



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

## Helping Virginia 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 Virginia 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 Virginia

**Bode Technology Group Inc.** of Lorton, VA, provides forensic DNA analysis, collection products, and research services to law enforcement agencies and federal and state governments. The company contacted the CS Northern Virginia office requesting support for its bid to provide the Qatari government with a DNA forensic lab. CS Northern Virginia, in collaboration with CS Qatar, CS Advocacy Center, and the U.S. Embassy in Qatar, provided assistance by engaging local Qatari authorities; showcasing Bode’s technology; and counseling Bode on business in Qatar. As a result, Bode won a nearly \$2 million contract to set up the DNA forensic lab.

**Dilon Technologies** of Newport News, VA, manufactures breast cancer detection equipment. The company successfully sought CS Netherlands office assistance in obtaining guidelines on how to register a medical device and obtain an import license to facilitate a potential sale to the Netherlands. As a result CS assistance, Dilon Technologies made a new-to-market sale to the Netherlands.

## *ITA Impact on Virginia (FY 09–10)*

- CS-Facilitated Export Value: **\$1,121,042,603**
- Companies Served: 268
- Jobs Supported by Exports: 6,060
- Top Industries Served:
  - Security & Safety Equipment
  - Defense Industry Equipment
  - Computer Software & Peripherals
- Export Markets: 88
- Active CS Clients: 674

## U.S. Commercial Service Virginia

Arlington  
(703) 235-0331  
[buyusa.gov/virginia](http://buyusa.gov/virginia)

Richmond  
(804) 771-2246  
[buyusa.gov/virginia](http://buyusa.gov/virginia)

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