



UNITED STATES INTERNATIONAL TRADE COMMISSION

WASHINGTON, DC 20436

U.S. INTERNATIONAL TRADE COMMISSION Conducting Export Study with Small and Medium Sized Enterprises Boston Fish Pier - March 1-2, 2010

As a small or medium-sized U.S. exporter, you are invited to participate and present your feedback on export barriers and related issues during a two day roundtable program hosted by the U.S. International Trade Commission.

At the request of the U.S. Trade Representative, the U.S. International Trade Commission is conducting a series of three studies across the United States. They will be in Boston for research on their second and third studies, both of which will be published shortly.

The second study has three primary goals:

- (1) Compare the exporting behavior of SMEs (small & medium-size exporters with less than 500 employees) in the United States with the European Union.
- (2) Identify barriers for U.S. SME exporters and the strategies they use to overcome those challenges.
- (3) Analyze the benefits to SMEs of increased export opportunities as well as the effects of FTAs (Free Trade Agreements) and other market access arrangements.

The third study also has three parts:

- (1) Examine U.S. SMEs engaged in providing services, including characteristics of those firms and their exports.
- (2) For both products' and services' firms, determine trade barriers that disproportionately affect SME performance with possible linkages between exporting and SME performance.
- (3) Provide insights into the multinational operations of SMEs, including foreign affiliates of U.S. SMEs and indirect exports through sales to larger exporting firms.

Who are we contacting?

U.S. small and medium enterprises (SMEs), in any sector, are being contacted if they have either exported or have interest in export opportunities. We are particularly reaching out to exporting SMEs with a more concentrated focus on biotechnology, chemicals, and nanotechnology.

This is an excellent chance to bring the above issues to the attention of the Commission staff by meeting with them while they visit Boston. Communications with staff can be cited in their report as input from industry officials.

For further information or to participate in the roundtable with Commission staff, please e-mail or call Elizabeth Nesbitt at the Commission (Elizabeth.Nesbitt@usitc.gov or 202-205-3355) or William Davis at the U.S. Commercial Service (William.Davis@trade.gov or 617-565-4308)