

Adrienne Baughman
President
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Adrienne grew up in the 101st Airborne and spent her youth in The Ozarks. She earned a master's degree from the University of Missouri-Columbia and was awarded a Congressional fellowship. She completed her graduate thesis abroad in The Hague (self-financed). At age 27, Adrienne moved to the EU where she lived for eight years. She became interested in industrial equipment while working as a foreign correspondent at NATO in Brussels. Her analyses have appeared in: Successful Farming, Jane's Defence Weekly, The European Voice, among others. She has completed advanced export trainings conducted by the US Department of Commerce. Adrienne served on the Metro Export Planning Committee at The Greater Des Moines Partnership and volunteers on the Board of Directors for Iowa Sister States.

Stacy Timperley
Export Operations Manager
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A native of Conrad, Iowa, graduate of University of Iowa-Des Moines, and former People to People Youth Ambassador to Australia, Stacy has more than 10 years of professional experience in international sales and logistics of heavy Ag and industrial equipment. She represents Forbs on the Metropolitan Planning Organization's Freight Roundtable and The International Council at the Greater Des Moines Partnership. She is active with the International Traders of Iowa and the Young Professionals Connection.



**Welcome to the future
of international trade in Iowa.**

Forbs Export Services LLC

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Affiliations:

International Traders of Iowa
Iowa Association of Business & Industry
Iowa Corn Growers Association
Iowa Soybean Association
Iowa Farm Bureau Federation
Iowa-Nebraska Equipment Dealers Association
Des Moines East and South Chamber of Commerce



Roy A. Ferguson

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A "forb" is a growing shoot with potential: symbolic of Iowa's SMEs. 



Add value to your business through international sales

Our job is to make it easy.

Testimonials:

"We trust Forbs with our global trade documents."

-- Roger Bockes, CEO
Heavy Equipment Manufacturing
(Grundy Center)

"Forbs prepared our entire team for international business with cultural training on our key EU market. We rely on Forbs for cultural intelligence."

-- Kevin Schlueter
Proxymity®
(Des Moines)



Export sales can deliver significant value for a company by opening new markets and creating the potential for greater growth and success. Yet many small to midsize Iowa businesses forego the export opportunity, because the process seems complex and intimidating. We created Forbs Export Services to help smooth and simplify the process for Iowa companies of all sizes.

Located in the hub of Des Moines' International Trade Administrative District, we are perfectly positioned to assist manufacturers, dealers and other businesses connect to worldwide resources and markets. Our staff share long and successful export experience. We are government-trained and fluent in the language of international commerce. We utilize the latest trade technology and documentation protocols. And we're focused on helping clients develop and grow export sales, thus increasing the vibrancy of our overall Iowa economy.

Let us be your guide.

1 We will help you assess the opportunity

We regularly schedule onsite visits to help business owners analyze their export potential, explore appropriate markets, identify international partners and create effective marketing strategies. Together, we will help you set and achieve your export goals.

2 We will help you secure available government financing and support

Grants are often available to support companies participating in international trade shows or missions. We will help you identify appropriate grant opportunities and submit all required paperwork on your behalf. We can also arrange World Bank and Congressional visits to help promote and enhance your international sales strategy.

3 We will help you create and implement effective, compliant, export management and documentation

Our staff will create and submit purchase orders, proforma invoices, packing lists, airway bills and certificates of origin. We ensure that all documents are complete and compliant, utilizing appropriate export classification codes and correct trade terms (per Incoterms® 2010). We will select a qualified freight forwarder from our experienced and vetted team, based on the specification requirements of your industry and markets. And on the bottom line, we will help assure that payment is secure.



4 We will provide expert training to your staff or industry group

We regularly conduct customized, onsite training of client personnel to help facilitate export documentation. Whenever your staff has a question, they can turn to us for experienced information and advice.

We also provide training for industry groups and associations – including specialized speakers and presentations to fit your audience and meeting agenda.

