



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

## Helping Georgia 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 Georgia 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 Georgia

**Suniva Inc.** is a Norcross, GA, manufacturer of high-efficiency silicon solar cell systems. The CS, including its India offices, worked with Suniva to increase its presence in India, and recruited the firm’s participation in two Solar Trade Missions to that country. The CS provided Suniva with counseling on the Indian market, export-financing information, and scheduled meetings with high-level government officials, private companies, and potential buyers. As a result, Suniva signed contracts worth an estimated \$13.7 million with an Indian customer.

**ScanTech** is an Atlanta-based manufacturer of advanced electron beam accelerator and x-ray technologies. It sought out the CS Atlanta office for guidance on export licensing to facilitate a potential sale to the United Arab Emirates (UAE). The CS arranged meetings with the U.S. Commerce Department’s Bureau of Industry and Security, and provided information on securing a temporary import-bond; the Schedule B code; and export financing through the Small Business Administration. With this help, ScanTech secured a \$1 million contract with the UAE.

## *ITA Impact on Georgia (FY 09–10)*

- *CS-Facilitated Export Value: \$408,093,324*
- *Companies Served: 305*
- *Jobs Supported by Exports: 2,206*
- *Top Industries Served:*
  - *Electrical Power Equipment*
  - *Aircraft Parts & Services*
  - *Agricultural Machinery & Equipment*
- *Export Markets: 120*
- *Active CS Clients: 721*

## U.S. Commercial Service Georgia

Atlanta  
(404) 897-6090  
[buyusa.gov/georgia](http://buyusa.gov/georgia)

Savannah  
(912) 652-4204  
[buyusa.gov/georgia](http://buyusa.gov/georgia)

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