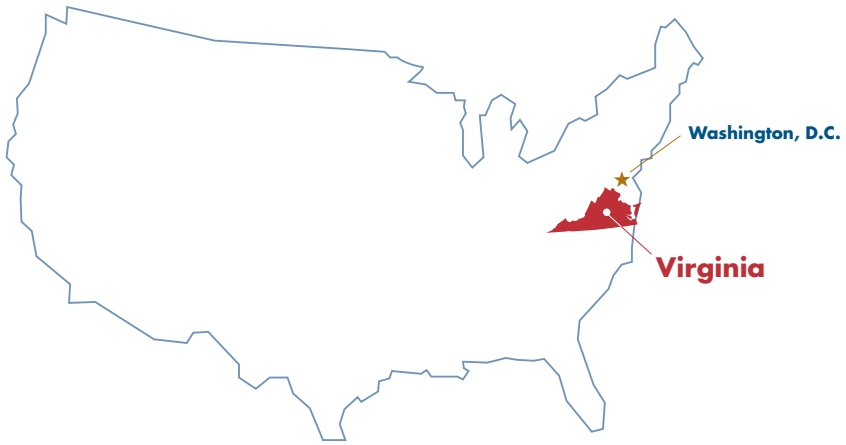


# When You Buy Virginia Products, Import Assistance is Free





**Finally.** Quality goods, easily transported. Customs regulations and credit guarantees simplified. Even an on-site representative who speaks your language. That's why an increasing number of countries all around the world are importing from Virginia.

This rich, fertile state is blessed with an abundance of natural resources, from vast forests of timberland to an ocean teeming with fish. In fact, Virginia is one of the top agricultural exporters in America. The state is especially well-positioned for international trade because of its bulk and container port, which is the second largest on the East Coast. And best of all, when you buy Virginia products, import assistance is free.





## Import Assistance Makes It Simple

The Office of International Marketing is a unit of the Virginia Department of Agriculture and Consumer Services. The sole purpose of this office is to ensure your success in importing products from Virginia. Here are the services that can make your experience both profitable and pleasant:

- **Introducing you to Virginia sellers**

Virginia industry representatives bring buyers and sellers together. Through the use of video conferencing, you can see products which interest you and strike up a conversation with suppliers. Better yet, the Office of International Marketing will arrange a visit to Virginia so you can meet potential suppliers in person, face-to-face.

- **Helping you complete the purchase**

Whether you need help with import regulations and transportation or credit and financing, your support system is already in place. The Office of International Marketing has extensive experience with bankers, shippers and customs agents. This means you have a personal guide throughout the entire transaction process.

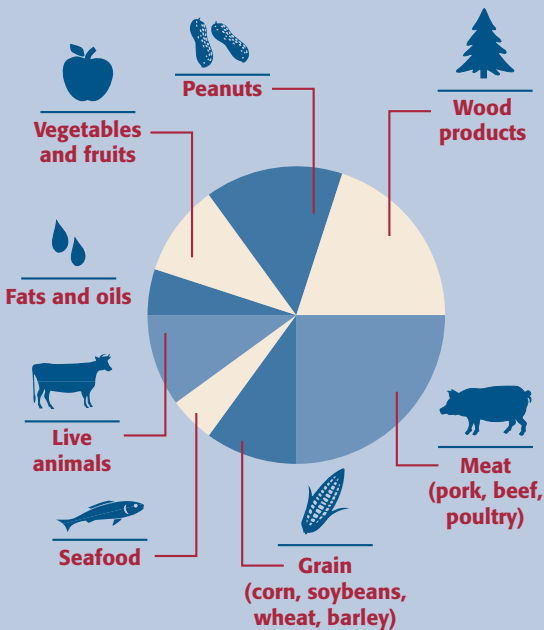
### Why England Imports Seafood From Virginia

#### **Personal Introduction.**

A face-to-face encounter establishes the trust necessary for any successful transaction. When a restaurant owner/chef from Tidewater, Virginia cooked soft shell crab, croaker and striped bass on site at Billingsgate Market, local distributors were impressed. Not only did they like the taste, but they were able to question the chef about preparation and marketing. As a result, many English diners are enjoying Virginia soft shell crab for the very first time – and its importers are enjoying newfound popularity.



**The Office of International Marketing handles hundreds of agricultural products, ranging from lumber to seafood.**



## **Why China Imports Wood Products From Virginia**

### **Industry Education.**

Sometimes it requires training for a prospective importer to recognize a new opportunity. Because Virginia's forest products were virtually unknown in China, the Office of International Marketing provided education about the state's industry, products, processing and uses. China eventually became such an enthusiastic importer of Virginia wood products that volume increased four-fold in just three years – while the resulting molding and veneer turned a profit for the enterprising importer.



## The World Buys from Virginia

Almost 100 countries currently import from Virginia. From China to Poland, from the Caribbean to the Ukraine, businesses are realizing the value of quality products, transported easily and efficiently.

To ease the import process, Virginia maintains an international office in Hong Kong for the Asian-Pacific market. There's a Spanish-speaking consultant team available in Mexico and Latin America. And, if you are located in Europe, the Middle East or Africa, Virginia's multi-lingual representatives can help you with any problems.

## Call to Start the Process

The Office of International Marketing welcomes you as a potential importer of Virginia's agricultural products. Look for more information at [www.vaexports.com](http://www.vaexports.com). To arrange a trip to Virginia or ask individual questions, call 804/786-3953.

## Why Japan Imports Specialty Soybeans From Virginia

### Customized Service.

It is not unusual for Virginia to develop new products on demand. On a trade mission to Japan, representatives of the Office of International Marketing learned there was a scarcity of *natto*. (These specialty soybeans are a traditional breakfast food in Japan.) Soon Virginia farmers and university researchers were working closely with Japanese *natto* manufacturers. Before long, Virginia had developed non-genetically modified soybeans which met the stringent Japanese requirements – meaning importers now had a new supplier of *natto*.



*VIRGINIA DEPARTMENT  
OF AGRICULTURE AND  
CONSUMER SERVICES*

**Office of International Marketing  
1100 Bank Street  
Richmond, Virginia 23219  
[www.vaexports.com](http://www.vaexports.com)**