



International Trade Administration—Fostering Ohio’s **Competitiveness and Job Growth Through Trade**

Helping Ohio companies export, penetrate new markets, and protect their interests abroad.

As the trade promotion arm of the U.S. Department of Commerce’s International Trade Administration, the U.S. Commercial Service (CS) helps thousands of companies—more than 85 percent of which are small and medium-sized businesses—export goods and services worth billions of dollars every year. Located in 109 offices in 48 states, as well as in 124 offices in nearly 80 countries, our global network of trade experts provides U.S. companies with the market intelligence, trade counseling, business matchmaking, and commercial diplomacy they need to succeed in international markets.

Why Ohio companies should export:

- Over 95 percent of the world’s customers are located beyond U.S. borders
- Exporters realize higher employment growth than non-exporters
- Most companies that export have an easier time riding out fluctuations in the U.S. economy and are more likely to stay in business
- Export wages are typically 13–18 percent higher than non-export wages

Export Successes in Ohio

Snow Dragon LLC is a Cleveland manufacturer of snow removal equipment, who contacted the CS Cleveland office for help in finding a new distributor in Canada. The CS Cleveland and Calgary, Canada, offices provided market counseling and arranged a Gold Key matchmaking service which introduced the firm to prospective prescreened Canadian distributors. As a direct result, Snow Dragon signed a distributor agreement with a company in Canada, which resulted in an immediate sale worth \$195,000.

Faber Specialty Vehicles of Columbus designs and manufactures custom specialty vehicles. Faber tapped CS Columbus for exporting help while looking to sell to Costa Rica. CS Columbus and CS San Jose, Costa Rica, assisted with export documentation, helped determine Faber’s export commodity code and the duties and taxes for Costa Rica, and walked Faber’s new customer through the process of importing. As a result, Faber made a new-to-market export sale to Costa Rica valued at \$55,000.

ITA Impact on Ohio (FY 09–10)

- *CS-Facilitated Export Value: \$194,914,382*
- *Companies Served: 435*
- *Jobs Supported by Exports: 1,054*
- *Top Industries Served:*
 - *Agricultural Machinery & Equipment*
 - *Medical Equipment*
 - *Textile Products*
- *Export Markets: 88*
- *Active CS Clients: 1,298*

U.S. Commercial Service Ohio

Cincinnati
(513) 684-2944
buyusa.gov/greatlakes

Cleveland
(216) 522-4750
buyusa.gov/northeastohio

Columbus
(614) 365-9510
buyusa.gov/greatlakes

Toledo
(419) 241-0683
buyusa.gov/greatlakes

The U.S. Commercial Service supports the President’s National Export Initiative