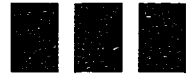


## KEY STEPS TOWARD EXPORTING SUCCESS IN THE U.S.



- patent any new technology
- protect brand names
- comply with U.S. regulations regarding labelling and packaging
- insure material being shipped
- comply with all customs procedures
- check the credit of potential clients
- insure against non-payment
- have proper mechanisms in place to ensure good after-sale service
- participate in trade shows