

Leap into Greater Export Success!

USMCA



Mexico and Canada
Open for Your Business

U.S. Commercial Service Domestic Presence



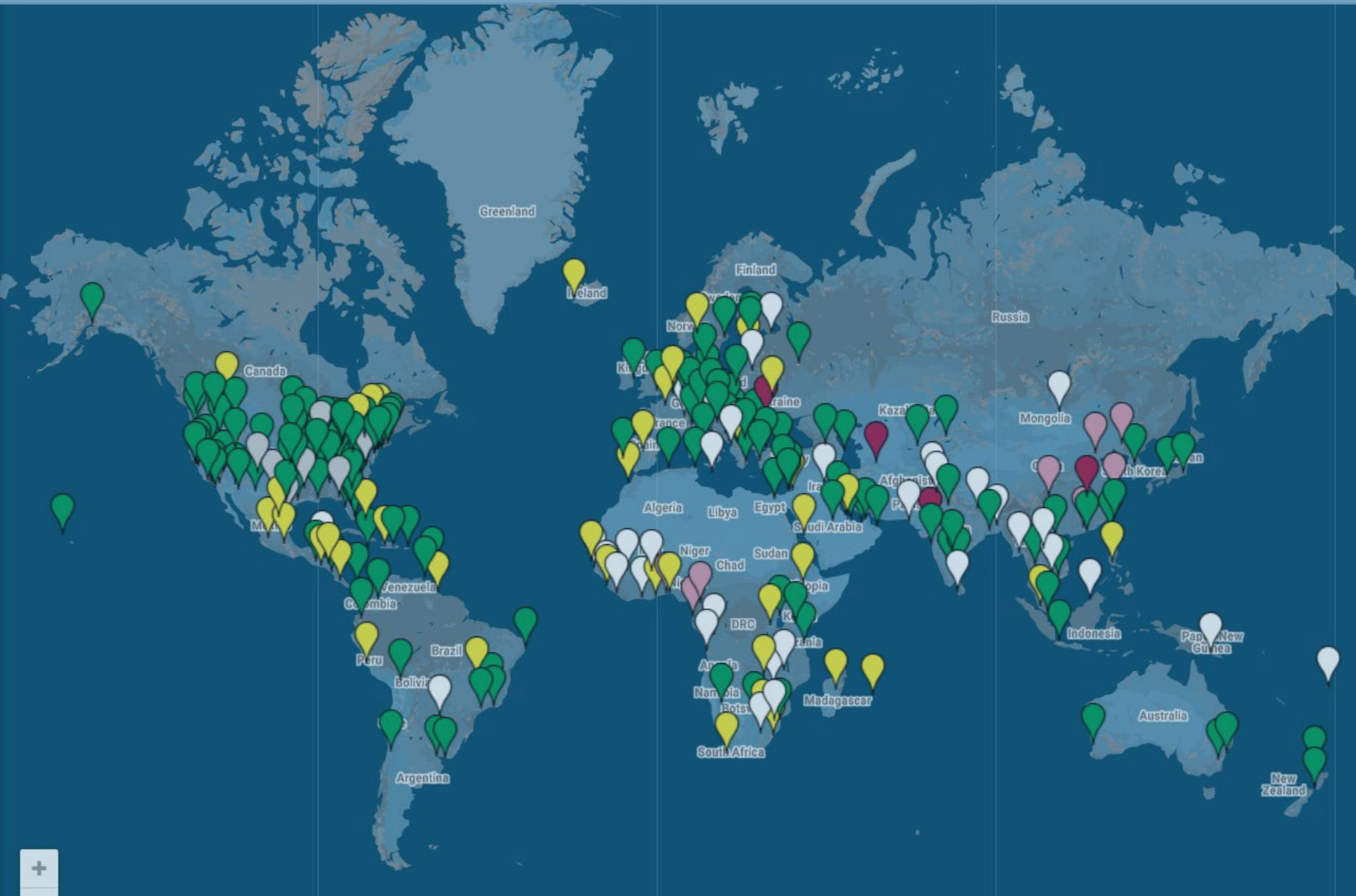
We have over **100** Export Assistance Offices in the United States.

U.S. Commercial Service Global Presence

Overseas, we're part of U.S. Embassies and Consulates worldwide; in markets where U.S. business needs us most.








U.S. Commercial Service Office Map



Learn the status of our offices world wide on our [interactive map](#).

Map legend:

-  Light green - Open Office(providing virtual services with limited delays)
-  Yellow - Open (providing virtual services with significant delays)
-  Red - Closed
-  Grey - Vacant / Unstaffed
-  White - Other / No data

Let our global network work for you.

Worldwide Recognition

As the U.S. government, we can open doors that no one else can in markets around the world.

Global Network

Our unmatched global network with trade experts in more than 80 countries can provide you with on-the-ground knowledge and connections.

Results Driven

Our expert, in-person counseling is unparalleled and designed to help you succeed in global markets.



The world is open for your business.

Our global network of experienced trade professionals is located throughout the United States and in U.S. Embassies and Consulates worldwide. Whether you're looking to make your first export sale or expand to additional markets, we offer the expertise you need to connect with lucrative opportunities and increase your bottom line.

Our Services



Export Counseling

- Develop effective market entry and sales strategies.
- Understand export documentation requirements and import regulations of foreign markets.
- Navigate U.S. government export controls, compliance and trade financing options.



Market Intelligence

- Analyze market potential and foreign competitors.
- Obtain useful information on best prospects, financing, laws, and cultural issues.
- Conduct background checks on potential buyers and distributors.



Business Matchmaking

- Connect with pre-screened potential partners.
- Promote your product or service to prospective buyers at trade events worldwide.
- Meet with international industry and government decision makers in your target markets.



Commercial Diplomacy

- Overcome trade obstacles to successfully enter international markets.
- Benefit from coordinated U.S. government engagement with foreign governments to protect U.S. business interests.

State & Local Partnerships

[Small Business Administration](#)

[Food Export USA](#)

[State of Pennsylvania](#)

[State of Delaware](#)

[MidAtlantic District Export Council](#)

[City of Philadelphia](#)

[Port Authorities](#)

[DVIRC](#)

[World Trade Centers](#)

[U.S Export Import Bank](#)

[Small Business Development Centers](#)

[DEMEP](#)





Increasing Jobs at Home by Growing Exports





Export Counseling

International Business Development

The U.S. Commercial Service provides you with reliable information and personalized counseling at every step of your export journey- from strategy and planning, financing and logistics, market entry and expansion, to advocacy and dispute resolutions, and even eCommerce counseling. Our trade experts are here to address your concerns and guide you to success in the global marketplace.

eCommerce Innovation Lab

The eCommerce Innovation Lab helps U.S. business by identifying export opportunities across the ecommerce sales channels, through concentration on client digital strategy development, use of Website Globalization Review gap analysis tools, and the online eCommerce Export Resource Center business library to help companies adapt and grow in the digital economy.





Business Matchmaking

Single Company Promotion

Provides U.S. companies with promotional services to help increase the awareness of their product or service in a specific market. The promotional event may consist of a technical seminar, press conference, luncheon, dinner, or reception with targeted direct mail or email campaigns.

International Partner Search (+ Virtual Introductions)

Provides U.S. firms with a list of up to five agents, distributors and partners that have expressed an interest in your product or service. Virtual introduction via teleconference to the identified contacts also available.

Featured U.S. Exporter Listing

A listing in the directory of an overseas U.S. Commercial Service's website gives U.S. exporters targeted exposure to more effectively help them find foreign business partners in specific local markets. It allows local importers to find U.S. exporters interested in exporting to a specific local foreign market.

Business Service Provider Listing

An online program to help U.S. exporters identify a professional export service provider to support them in the assessment, financing, or completion of an export transaction.



Gold Key Service

Provides U.S. firms traveling to a foreign market with up to five pre-screened appointments to establish relationships with potential overseas agents, distributors, sales representatives, business partners and other local, in-country entities.





Market Intelligence

Country Commercial Guides

Prepared by trade and industry experts, Country Commercial Guides provide information on market conditions, opportunities, regulations and business customs for over 125 countries. Country Commercial Guides detail important factors to help you decide if a market is right for your product or service.

Customized Market Research

Customized Market Research answers questions about an overseas market including; market trends & size, customary distribution and promotion practices, market entry requirements, product standards and registration, regulations, key competitors and potential agents, distributors, and strategic Partners.

Initial Market Check

The Initial Market Check is an initial assessment of the market potential of your product or service in the targeted market. The service gauges the potential of a specific product or service in a market by gathering feedback from up to five industry participants and provides recommendations on whether to pursue the target market.

International Company Profile

The International Company Profile provides U.S. companies and economic development organizations with a comprehensive background report and full analysis on a specific foreign company. Reports provide general business information, background and product information, key officials, references contacted by ITA, financial data/credit worthiness, reputation, results of site visits and interviews with principals; information sources consulted in preparing the report; and analysis of information collected.

Top Market Reports

TOP MARKETS SERIES



The International Trade Administration's *Top Markets Series* is meant to help exporters determine their next export market by comparing opportunities across borders. Each report ranks **future** export opportunities within a particular industry based on a sector-specific methodology. The reports provide a detailed assessment of the competitiveness landscape within a sector, as well as the opportunities and challenges facing U.S. exporters in key markets. Each report is available for download. Interested exporters can also download or view individual case studies within larger reports.



[Agricultural Equipment \(2017\)](#)



[Aircraft Parts \(2017\)](#)



[Automotive Parts \(2017\)](#)



[Building Products and Sustainable Construction \(2017\)](#)



[Civil Nuclear \(2017\)](#)



[Cloud Computing \(2017\)](#)



[Cold Supply Chain \(2017\)](#)



[Construction Equipment \(2016\)](#)



[Defense Products \(2016\)](#)



[Education \(2016\)](#)



[Environmental Technologies \(2017\)](#)



[Financial Technology \(2016\)](#)



[Franchising \(2016\)](#)



[Health IT \(2017\)](#)



[Industrial Automation \(2016\)](#)



[Manufacturing Technology \(2016\)](#)



[Media and Entertainment \(2017 Update\)](#)



[Medical Devices \(2016\)](#)



[Oil and Gas Equipment \(2017\)](#)



[Pharmaceuticals \(2016\)](#)



[Recreational Transportation \(2018 update\)](#)



[Renewable Energy \(2016\)](#)



[Renewable Fuels \(2016\)](#)



[Semiconductors and Related Equipment \(2017\)](#)



[Smart Grid \(2018\)](#)



[Technical Textiles \(2017\)](#)



[Travel and Tourism \(2015\)](#)



Commercial Diplomacy

Advocacy Center

The Advocacy Center coordinates U.S. Government advocacy efforts for U.S. companies bidding on public-sector contracts with overseas governments and government agencies. The Center helps to ensure that sales of U.S. products and services have the best possible chance competing abroad. U.S. Government advocacy assistance can help U.S. companies overcome trade barriers, bureaucratic problems, and unfair trading practices; level the playing field to ensure that your company has the best possible chance to win foreign government contracts; and settle payment disputes with foreign companies.

Report a Trade Barrier

File a complaint with the International Trade Administration's Trade Agreements Negotiations and Compliance Office. This office works with U.S. businesses to remove unfair foreign government-imposed trade barriers.

Trade Dispute Resolution

We can help you resolve common trade disputes like customs issues. We engage directly with foreign governments to advance and protect your business interests and help your company overcome barriers to trade.





Additional Virtual Services

Virtual Fair Events

Provide a group of U.S. entities within certain industry sectors with an opportunity to promote their products/services to potential partners live via a webinar platform coordinated through CS.

Virtual Introductions

Provides U.S. companies with a virtual introduction via conference call or email to a foreign buyer/partner that they have pre-identified.

Webinars

Join live briefings with global trade professionals and industry experts without ever leaving your office, including the opportunity to raise your own questions and to hear what is on the minds of other businesses. Webinar participants learn how to start or increase international sales and get valuable information on countries and industries of interest

Official Letter

Helps U.S. companies comply with local regulatory requirements that must be followed to conduct business in certain foreign countries (i.e. Colombia, and Thailand).



Contact Lists

Provides U.S. firms with a contact list of 5 to 10 agents, distributors and partners in a foreign market. Information reviewed for accuracy only; does not assess interest in client's products.





Results for U.S. Small Businesses

Exporting can be profitable for businesses of all sizes.

A background image of a business meeting with a blue overlay. It shows hands in suits, a laptop, a calculator, and a hand pointing at a line graph on a document.

\$2 Million

Average annual revenue increase reported by CS
clients last year.

A person wearing a denim shirt is sitting at a wooden desk, using a handheld taping device to seal a cardboard box. The desk is cluttered with various items, including a marker, a calculator, and some papers. In the background, there are more boxes and a window. The entire image has a blue tint.

Companies that export, grow faster.

8.5% are less likely to go out of business.



Delaware Impact

Investing in exports means more Delaware jobs.



25,000 Jobs

Supported by exports from Delaware companies.



1,205 Companies

In Delaware sell to customer's all over the world.



89 Percent

Of Delaware exporters are small or medium sized companies.



\$4.4 Billion

Goods exports from Delaware in 2019.



Pennsylvania Impact

Investing in exports means more Pennsylvania jobs.



176,514 Jobs

Supported by exports from Pennsylvania companies.



12,776 Companies

In Pennsylvania sell to customer's all over the world.



89 Percent

Of Pennsylvania exporters are small or medium sized companies.

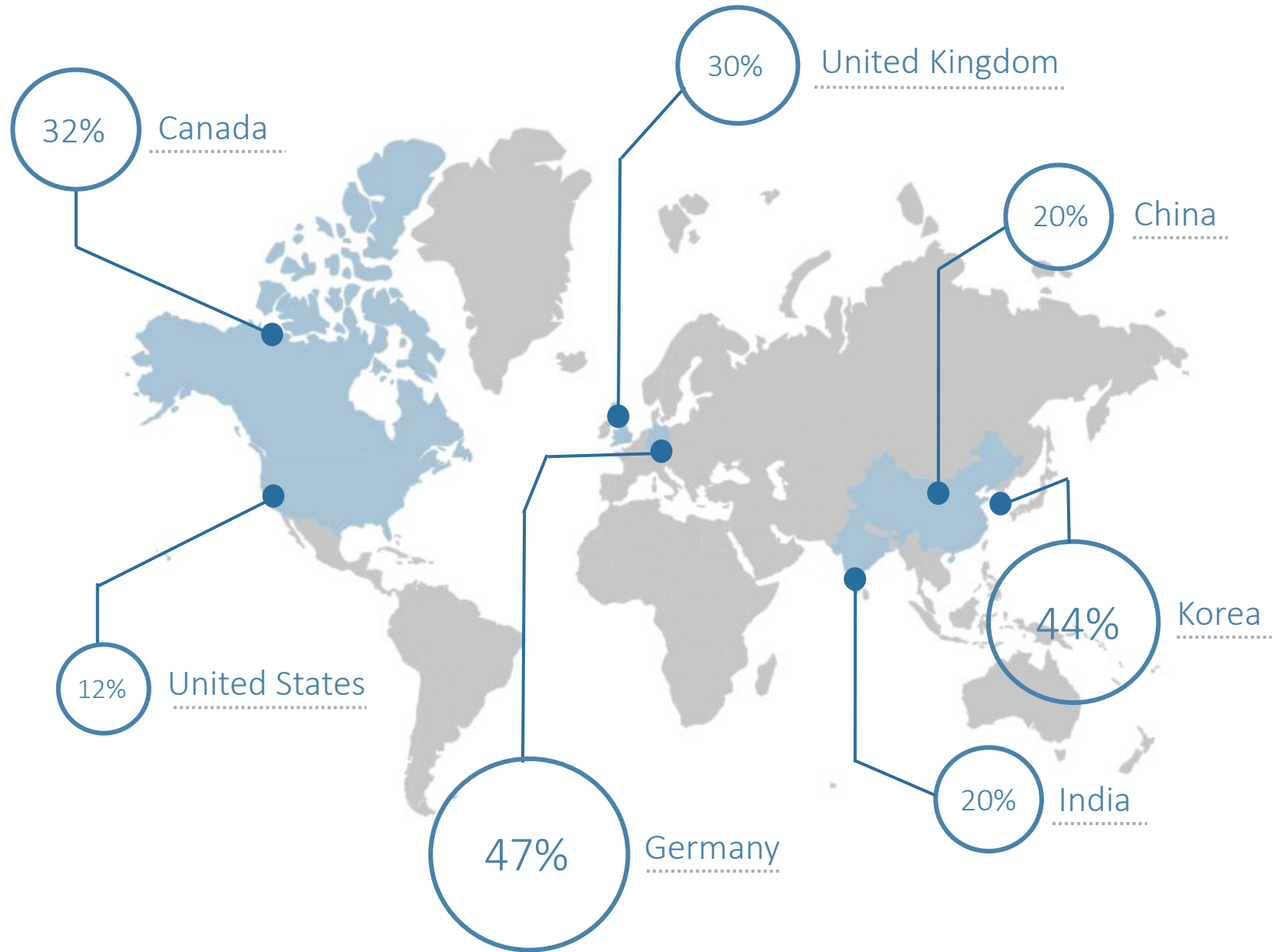


\$42.5 Billion

Goods exports from Pennsylvania in 2019.

With only 12% of our GDP generated by exports...

It's safe to say we have a lot of room for growth.



Exports of goods & services (% GDP)

Source: WorldBank 2017

Canada

Canada Commercial Guide

Doing Business in	▼
Political & Economic Environment	▼
Selling US Products & Services	▼
Leading Sectors for US Exports & Investments	▼

Canada Commercial Guide

Discusses key economic indicators and trade statistics, which countries are dominant in the market, the U.S. market share, the political situation if relevant, the top reasons why U.S. companies should consider exporting to this country, and other issues that affect trade, e.g., terrorism, currency devaluations, trade agreements.

Canada Commercial Guide

Doing Business in	▼
Political & Economic Environment	▼
Selling US Products & Services	▼
Leading Sectors for US Exports & Investments	▼
Customs, Regulations & Standards	▲
Trade Barriers	
Import Tariffs	
Import Requirements and Documentation	
Labeling/Marking Requirements	
U.S. Export Controls	
Temporary Entry	

Customs, Regulations & Standards

Includes the barriers (tariff and non-tariff) that U.S. companies face when exporting to this country.

Last published date: 2019-10-13

Canada - Trade Barriers

Includes the barriers (tariff and non-tariff) that U.S. companies face when exporting to this country.

LEARN MORE →

ITA Canada Commercial Guide

Mexico

Mexico Commercial Guide

Doing Business in ▼

Political & Economic Environment ▼

Selling US Products & Services ▼

Leading Sectors for US Exports & Investments ▼

Mexico Commercial Guide

Do you want to export to Mexico? Start by using the Country Commercial Guide, a trusted resource for companies at every level of exporting experience. Our guides are produced by trade experts at U.S. embassies and consulates in more than 140 countries. They provide insights into economic conditions, leading sectors, selling techniques, customs, regulations, standards, business travel, and more. Read the overview below, and continue using the left navigation tool.

[ITA Mexico Commercial Guide](#)

Delaware

USMCA
The U.S.-Mexico-Canada Agreement



The United States, Mexico, and Canada have reached an agreement to rebalance and modernize the North American Free Trade Agreement into a 21st century, high-standard trade deal. The new United States-Mexico-Canada Agreement (USMCA) will better serve the interests of American workers, farmers, ranchers, and businesses and support mutually beneficial trade leading to freer markets, fairer trade, and robust economic growth in North America.



\$931 Million

Exports to Canada and Mexico in 2017



\$604 Million

Exports to Canada in 2017



\$327 Million

Exports to Mexico in 2017

Top Delaware Exports to Canada and Mexico, 2017

- | | |
|--|---|
| 1 Chemicals (\$239.8 Million) | 6 Plastics & Rubber Products (\$42.7 Million) |
| 2 Agricultural Products (\$179.3 Million) | 7 Petroleum & Coal Products (\$38.8 Million) |
| 3 Computer & Electronic Products (\$159.2 Million) | 8 Machinery (\$38.3 Million) |
| 4 Processed Food (\$71.9 Million) | 9 Primary Metal Products (\$26.2 Million) |
| 5 Transportation Equipment (\$43.7 Million) | 10 Electrical Equipment, Appliances & Components (\$16.3 Million) |

USMCA Key Provisions



Rules of Origin

Innovative rules of origin will encourage more goods and materials to be manufactured in the United States and ensure the benefits of USMCA flow to North American workers.



Goods Market Access

New commitments for market access address non-tariff barriers related to trade in remanufactured goods, import licensing, and export licensing.



Intellectual Property

The modernized, high-standard Intellectual Property (IP) chapter provides strong and effective protection and enforcement of IP rights critical to driving innovation, creating economic growth, and supporting American jobs.



Small Business

New customs and trade rules will cut red tape and make it easier for small businesses to tap into foreign markets and participate in cross-border trade.



Agriculture

Important improvements in USMCA will secure greater market access for America's farmers.



Canada's unfair milk pricing program will be eliminated so American dairy farmers gain more export opportunities.



U.S. poultry producers will have new access for chicken and egg exports and expanded access for turkey exports.



Digital Trade

The new Digital Trade chapter contains the strongest disciplines on digital trade of any international agreement, providing a firm foundation for the expansion of trade and investment in the innovative products and services.



Labor

USMCA's Labor chapter makes new enforceable labor standards a core part of the agreement. This will help level the playing field for American workers and improve wages and labor conditions in North America.



We are Here to Help!

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