

## **Pennsylvania Exports Increase 17% in 2011**

*PRPA Provides Support to Regional Exporters*

The PRPA has seen an increase in export volumes through its fifteen facilities, and this is matched by exports across Pennsylvania (see press release, below).

Exports from the broader Mid-Atlantic region and the entire USA are growing, also.

Strong economies in foreign markets, free trade agreements, and space on vessels leaving the Port of Philadelphia have all contributed to the surge in exports.

“Pennsylvania is one of the leading manufacturing and agricultural states in the USA,” notes PRPA Marketing Representative Frank Camp. PRPA facilities also handle export cargos coming from other states in the American heartland. Three Class 1 railroads and excellent highway infrastructure allow US manufacturers and farmers to send their cargos efficiently to the Port of Philadelphia, where they embark for export on the top steamship lines in the world (for a list of PRPA export services, see <http://www.philaport.com/marketing/carrier.htm#ExportingServices>)

PRPA offers many forms of help for exporters: advice on international cargo transportation; a network of international representatives to assist the Port’s customers in foreign markets; and contacts to export assistance agencies, foreign consulates, export finance options, and trade associations.

To learn more about how the PRPA can help you export, contact PRPA Marketing at (215) 426-2600.

[See Press Release from the US International Trade Administration, below]



INTERNATIONAL  
**TRADE**  
ADMINISTRATION

**FOR IMMEDIATE RELEASE**  
**December 19, 2011**

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## **Export Growth Benefits Pennsylvania Companies**

*Nine-Month 2011 Pennsylvania merchandise exports are up 17 percent over same period last year*

The U.S. Commercial Service of the Commerce Department's International Trade Administration announced new data that show Pennsylvania merchandise exports increased 17 percent in the first nine months of 2011 compared to the same period in 2010, growing from \$26.1 billion to \$30.6 billion.

"These export numbers show that businesses across Pennsylvania continue to sell to destinations around the world," said Tony Ceballos, Director of the U.S. Commercial Service in Philadelphia. "Ninety-five percent of the world's potential consumers are outside of the United States. Wherever you're looking to do business, odds are the U.S. Commercial Service has boots on the ground to help find a partner or channels of distribution."

Pennsylvania's nine-month 2011 merchandise export sales outpaced the 2010 figures for the same period in many top destinations, including United Kingdom (up 46 percent), China (41 percent), Korea (41 percent), Netherlands (38 percent), and Germany (32 percent). Key merchandise export categories include chemicals, machinery manufactures, primary metal manufactures, computer and electronic products, and transportation equipment. For the full year 2010, Pennsylvania merchandise exports totaled \$34.9 billion.

"With the help of Pennsylvania export sales, President Obama's National Export Initiative continues to progress towards the target goal of doubling U.S. exports by the end of 2014," said Suresh Kumar, Assistant Secretary for Trade Promotion and Director General of the U.S. and Foreign Commercial Service. "Pennsylvania businesses also stand to benefit from the recent congressional passage of free trade agreements with Colombia, South Korea, and Panama. When implemented, these agreements are expected to increase U.S. GDP by about \$12 billion and U.S. exports by \$13 billion annually, supporting economic and job growth across the country."

To further expand the reach and availability of export programs to businesses nationwide, the International Trade Administration has signed a Memorandum of Intent with the State International Development Organizations, Inc. (SIDO). SIDO supports state international trade agencies, and the memorandum expands cooperative efforts in the promotion of federal and state export programs such as trade missions and overseas business matchmaking services.

With 108 offices across the United States and in American Embassies and Consulates in more than 75 countries, the U.S. Commercial Service connects U.S. companies with international buyers through export counseling and a variety of export services. To get started, contact the local U.S. Commercial Service in Philadelphia at 215-597-7141 or visit [www.export.gov/pennsylvania/philadelphia](http://www.export.gov/pennsylvania/philadelphia). Businesses can also call the Trade Information Center at 1-800-USA-TRADE (1-800-872-8723).

### **International Trade Administration**

*The International Trade Administration (ITA) is the premier resource for American companies competing in the global marketplace. ITA has 2,100 employees assisting U.S. exporters in more than 100 U.S. cities and 77 countries worldwide. For more information on ITA visit [www.trade.gov](http://www.trade.gov).*