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**Date:** 6/17/2016 3:05:31 PM  
**Subject:** Commerce Communications: Building Relationships Worldwide

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June 17, 2016

Lindsay Edward Fox, the founder and chairman of Linfox, which is Australia's largest privately-held logistics firm, once said, "Personal relationships are always the key to good business." This statement certainly rings true for Team South Carolina. After all, our team operates the way any great sales organization does. We go where the customers are and build relationships to do what we do -- which is sell our state. And, with more than 70 percent of the world's purchasing power located outside of the U.S., we recognize that many of our customers are based internationally.

In fact, since 2011, foreign-based firms have announced capital investments of approximately \$14 billion, bringing more than 30,000 new jobs to the Palmetto State. In an effort to strengthen and develop new relationships with these international partners and clients, Team South Carolina participates in events like next week's Select USA Investment Summit in Washington, D.C. Taking place over three days, the annual Summit is focused on promoting foreign direct investment in the United States. It provides a tremendous opportunity to connect with companies and economic development leaders from all corners of the globe.

Moving forward, relationship building will remain a priority for Team South Carolina. As we connect with more and more industry heavyweights from around the world, our message will continue to spread far and wide -- South Carolina is *'Just right'* for business.

Bobby Hitt, Secretary of Commerce

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Spotlight: Palmetto Railways

When it comes to moving freight, South Carolina is blessed with unparalleled accessibility and transportation assets. Centrally-located on the East Coast and featuring an integrated system of highways, airports, seaports and railways, South Carolina offers remarkable global connectivity. And, the companies that operate within our borders have countless tools at their disposal to reach hundreds of markets all over the world.

Established in 1969, [Palmetto Railways](#) is a critical piece of the state's robust infrastructure network. It promotes continued economic growth in South Carolina by providing safe and cost-effective rail solutions to facilitate the movement of freight. Managed by the Department of Commerce, Palmetto Railways provides technical assistance and consulting services in railroad matters to state, local and municipal governments.

As companies rely on South Carolina's infrastructure to move their goods, Palmetto Railways continues to be a powerful economic development tool to keep business on track.

*Photo courtesy of [Palmetto Railways](#).*

## Commerce Capture: Nephron Pharmaceuticals Corp.

Earlier this week, [Nephron Pharmaceuticals Corp.](#) began shipping a new product -- Budesonide Inhalation Suspension from its Lexington County facility. The company recently received Food and Drug Administration (FDA) approval for the product for the treatment of asthma, as well as in prophylactic therapy for children. This drug represents the fifth product manufactured at Nephron's West Columbia facility.

*Photo courtesy of Nephron Pharmaceuticals Corp.*

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