



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

Helping Maryland 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 Maryland 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 Maryland

LKC Technologies Inc. of Gaithersburg, MD, is a leading worldwide provider of visual electrophysiology equipment used to diagnose ophthalmic conditions. LKC has benefitted from extensive counseling, market research, and trade fair support from the CS Baltimore office and State of Maryland. To date, CS has supported LKC in 31 countries, significantly advancing the firm’s global presence which totals over 40 countries. LKC reports that its export sales account for 40 percent of its total revenue.

Vapotherm Inc. of Maryland’s rural eastern shore, develops devices for respiratory airway therapies to treat chronic lung and acute breathing disorders. The firm tapped CS Baltimore for help on evaluating a prospective potential Indian distributor. CS Baltimore collaborated with CS Bangalore, India, to complete an International Company Profile background report on the Indian firm. As a result, Vapotherm signed a distributor agreement with the Indian company and sold \$50,000 worth of respiratory devices. Vapotherm also participated in a trade mission to Saudi Arabia which resulted in an export sale.

ITA Impact on Maryland (FY 09–10)

- CS-Facilitated Export Value: **\$296,732,597**
- Companies Served: 164
- Jobs Supported by Exports: 1,604
- Top Industries Served:
 - Construction Eq. & Materials
 - Health Care Services
 - Aircraft & Aircraft Parts
- Export Markets: 97
- Active CS Clients: 430

U.S. Commercial Service Maryland

Baltimore
(410) 962-4539
buyusa.gov/baltimore

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