



WORLD TRADE CENTER®
TACOMA

WE
GROW
TRADE

WTC TACOMA UPDATE

To the Port of Tacoma Commission - October 25, 2018

OVERVIEW

- Financial Status
- Update on Refocus
 - Consulting contracts
 - Events & Promotions
 - Cross-border e-commerce
- Plans



EARLIER OPPORTUNITY: FDI



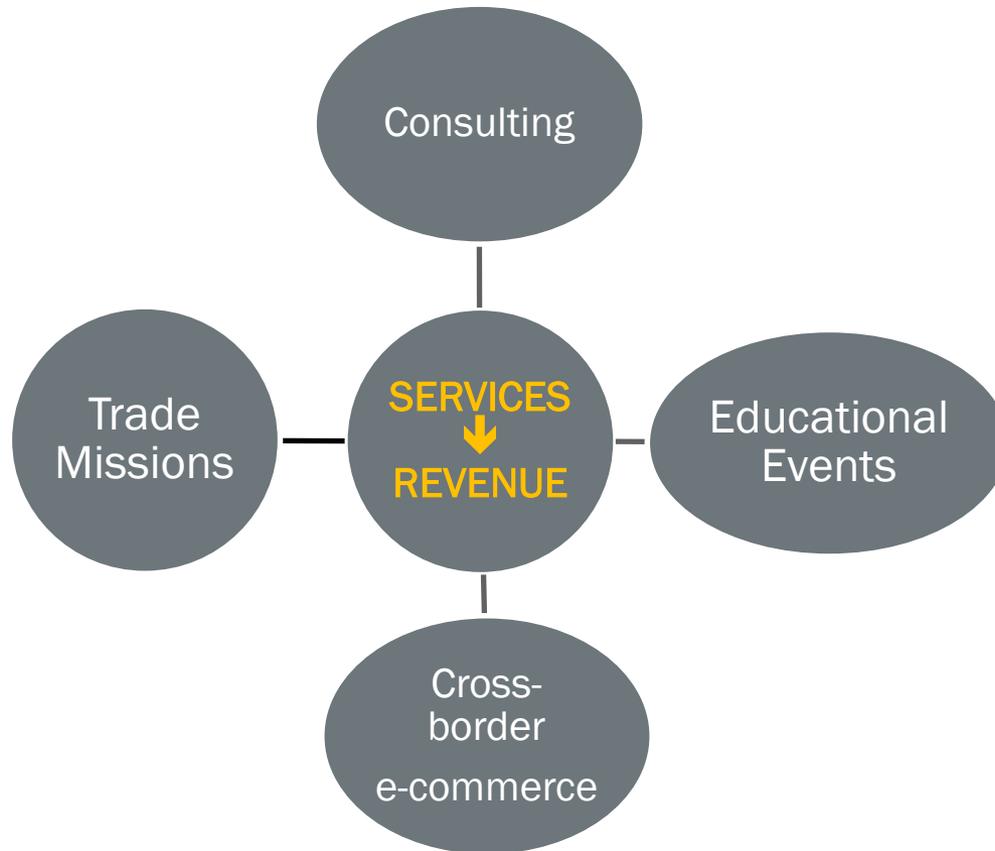
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NEW DIRECTION

- Trade Focus
- Fee-for-Service
- Collaboration
- Efficiency



SERVICES OVERVIEW



CONSULTING

Local firms:

- Language & communications
- Cultural awareness & coaching
- Research in foreign language

Overseas firms:

- Set up US operations
- Making initial contact with US firms



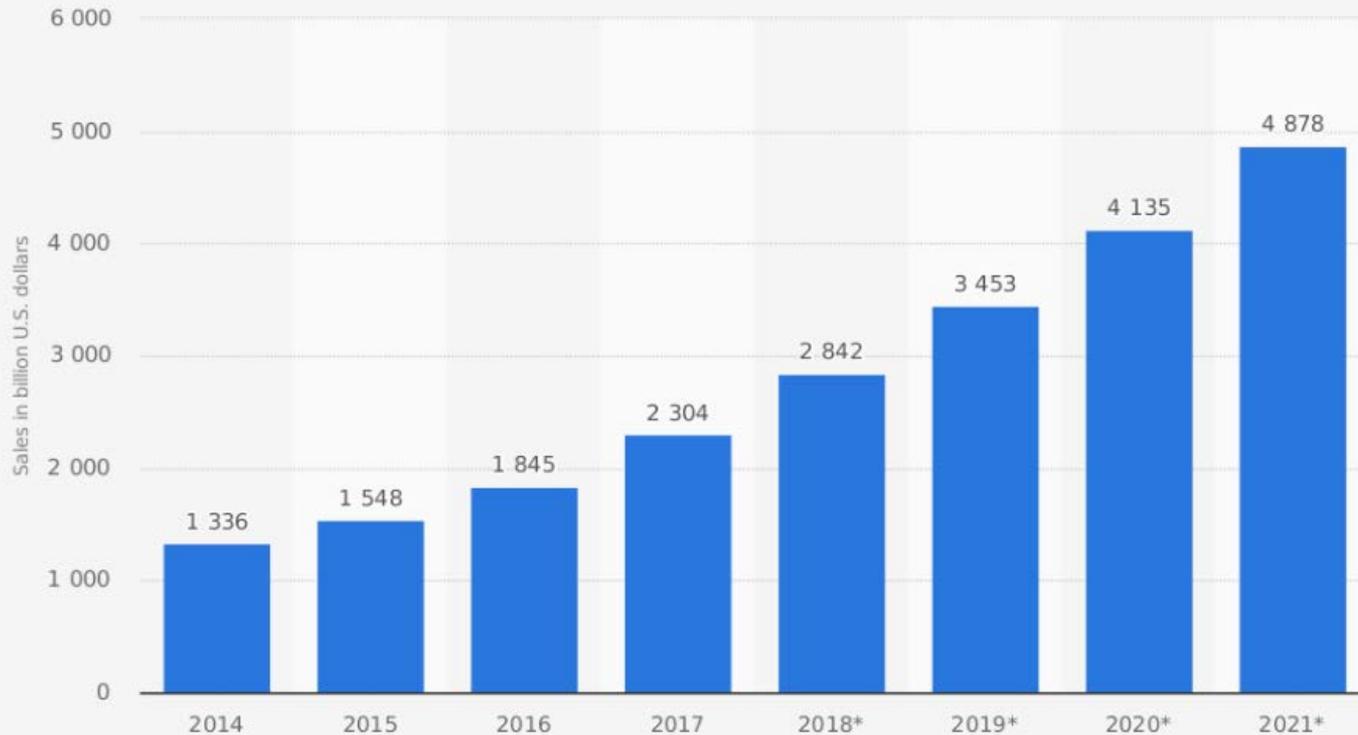
EDUCATIONAL EVENTS

Date	Description
Feb 12	Globe Awards
March 5	Vietnam Seafood Delegation (with TDA)
May 4	Free Trade: Opportunities & Challenges (with WTC Seattle)
June 5	Cost Savings on Foreign Exchange & the Last Great Export Tax Incentive (with USCS)
Nov 2	Supply Chain Management (with GSP)
Feb	Globe Awards
March	WTCTA-JAS-WACRC US-Japan-China Trade



WORLDWIDE E-COMM GROWTH

Retail e-commerce sales worldwide from 2014 to 2021 (in billion U.S. dollars)



Source
eMarketer
© Statista 2018

Additional Information:
Worldwide; eMarketer; 2014 to 2017



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WHAT'S SPURRING PURCHASES?

- Middle class trading ↑
- Feeling of safety
- Price / delivery time ↓





Product lineup



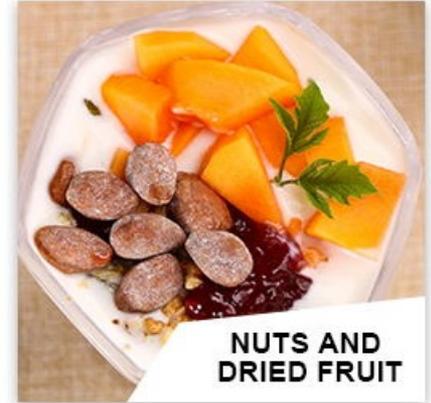
**AUTOMOBILE
CLEANER**



WHISKY VODKA



**JAPANESE
COSMETICS**



**NUTS AND
DRIED FRUIT**



CHOCOLATE



COOKIE



About us

About Griot's Garage



Message from our founder - I've been living the garage life since I was 5-years old. One of my earliest projects was putting a Sandy Koufax baseball card in my bicycle spokes. As I grew up so did my projects. By the time I left for college, the garage had seen three paint jobs, an engine pulling that nearly brought down the rafters, brake jobs, and countless tune-ups. And my parents only had to take me to the emergency room once!

With my cars running like Swiss watches I wanted them to look the part. I searched but nothing in the car care arena measured up. So I started what would become Griot's Garage in my home garage in 1988. I really stepped up my game in 1990, introducing the first catalog, the first padded lay-down creeper, non-lifting floor paint, quality car care, and unique tools and garage gear.

From the very beginning we focused on excellence. We had a lifetime guarantee on everything we sold, and I mean everything. When it came to our car care products I decided early on that we would make our own, from product development through bottling and distribution. This A-to-Z commitment results in thoughtfully created products that you can trust on your car because I trust them on mine.



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About Bite Me! Cookies



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About Heritage Distilling Co

HERITAGE.
DISTILLING CO



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*HAVE FUN IN
YOUR GARAGE!*



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Product introduction

Griot's Garage Speed Shine

Speed Shine creates a super-slippery layer of lubrication that gently loosens and lifts dust, pollen, smudges, light grime, and bird bombs off your paint. It is safe for all paints and clearcoats and can also be used on trim, wheels, and interior plastic trim. Speed Shine is the best five minutes you can spend with your car. Works best with our thick, blue PFM Detailing Towels.



Features and Benefits

- Gently loosens and lifts dust, pollen, smudges, and light grime
- Preserve your paint's "Just Washed" gloss
- Also effective on moldings, wheels, and interior plastic trim

Item	Description	Size	Case qty.
10950	Speed Shine	22oz	12





CAR CARE FOR THE PERFECTIONIST®

We truly love cars. That's why we create products that make the quest for perfection more satisfying, rewarding, and fun.

Product lineup



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How to become a Distributor or Reseller?



- Orders will be shipped from Plainfield, IN to a US based freight forwarder of the customers choosing.
- Minimum order for pre-paid freight to US Based freight forwarder:\$1,500.
- Case packs only.
- Orders must be pre-paid in US Funds before shipping.
- MAP Policy must be adhered to.
- Customer is responsible for all fee's associated with importing/certifying products.



EXPORT STORE OBJECTIVES

- Lower cost of market entry
- Offer professional design
- Efficacy through SEO
- Guidance and support



NEXT STEPS

- Plan / Visioning
- Grow firms through export
- Expand to other platforms
- Trade consulting / education
- Continue to improve finances



