



International Trade Administration—Fostering Illinois' Competitiveness and Job Growth Through Trade

Helping Illinois 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 Illinois 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 Illinois

Treatment Products is a Chicago, IL, manufacturer of automotive cleaners, waxes, and polish. Recruited by the CS Chicago office to exhibit at the CS-supported Automechanika Dubai Trade Show, the firm also benefitted from pre-show counseling on United Arab Emirates automotive market. As a result of its participation in the show and CS assistance, the company completed a \$30,000 sale to Essa Hamza Trading Est.

ProMark Associates Inc. of Skokie, provides air purification solutions including gas phase filtration media and equipment that cleans and destroys airborne contaminants, lowering energy costs. The CS Libertyville office provided input on the bidding process for a project involving installation of an air purification system for a new airport terminal in New Delhi, India. CS Libertyville reached out to CS New Delhi, which provided details on India's government tender process, how to conduct business in India, and a market research report on the aerospace industry. CS assistance helped ProMark secure a winning bid worth \$476,400.

ITA Impact on Illinois (FY 09–10)

- CS-Facilitated Export Value: \$4,321,650,951
- Companies Served: 501
- Jobs Supported by Exports: 23,360
- Top Industries Served:
 - Aircraft & Aircraft Parts
 - Telecommunications Eq. & Services
 - Computer Software and Peripherals
- Export Markets: 94
- Active CS Clients: 1,404

U.S. Commercial Service Illinois

Chicago
(312) 353-8040
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Libertyville
(847) 327-9082
buyusa.gov/midwest

Peoria
(309) 671-7815
buyusa.gov/peoria

Rockford
(815) 316-2380
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The U.S. Commercial Service supports the President's National Export Initiative