



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

Helping Texas 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 Texas 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 Texas

Polyguard Products of Ennis, TX, contacted the CS Grapevine office for assistance in expanding its presence in Latin America. After conducting extensive market research, CS Grapevine determined that Panama was the most promising market. Accordingly, CS Panama arranged a Gold Key matchmaking service that enabled Polyguard to meet prospective prescreened partners in Panama, resulting in a \$264,000 sale to a Panamanian company.

Fabworx Solutions Inc. of Austin, provides a diverse range of robotic equipment and automation products for semiconductor manufacturers. The company tapped the CS offices in Austin and overseas for help in facilitating several Gold Key business matchmaking programs that enabled the firm to meet potential distributors in numerous countries. In Korea, for example, Fabworx found that two of the country’s major electronic corporations will provide excellent growth for its export sales to that country.

ITA Impact on Texas (FY 09–10)

- *CS-Facilitated Export Value: \$4,948,794,077*
- *Companies Served: 775*
- *Jobs Supported by Exports: 26,750*
- *Top Industries Served:*
 - *Oil & Gas Machinery and Services*
 - *Computer Software & Peripherals*
 - *Defense Industry Equipment*
- *Export Markets: 118*
- *Active CS Clients: 2,604*

U.S. Commercial Service Texas

Austin
(512) 916-5939
buyusa.gov/austin

El Paso
(915) 929-6971
robert.queen@mail.doc.gov

Fort Worth
(817) 310-3744
buyusa.gov/fortworth

Grapevine
(817) 310-3744
buyusa.gov/northtexas

Houston
(713) 209-2104
buyusa.gov/houston

McAllen
(956) 661-0238
buyusa.gov/southtexas

Midland
(432) 552-2490
buyusa.gov/westtexas

San Antonio
(210) 228-9878
buyusa.gov/sanantonio

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