



The World is Open for Your Business.

Let U.S. Commercial Service Field Offices
around the country connect you to
opportunities around the world.

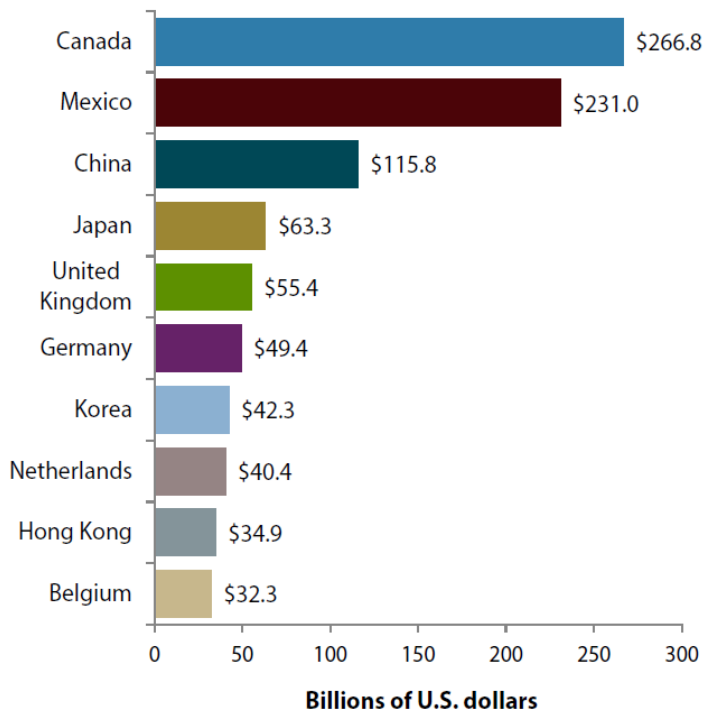


U.S. Trade Statistics

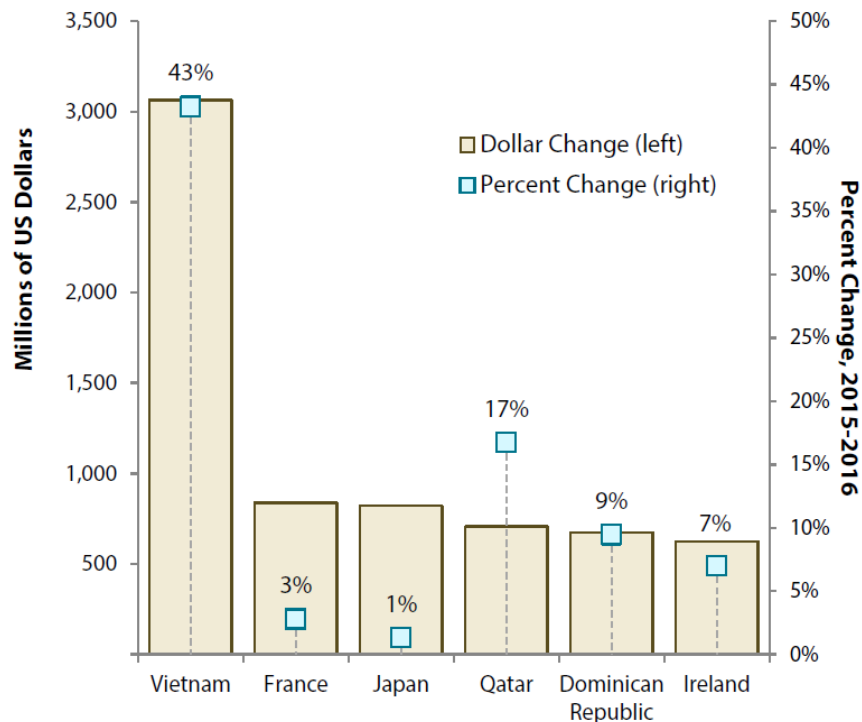
- In November 2017, US Goods and Services Exports totaled \$200.2 billion
- November exports of goods and services were the highest on record.
- November exports of services (\$65.7 billion) were the highest on record.
- Top 15 countries accounted for almost 75% of exports
- Canada 18.6%; Mexico 16%; China 9.45%; Japan 4.3% and UK 3.6%

U.S. Trade Statistics

Top 10 U.S. Goods Export Markets



Top Growth Markets, by Dollar Change



Source: US Census Bureau

Export Data - New York State and



- In 2016, New York state was the 4th largest exporter in the U.S.
- **\$76.7 Billion** in Merchandise Shipments (2016)
- **34,000+ Companies** Exporting
- **>95% of New York MSA Exporters are Small-Medium Businesses (32,700 SMEs in 2016)**
- NYS's largest markets are **Canada, Hong Kong, Switzerland, United Kingdom, Israel**
- **New York County - \$37 billion**
 - **Nassau County - \$4 billion**
 - **Suffolk County - \$3.7 billion**
- **Top Sectors NYS: Misc Manufactures; Merchandise; Primary metal manufactures; Computers/Electronic; Chemicals**



Source: ITA/US Census Bureau



Let Us Help You Export

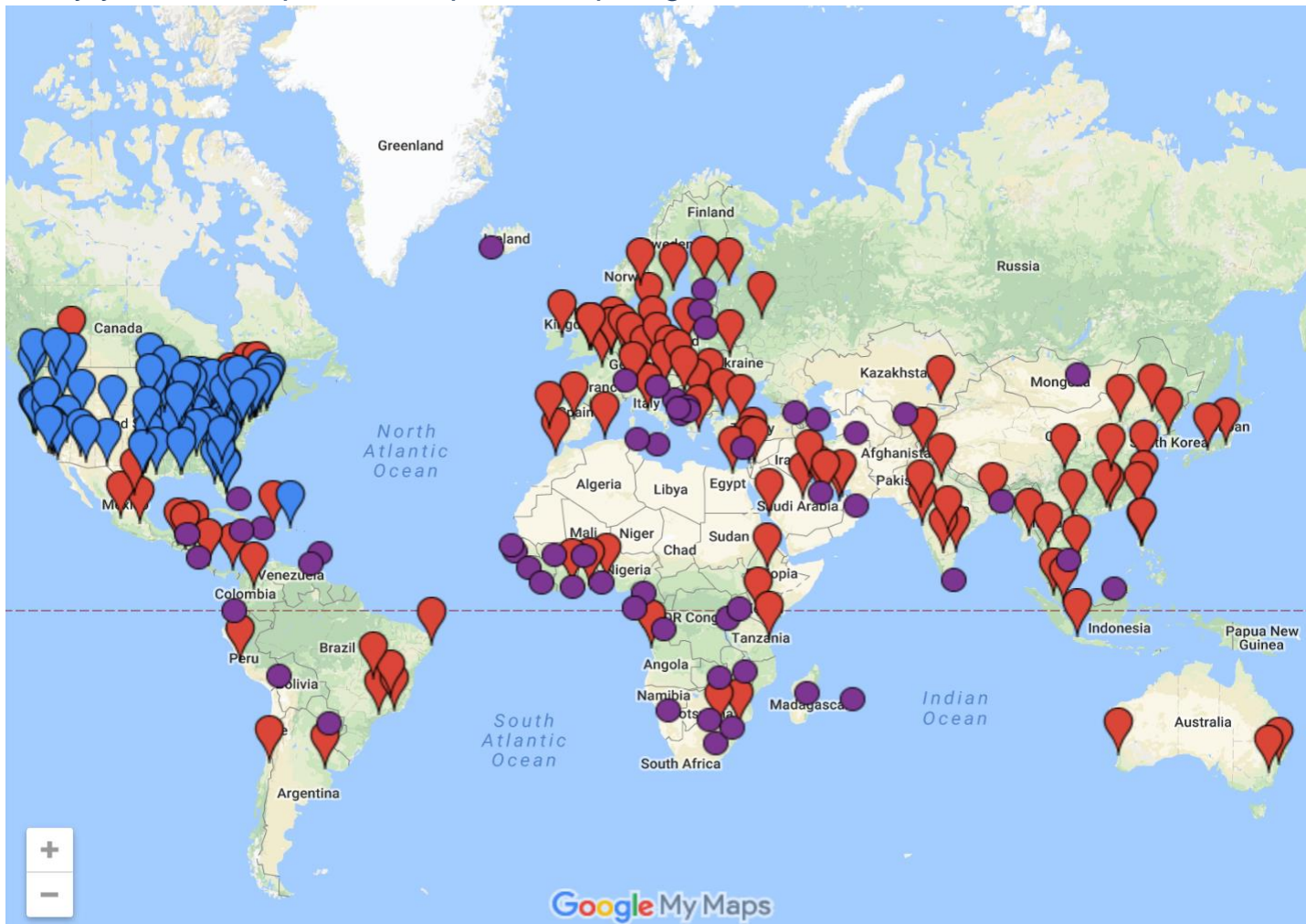
The U.S. Commercial Service is the lead trade promotion agency of the U.S. government. U.S. Commercial Service trade professionals in over **100 U.S. cities** and more than **75 countries** help U.S. companies get started in exporting or increase sales to new global markets. To find a U.S. office near you, visit www.export.gov/usoffices.



Our Global Network Opens Doors No One Else Can

Once you connect with your local U.S. Commercial Service office, our worldwide network of **trade professionals is at your disposal.**

Through relationships with foreign governments, buyers, and business leaders, we connect you with best prospects for your business. There's a U.S. Commercial Service presence in **90% of U.S. export markets.** Every year, we help U.S. companies export goods and services worth **billions of dollars.**



Doing Business Internationally Just Got Easier

- Making your first sale? Entering new markets? We have the expertise you need to tap into lucrative opportunities and increase your bottom line.
 - Market Intelligence. Easy-to-use resources help you explore the best trade opportunities.
 - Trade Counseling. Trade professionals at an office near you can provide customized assistance to help you export successfully.
 - Business Matchmaking. Expert advice is always available on the best ways to connect with promising buyers and partners.
 - Commercial Diplomacy/Trade Dispute Assistance. We connect you with the help you need in-country, on the ground.



Market Intelligence

- Target the best trade opportunities.
 - Top Markets Reports
 - Economists and trade experts analyze and rank industry opportunities in key overseas markets.
 - Country Commercial Guides.
 - Leverage reports, prepared annually by U.S. Embassy staff, containing information on the business and economic situation of foreign countries and the political climate as it affects U.S. business and investments.
 - Customized Market Research.
 - Get specific answers to your specific international business questions.
- Target the best trade opportunities.
 - Background Reports.
 - Learn about potential partners from our trade professionals working in your target markets.
 - Get detailed credit reports covering sales, profit figures, potential, liabilities, and other financial information.
 - Trade Data and Analysis.
 - Obtain the latest annual and quarterly trade data by country, state, commodity, and year.
 - Find industry-specific trade data and analysis.



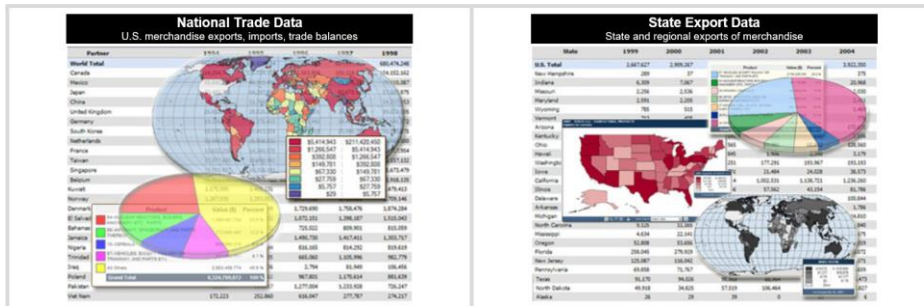
Market Intelligence

– Key market research resources:

- Free Trade Agreements: www.trade.gov/fta
- Top Market Reports: www.trade.gov/topmarkets
- Country Commercial Guides: www.export.gov/ccg
- Export-specific webinars: www.export.gov/webinars
- Foreign Direct Investment data: <https://www.selectusa.gov/data>
- Cluster Mapping: www.clustermapping.us
- Statistics:
 - TradeStats Express: <http://tse.export.gov/tse/tsehome.aspx>
 - Trade Policy Information System: http://tpis2.trade.gov/TPIS_PUBLIC/tpis_ctyreport_dyn.aspx

Get the latest annual and quarterly trade data with TradeStats Express.™
Retrieve, visualize, analyze, print and download your customized output.

Now updated with new 2017 YTD data.



COUNTRY FACT SHEET: ARGENTINA

Show USA Logo in Print Format
Argentina Show 3 years ending: 2016
Export to Excel

PROFILE

Population in 2016 (Millions): 44-
Capital: Buenos Aires
Government: Republic

ECONOMY

Nominal GDP (Current Billions \$U.S.)
Nominal GDP Per Capita (Current \$US)
Real GDP Growth Rate (% change)
Real GDP Growth Rate per capita (% change)
Consumer Prices (% change)
Unemployment (% of labor force)
Economic Mix in 2016: 26.7% All Industries, 15.4%
Manufactures; 65.9% Services; 7.6% Agriculture

	2014	2015	2016+
Nominal GDP (Current Billions \$U.S.)	564	632	545
Nominal GDP Per Capita (Current \$US)	13,209	14,644	12,503
Real GDP Growth Rate (% change)	-2.51	2.65	-2.30
Real GDP Growth Rate per capita (% change)	-3.58	1.55	-3.25
Consumer Prices (% change)			
Unemployment (% of labor force)	7.25		8.47

FOREIGN TRADE (\$US Millions)

Trade in Goods and Services (BOP)

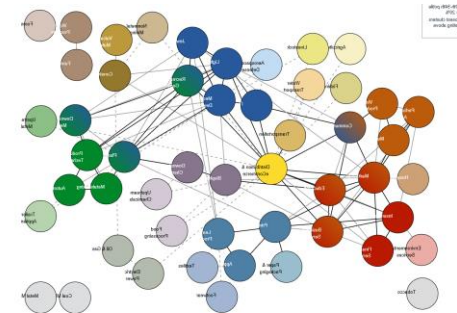
Argentina Exports to World
Argentina Imports from World
U.S. Exports to Argentina
U.S. Imports from Argentina
U.S. Trade Balance with Argentina

	2014	2015	2016
Argentina Exports to World	82,146	70,705	
Argentina Imports from World	79,230	75,017	
U.S. Exports to Argentina	2,916	-4,312	
U.S. Imports from Argentina	18,136	17,747	17,094
U.S. Trade Balance with Argentina	5,983	6,946	6,849
U.S. Trade Balance with Argentina	12,153	11,701	10,245

Detail on Merchandise Trade

Argentina Exports to World
Argentina Imports from World
U.S. Exports to Argentina*
U.S. Imports from Argentina*
U.S. Trade Balance with Argentina*

	2014	2015	2016
Argentina Exports to World	68,407	56,788	57,733
Argentina Imports from World	65,230	59,757	55,610
U.S. Exports to Argentina*	10,823	9,361	8,513
U.S. Imports from Argentina*	4,246	3,951	4,648
U.S. Trade Balance with Argentina*	6,577	5,410	3,865



Trade Counseling

- Get the information and advice you need to succeed:
 - Planning and Strategy.
 - Create a comprehensive international business plan for entry or expansion into targeted markets.
 - Legal and Regulatory Issues.
 - Determine export licensing needs for shipping products.
 - Understand and comply with global product standards, certification requirements, electricity regulations, and packaging laws.
 - Avoid intellectual property issues and legal disputes.



Trade Counseling

- Get the information and advice you need to succeed.
 - Documentation and Product Requirements.
 - What export documents you need, including information filing, invoices, packing lists, and certificates of origin.
 - Learn about tariff rates and import fees; how Free Trade Agreements benefit you.
 - Trade Problems.
 - Get assistance with customs-related issues.
 - Obtain support if your company's exports or foreign bids are adversely affected by a trade barrier.
 - Limit the risk of non-payment and receive assistance if problems arise.



Business Matchmaking

- Connect with the right partners and prospects.
 - Gold Key, International Partner Search, Single Company Promotion
 - Use our *International Buyer Program* to meet with pre-screened buyers at major U.S. trade shows.
 - Exhibit in the U.S. Pavilion at our *Certified Trade Fairs* or let us distribute your literature at global trade shows.
 - Attend our *Discover Global Markets* business forums for industry and market insights, one-on-one meetings with visiting commercial officers and buyers, and network with exporters, industry leaders, and government officials.
 - Participate in a *Trade Winds* event - a similar format to Discover Global Markets, but held in a different market each year.



Advocacy

- The U.S. government can advocate on behalf of U.S. exporters bidding on public-sector contracts with overseas governments and government agencies.
- The Advocacy Center helps to ensure that sales of U.S. products and services have the best possible chance competing abroad.
- Since its creation in 1993, the Advocacy Center has helped hundreds of U.S. companies – small, medium and large enterprises in various industry sectors – to win government contracts across the globe.



Case Study

US based company; meets 51% US content guideline

1st Step - Contact us to discuss objectives

- Market Intelligence
- Trade Counseling
- Business Matchmaking
- Advocacy

Unparalleled Industry Expertise

- Global Teams: Communities of Interest around Areas of Expertise
 - Our Global Teams are communities of International Trade Administration and U.S. Commercial Service trade professionals, built to meet a continuously evolving demand for specialized expertise. The teams serve exporters with innovative solutions and targeted information to meet their demand for relevant, timely, industry- and country-specific intelligence.



Global & Tradecraft Teams

- Europe
- Africa & Middle East
- Western Hemisphere
- China
- Rural
- Finance



Industry Teams



Team	Team
Aerospace & Defense	Finance
Africa-Middle East	Franchising
Asia	Healthcare
Agribusiness	ICT
Automotive & Transportation	Advanced Manufacturing
China Team	Marine Tech
Design & Construction	Media and Entertainment
Education	Rural
Energy	Safety and Security
Environmental	Textile, Apparel, & Sporting Goods
Europe	Trade Americas
	Travel & Tourism

Connecting to Opportunities Abroad

- Our experienced trade professionals help you enter international markets in the most efficient, targeted way. We assess your export potential, understand your needs, and provide the right mix of export resources to achieve your goals.

U.S. Commercial Service Business Approach





Contact us today
to connect with a
world of opportunity.

CS Long Island

Susan.Sadocha@trade.gov - Director

Marisel.Trespalacios@trade.gov - International Trade Specialist

export.gov/usoffices

U.S. Commercial Service—
Connecting you to global markets.

