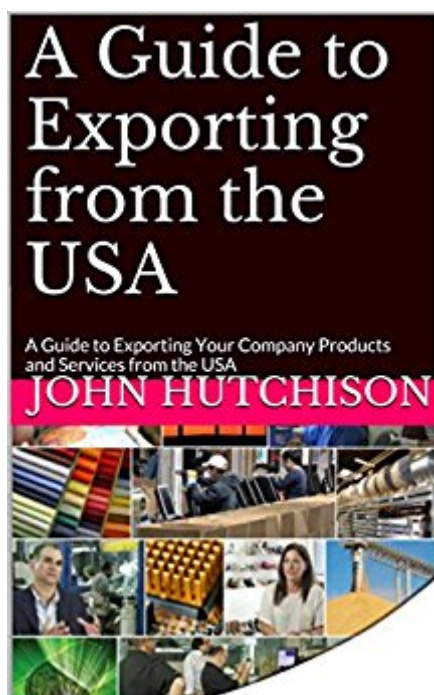


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# A Guide To Exporting From The USA: A Guide To Exporting Your Company Products And Services From The USA



## Synopsis

What does exporting involve and whatâ€™s In It for Your Business? International trade enables producers of goods and services to move beyond the U.S. market of 320 Million people and sell to International markets with almost 7 Billion consumers. Maybe you are new to international business, if so you are encouraged to take advantage of the tremendous resources and services available to you from the Chamber of Commerce and other United States government and corporate agencies (See Index). There has never been a better time to expand into exporting; but youâ€™ve heard that before, letâ€™s look at why. Todayâ€™s business/economic climate is offering:

- â€¢ Reduction in trade barriers
- â€¢ Increasing production capacity to allow for manufacturing expansion
- â€¢ Available qualified workers
- â€¢ Reduced costs of transportation and communications for your business, this offers:
- â€¢ Reduced dependence on the domestic market
- â€¢ Extending sales potential and longevity for product ranges
- â€¢ Product Development
- â€¢ Stabilizing seasonal market/sales fluctuations
- â€¢ Priceless market research and cultural feedback
- â€¢ Increased sales and profit

Although small and medium-sized businesses have long been recognized as drivers of job creation and innovation, most Americans regard international trade as the domain of large multinational companies. The introduction of new production and i technology has lowered the threshold for exporting. Small and medium enterprises accounted for 98% of all exporting firms and 33% of U.S. exporting value in 2013, according to the U.S. Census Bureau. In addition, small-business suppliers feed intermediate inputs into larger companies and benefit thru expanded exports of the final products.

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