



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

Helping Arizona 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 Arizona 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 Arizona

**Western Ag Enterprises** of Tolleson, AZ, contacted the CS Phoenix office which provided export counseling and facilitated the firm’s participation in ExporTech. The program provides mentoring and extensive counseling on all aspects of international business, helping companies identify prospective markets and strategies as well as initiate digital age website marketing. As a result, Western Ag produced an export business plan for New Zealand and later reported new sales to that country. Western Ag credits ExporTech and CS assistance as having helped bring the sale to fruition.

**Tiedemann Globe** of Phoenix, benefitted from CS connections to make a sale of its pre-worn clothing to a Honduran company. Ariel Ropa, the Honduran firm, was seeking a U.S. supplier and contacted the CS office in Tegucigalpa for assistance. The trade specialist then forwarded the request to CS Phoenix which provided the lead to Tiedemann Globe. As a result, Tiedemann Globe made an initial sale to Ariel Ropa valued at \$262,500, with additional sales of \$109,927.

## *ITA Impact on Arizona (FY 09–10)*

- *CS-Facilitated Export Value: \$268,593,135*
- *Companies Served: 209*
- *Jobs Supported by Exports: 1,452*
- *Top Industries Served:*
  - *Mining Industry Equipment*
  - *Renewable Energy Equipment*
  - *Defense Industry Equipment*
- *Export Markets: 78*
- *Active CS Clients: 548*

## U.S. Commercial Service Arizona

Phoenix  
(602) 640-2513  
[buyusa.gov/arizona](http://buyusa.gov/arizona)

Tucson  
(520) 670-5808  
[buyusa.gov/arizona](http://buyusa.gov/arizona)

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