



INTERNATIONAL  
**TRADE**  
ADMINISTRATION

# Exportese: Speaking the Language of International Business

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# Our Story Today

- *Setting the stage*
  - National Export Initiative
- *Main Acts*
  - Improving competitiveness of U.S. aircraft parts exporters
  - Trade promotion assistance
- *Finale* -- Your concerns

# National Export Initiative

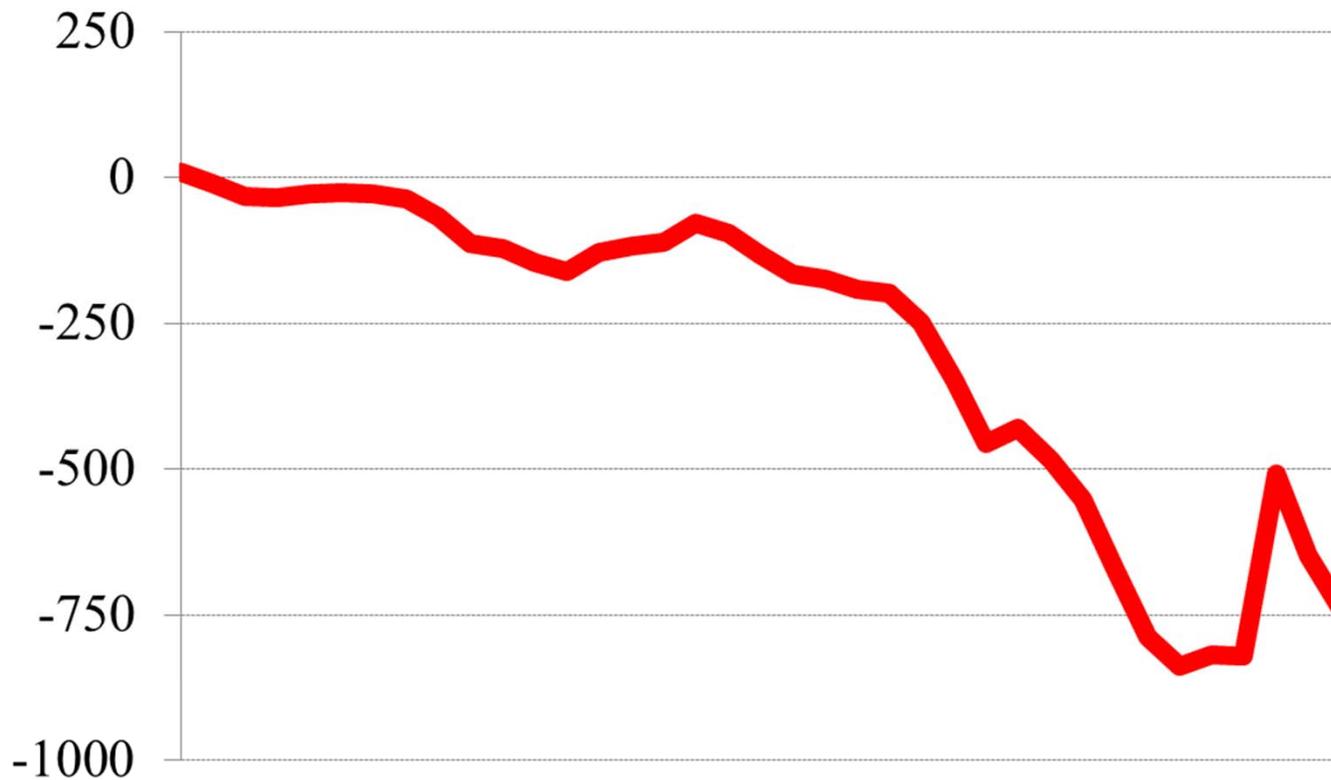
President Obama: double exports in 5 years, millions new jobs

- Over \$1 trillion exports in 2011 supported > 10 million full and part-time U.S. jobs.
- Exports support at least one out of every five manufacturing jobs in the U.S.

# Aerospace Industry is a Natural Fit to National Export Initiative

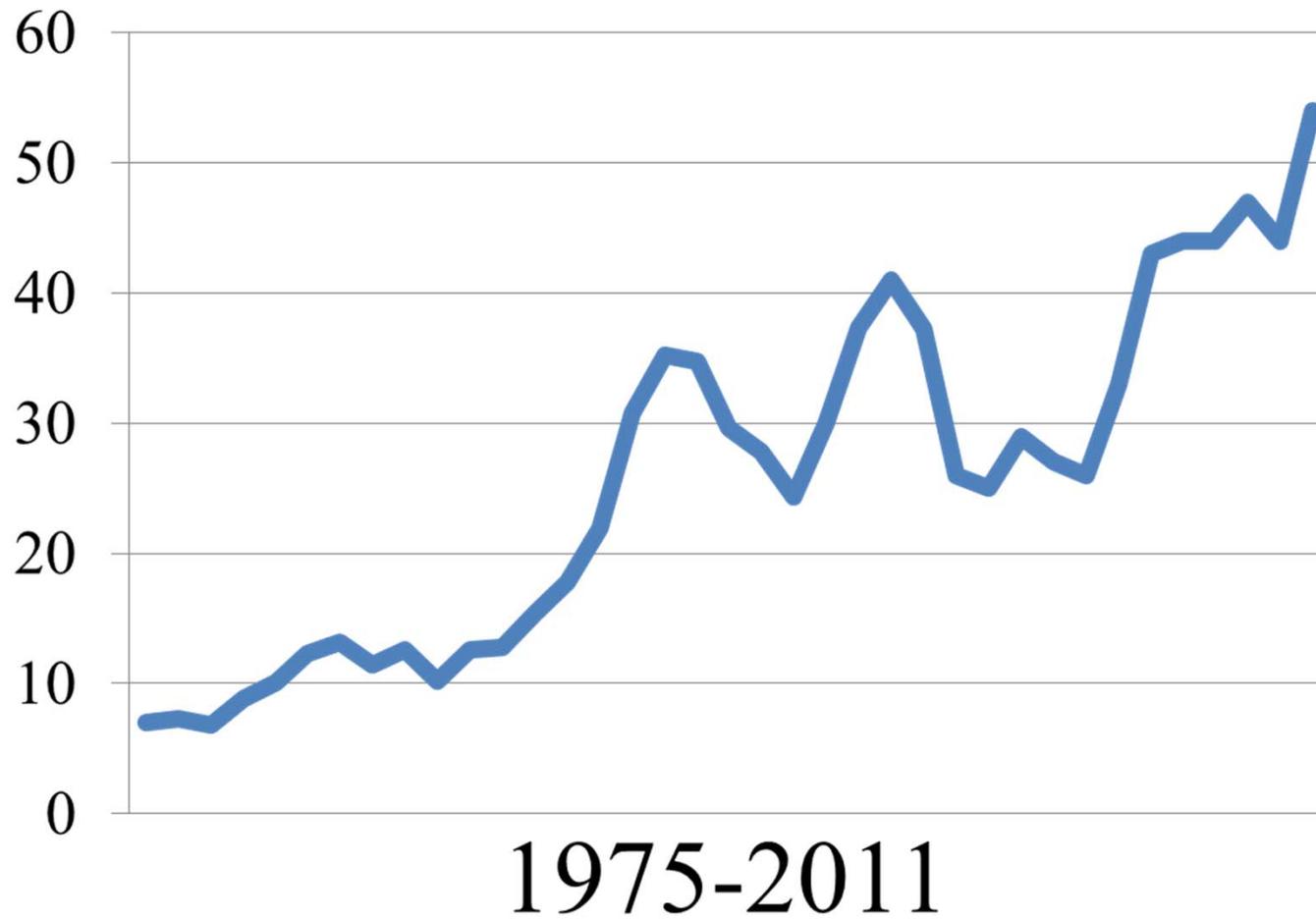
- Largest trade surplus of all U.S. manufacturing industries
- U.S. aero. exports support more U.S. jobs than other industry, goods or services
- Aero production workers wages: 70% higher than manufacturing workers generally

# U.S. Balance of Trade in Goods, \$ Billions



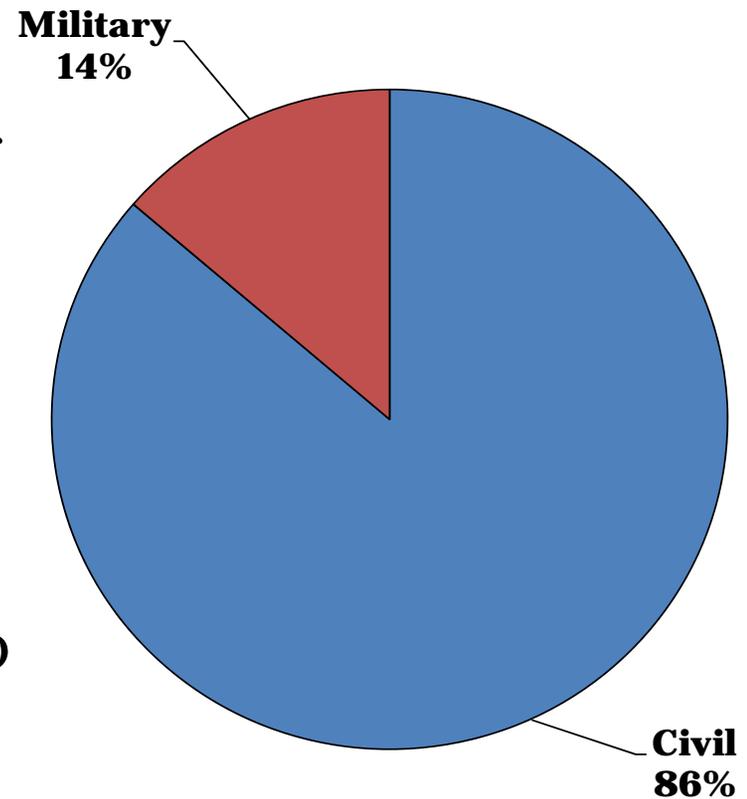
1975 - 2011

# U.S. Balance of Trade in Aerospace Products, \$ Billions

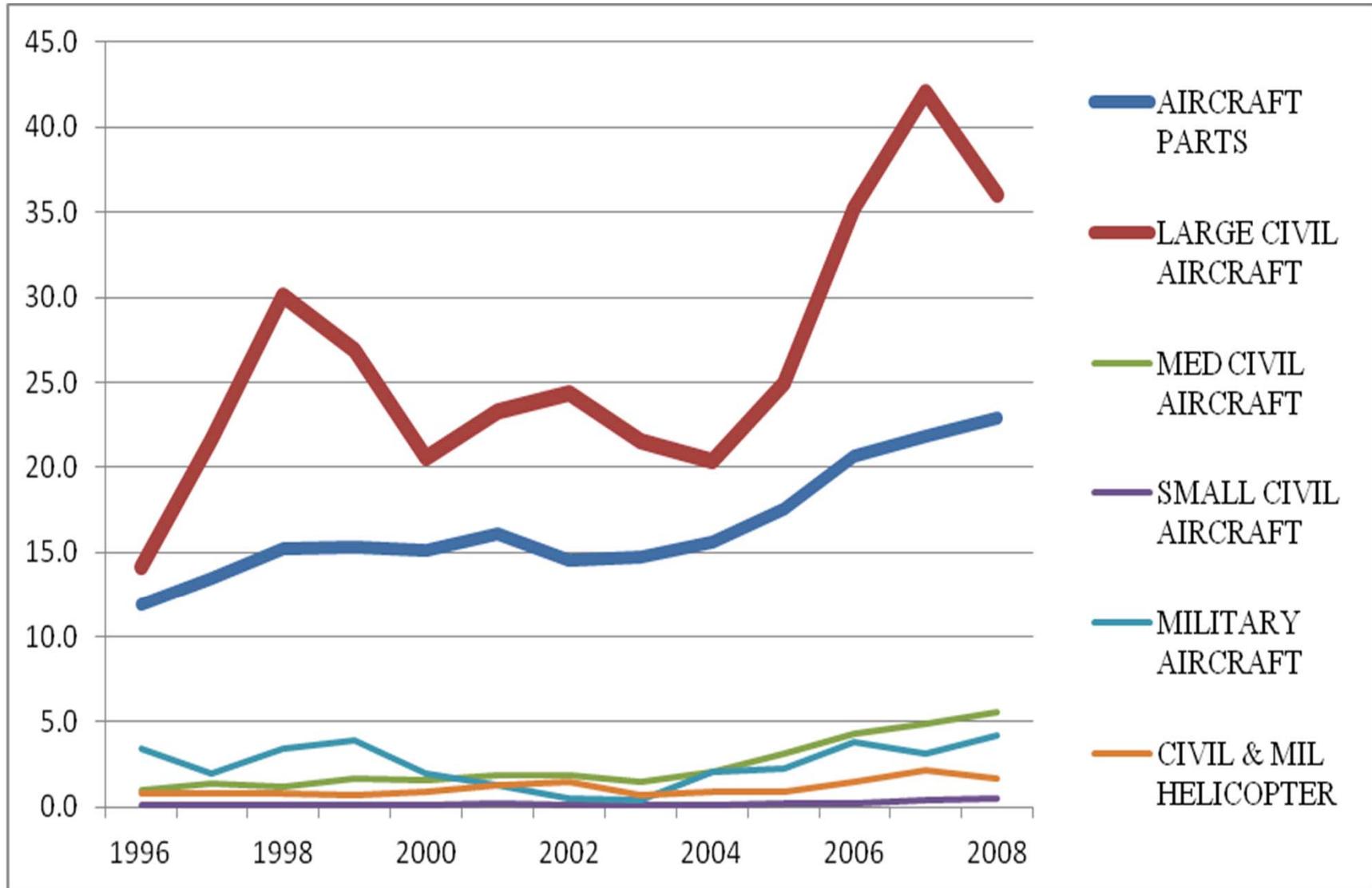


During each of last 20 years, total U.S. aerospace industry **output**: roughly half civil, half military, by value

But U.S. aerospace **exports** are primarily civil. Over last five years, 86% of all U.S. aero exports were civil (\$364.7 billion out of \$423.9 billion)



# U.S. Aerospace Exports, \$ Bil



# U.S. Aircraft Parts Distributors International Competitiveness

- FAA form 8130-3
- EASA fees
- CAAC approval
- Safety Management System (SMS)
- Offsets

# Trade Promotion Events

- July - Farnborough Air Show
- September - Berlin Air Show
  - Africa Aerospace and Defence
- October - Japan International Aerospace Exhibition
- November - Airshow China 2012
- December - Aerospace and Defense Trade Mission to Turkey
  - Aeromart Toulouse 2012

# Other Trade Promotion Assistance

General:

<http://export.gov/>

Aerospace market research, trade events,  
trade statistics and more:

[http://export.gov/industry/aerospace/index.  
asp](http://export.gov/industry/aerospace/index.asp)

Find your local Commerce trade specialist:

<http://export.gov/eac/>

## MOST IMPORTANT POINT

How can the Commerce  
Department help you  
export?



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