



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

Helping Mississippi 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 Mississippi 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 Mississippi

Thomasson Lumber of Philadelphia, MS, a partner on a major railroad project in Ecuador, faced a delay in a pending sale – 120,000 of its railroad ties were held up in Ecuadorian Customs due to an issue with fumigation requirements. Stepping in, the CS Mississippi office collaborated with CS Quito, Ecuador, and worked with the USDA to resolve the issue with Ecuador’s plant inspection service. The CS then arranged a conference call with Thomasson Lumber and U.S. Export-Import Bank on trade financing options. As a result, Thomasson Lumber completed an initial sale valued at \$7.7 million.

Pharmaceutical Trade Services, Inc. is a small business employer of 30 people in Ocean Springs who wanted to expand its presence in Asia and touched base with the CS Mississippi office. It was a good start—CS provided counseling on country-specific export regulations, finance programs, trade shows, state-led trade missions and opportunities financed by multilateral development banks. CS Mississippi and Hong Kong also provided the company with a Gold Key matchmaking service. As a

ITA Impact on Mississippi (FY 09–10)

- CS-Facilitated Export Value: **\$40,087,951**
- Companies Served: 64
- Jobs Supported by Exports: 217
- Top Industries Served:
 - *Biotechnology*
 - *Drugs and Pharmaceuticals*
 - *Agricultural Services*
- Export Markets: 59
- Active CS Clients: 233

U.S. Commercial Service Mississippi

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