



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

Helping New York 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 New York 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 New York

D.W. Haber & Son, Inc. is a Bronx, NY, manufacturer of holloware for the hospitality industry, who attended ExporTech to prepare for entering the international market. ExporTech, a program supported by the CS, the Manufacturing Extension Partnership, and District Export Council, offers customized training and assistance for companies entering overseas markets. With the addition of extensive CS counseling and participation in a matchmaking event, D.W. Haber signed an agent and made a \$150,000 sale to the United Arab Emirates.

Aimex LLC of New York City, makes security and high-tech medical products and tapped the CS NY office for export counseling on selling to Egypt and the United Arab Emirates. CS NY collaborated with CS Egypt to provide background information and arrange a meeting for Aimex with a potential partner, the Aguizy Group. CS Egypt facilitated the establishment of a business relationship between Aimex and the Aguizy Group that resulted in a \$1.1 million sale for Aimex.

ITA Impact on New York (FY 09–10)

- *CS-Facilitated Export Value: \$4,044,336,541*
- *Companies Served: 906*
- *Jobs Supported by Exports: 21,861*
- *Top Industries Served:*
 - *Electrical Power Systems*
 - *Renewable Energy Equipment*
 - *Financial Service*
- *Export Markets: 102*
- *Active CS Clients: 2,401*

U.S. Commercial Service New York

Buffalo
(716) 551-4191
buyusa.gov/buffalo

Harlem
(212) 860-6200
buyusa.gov/harlem

Long Island
(516) 876-3418
buyusa.gov/longisland

New York
(212) 809-2675
buyusa.gov/nyc

Rochester
(585) 399-7065
buyusa.gov/buffalo

Westchester
(914) 682-6712
buyusa.gov/westchester

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