



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

Helping Delaware 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 Delaware 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 Delaware

Accudyne Systems Inc. of Newark, DE, manufactures custom automation equipment used in the production of composite-based parts. The firm exhibited its products at the JEC Composite Show 2010, where CS Paris staff provided the company with counseling and business support services. In addition, CS staff provided Accudyne access to a business center reception where the firm was introduced to potential overseas partners. As a result of CS assistance, Accudyne made two sales valued at \$115,000 to a British company.

Sky-Trax is a New Castle-based software developer and integrated solutions provider for the materials handling industry. Looking for export guidance on locating prospective business partners in Germany, the CS Munich office assessed the market for Sky-Trax products. The CS then facilitated a Gold Key business matchmaking service in Germany where the firm met five prospective partners prescreened by the CS. As a result, Sky-Trax signed two agreements; Jungheinrich as a customer, and Goetting KG as a registered Sky-Trax premier partner.

ITA Impact on Delaware (FY 09–10)

- *CS-Facilitated Export Value: \$7,058,897*
- *Companies Served: 21*
- *Jobs Supported by Exports: 38*
- *Top Industries Served:*
 - *Chemicals*
 - *Computers & Electronics*
 - *Transportation Eq.*
- *Export Markets: 22*
- *Active CS Clients: 51*

U.S. Commercial Service Delaware

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