



DEPARTMENT OF COMMERCE
INTERNATIONAL
TRADE
ADMINISTRATION

Office of Public Affairs

WHAT THEY ARE SAYING:

U.S. Firms on Deals Won with ITA Advocacy Support in 2025

In the first 12 months of the Trump Administration, the International Trade Administration's Advocacy Center helped U.S. companies win a record-breaking \$244 billion in signed contracts for foreign government procurements.

WABTEC CORPORATION: KAZAKHSTAN WIN

“Our historic transaction in Kazakhstan, which represents the largest locomotive agreement in Wabtec’s history, would not have been possible without the support of the U.S. Department of Commerce. The Department’s Advocacy Center, the U.S. Commercial Service field teams, and our Foreign Commercial Officers overseas were instrumental in advancing this opportunity and reinforcing the value of partnering with U.S. industry. Senior engagement from the Department of Commerce, including leadership by Secretary Lutnick and Under Secretary Kimmitt, helped move this transaction across the finish line, supporting high quality U.S. manufacturing jobs, strengthening America’s industrial leadership, and demonstrating how U.S. companies can win in highly competitive global markets.”

— Rafael Santana, President and CEO of Wabtec

THE BOEING COMPANY: MULTIPLE WINS

“Thanks to President Trump and Secretary Lutnick for their strong support and work to expand access for U.S. companies in the global market. Commerce’s support to Boeing was a differentiator in our achievement of record deals in 2025. Its Global Markets and Foreign Commercial Service teams were champions for U.S. aerospace exports, providing timely advocacy and insightful recommendations that advanced U.S. jobs and manufacturing.”

— Kelly Ortberg, President and Chief Executive Officer, The Boeing Company

LOCKHEED MARTIN: MULTIPLE WINS

“No one can match the U.S. defense sector’s advanced technology and proven systems that our partners and allies depend on. Yet the competition isn’t always fair. More than ever, we can count

on the Commerce Advocacy Center to level the playing field and mobilize critical U.S. government and embassy support. Over the past decade, Advocacy has helped Lockheed Martin secure dozens of foreign defense procurements worldwide, helping to bolster American jobs and U.S. manufacturing. I commend the Trump Administration's ongoing efforts to strengthen our national security while reforming the defense sales process.”

— **Mark Webber, Vice President, Global Policy and Programs, Lockheed Martin**

SECURIPORT: CHILE WIN

“As a U.S. civil aviation security and border controls company, Securiport is honored to have been supported by the Advocacy Center and the U.S. Commercial Service at the U.S. Embassy in Chile. The support which consists of navigating the tender process and ensuring knowledgeable teams are readily available for questions regarding the market positioned Securiport for a successful outcome. Such support is beneficial to U.S. companies exporting U.S. technology in global markets.”

— **Dr. Enrique Segura, President and CEO of Securiport**

MOTOROLA SOLUTIONS, INC: BRAZIL WIN

“MSI truly values the partnership with the U.S. Commercial Service and appreciates the advocacy efforts in support of this important project. Your team's support has been instrumental in positioning the U.S. Industry as a preferred vendor in the Brazilian market.”

— **Krishna Formiga, Motorola Solutions, Inc**

ENTRUST CORPORATION: DOMINICAN REPUBLIC WIN

“The support from the Advocacy Center in D.C. and the local team at the U.S. Embassy in the Dominican Republic was invaluable in coordinating intelligence, assessing the local government's seriousness, and keeping us informed at every step of the process.”

— **Lisias Alcantara (Lee), Senior Sales Executive – Government, Entrust Corporation**

MONTRAN CORPORATION: PARAGUAY WIN

“We thank you for your advocacy support and we are very pleased with the outcome. We have already initiated the project and so far the Central Bank seems very happy with the product and our support.”

— **Julie Esca, Chief of Staff, Montran Corporation**