



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

Helping Indiana 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 Indiana 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 Indiana

**Perm Industries Inc.** of St. John, IN, makes coating machines and printing presses for the food canning industry. Looking to enter the Peru market, the company sought CS Indianapolis office guidance in securing U.S. Export-Import Bank (Ex-Im Bank) financing and a background check on its prospective Peruvian customer. With help from Ex-Im Bank and CS Lima in Peru, Perm secured financing to complete the sale, and was able to qualify the legitimacy of the Peruvian customer through a CS due diligence report. As a result, Perm completed a \$1.7 million sale to Packaging Products del Peru.

**Custom Conveyor Inc.** in rural Greensburg, is a small manufacturer of conveyors. The firm contacted the CS Indianapolis office for guidance on facilitating a sale to Venezuela. The CS provided counseling and assistance on product classification, payment terms, and shipping documents required to complete the sale. This enabled the company to make a \$449,600 export sale to Mitsubishi.

## *ITA Impact on Indiana (FY 09–10)*

- *CS-Facilitated Export Value: \$70,353,466*
- *Companies Served: 188*
- *Jobs Supported by Exports: 380*
- *Top Industries Served:*
  - *Education & Training Service*
  - *Automotive Parts & Services*
  - *Drugs and Pharmaceuticals*
- *Export Markets: 74*
- *Active CS Clients: 448*

## U.S. Commercial Service Indiana

Mark Cooper  
(317) 582-2300  
[buyusa.gov/Indiana](http://buyusa.gov/Indiana)

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