

FOREIGN TRADE INTELLIGENCE

– Your customers - Markets and Leads

- Country profiles & business climates
- Opportunities

– Your competitors

- Who they are and where they are
- What & where they import and export

– Suppliers & Services

- Suppliers by country and by product
- Complete contact information and key officers
- Patents & Trademarks
- New Technologies

Information Type	Source	Availability
Starting Places		
Export Trade Portal - market research guides & resources, leads, data	U. S. Department of Commerce	www.export.gov
Export Trade Portal - instructional, evaluation & market research tools	Michigan State University	www.globaledge.msu.edu
Foreign Country Market Studies - by country and by industry	U.S. Commercial Service (Dept. of Commerce)	www.buyusainfo.net
Doing Business in Foreign Countries - country by country how-to guidelines	World Bank	www.doingbusiness.org
Companies & Industries		
Foreign Company Briefs - contacts, products, size by sales & employees	MDDI Global Reach (Dun & Bradstreet)	www.tulsalibrary.org/databases/M
Foreign Company Briefs - contacts, products, size by sales & employees	Hoovers	www.tulsalibrary.org/databases/H
Foreign Company Detailed Reports - detailed financials & corporate ties	Reference USA - OneSource	www.tulsalibrary.org/databases/R
Foreign Supplier and Customer Leads - detailed product access	Kompass	www.kompass.com (portions fee)
Foreign Supplier and Customer Leads - detailed product access	Alibaba	www.alibaba.com
U.S. Companies with Foreign Operations - foreign trade activity by company	American Firms Operating in Foreign Countries	www.tulsalibrary.org/databases/A
Foreign Companies with U.S. Operations - foreign trade activity by company	Foreign Firms Operating in the United States	www.tulsalibrary.org/databases/F
Data & Statistics		
USA Trade Online - details of shipments between U.S. & foreign countries	U. S. Census Bureau	https://usatrade.census.gov
ITA TradeStats Express - export/import data reports for U.S./foreign trade	International Trade Administration	www.trade.gov/data.asp
Freight Analysis Data - air, rail, truck & water shipments by commodity & location	Federal Highway Administration	faf.ornl.gov/fafweb/Extraction1.aspx
UN Comtrade Database - Trade statistics between foreign countries-highly detailed	United Nations Commodity Trade Statistics	http://comtrade.un.org
News, Foreign Market Trends, Company Activities		
Business Source Premier - news, foreign company & market reports	Ebsco	www.tulsalibrary.org/databases/E
Foreign Company News - news and market conditions in foreign countries	Dow Jones Factiva news service	Subscription (Research Wizard)

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