INTERNATIONAL TRADE ADMINISTRATION

Unlocking Global Growth: U.S. Commercial Service Resources for the Recycling Industry

U.S. Department of Commerce | International Trade Administration

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International Trade Administration

The International Trade Administration helps U.S. businesses and workers compete and win around the globe.

Looking to grow your business globally? Facing unfair trade practices? Engaging in emerging sectors and advanced technologies? ITA is your U.S. government advocate in the global marketplace.

www.trade.gov



Global Markets

Our **Global Markets** team, including the **U.S. and Foreign Commercial Service**, **SelectUSA** and **Advocacy Center**, connects companies to new markets, locates buyers, and advocates for your success. Services include:

- Export Counseling
- Market Intelligence
- Business Matchmaking
- Commercial Diplomacy



Industry & Analysis

Our **Industry & Analysis** experts provide critical industry expertise to help U.S. firms compete abroad; strengthen global supply chains and safeguard technologies and infrastructure; and screen foreign investments in the United States to protect U.S. economic and national security. Sectors include:

- Manufacturing
- Services
- Textiles, Consumer Goods, Materials Industries, Critical Materials and Metals
- Travel and Tourism



Enforcement & Compliance

Our **Enforcement & Compliance** specialists enforce trade remedies and seek compliance with trade agreements to protect U.S. businesses and workers from unfair practices at home and abroad. Our focus:

- Antidumping/Countervailing Duty Laws (AD/CVD)
- Trade Agreements Compliance
- Foreign Trade Zones

2,300 Employees

ITA trade experts are strategically positioned across more than **100 U.S. locations** and **80 international markets** to support your business.

$109 Billion in U.S. Exports

In FY 2025, ITA trade assistance facilitated $109 billion in U.S. exports and $52 billion in inward investment, supporting **519,000 American jobs**.

$460 Return on Investment

For every $1 appropriated to ITA, our work assisting U.S. companies and localities **returns $460 back** to the U.S. economy.



Our Mission & Global Presence

The U.S. Commercial Service, creates jobs in the United States and strengthens U.S. economic and national security by promoting U.S. exports, and ensuring market access and a level playing field in international trade for U.S. companies.

Strategically located in **106 U.S. and 127 foreign locations in 80 countries**, our global network of trade and investment professionals are well-positioned to help U.S. companies succeed internationally and ensure that U.S. businesses and commercial interests have a robust advocate and first line of defense against unfair foreign trade practices and market access barriers.

U.S. Commercial Service Offices Worldwide



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 75 countries around the world 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 opportunities and increase your bottom line.

Our Services

Export Counseling

- Learn about the export process and develop effective market entry and sales strategies.
- Find out about export documentation requirements and import regulations of foreign markets.
- Learn about 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/Advocacy

- Address trade obstacles to successfully enter international markets.
- The Advocacy Center can facilitate coordinated U.S. government engagement with foreign governments to protect U.S. business interests.

Export Counseling

Supporting export growth every step of the way.

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.





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.

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.

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.

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.

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.

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.

International Partner Search

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

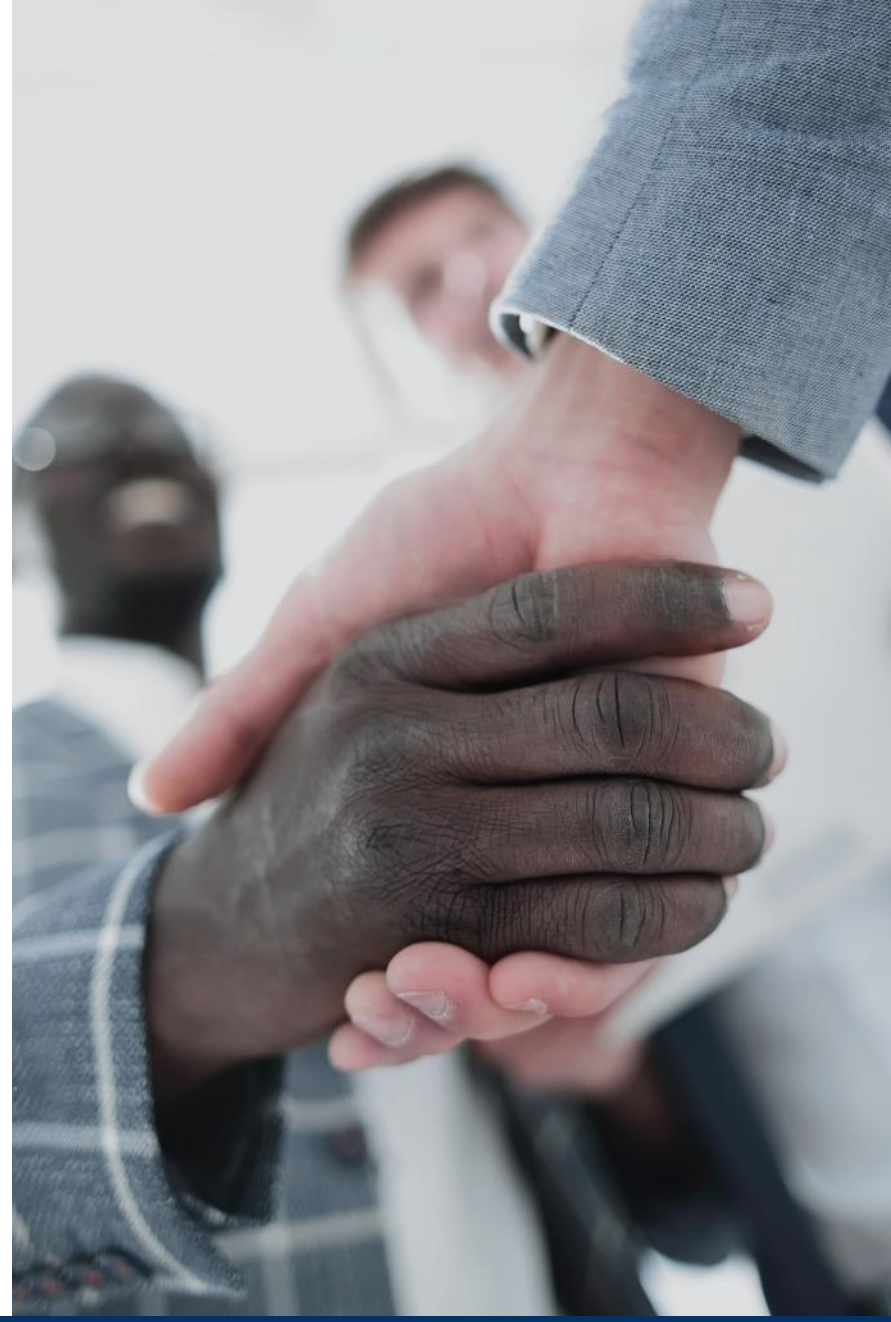
Business Service Provider Listing

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.



Commercial Diplomacy

Advocacy Center

The Advocacy Center coordinates U.S. Government Advocacy efforts for U.S. exporters competing on foreign projects or procurement opportunities that involve foreign government decision-makers, including foreign government-owned corporations. U.S. Government Advocacy assistance helps level the playing field on behalf of U.S. exporters and workers competing for international contracts against foreign firms and to promote the growth of exports of U.S. goods and services around the world.

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 help ensure that foreign governments adhere to and do not impose trade barriers inconsistent with their trade agreement obligations.

Trade Dispute Resolution

We can provide information to help you resolve common trade disputes like customs issues. In some instances, we may be able to make inquiries directly with the foreign government.



I&A Market Intelligence and Data Resources

U.S. Energy Trade Dashboard

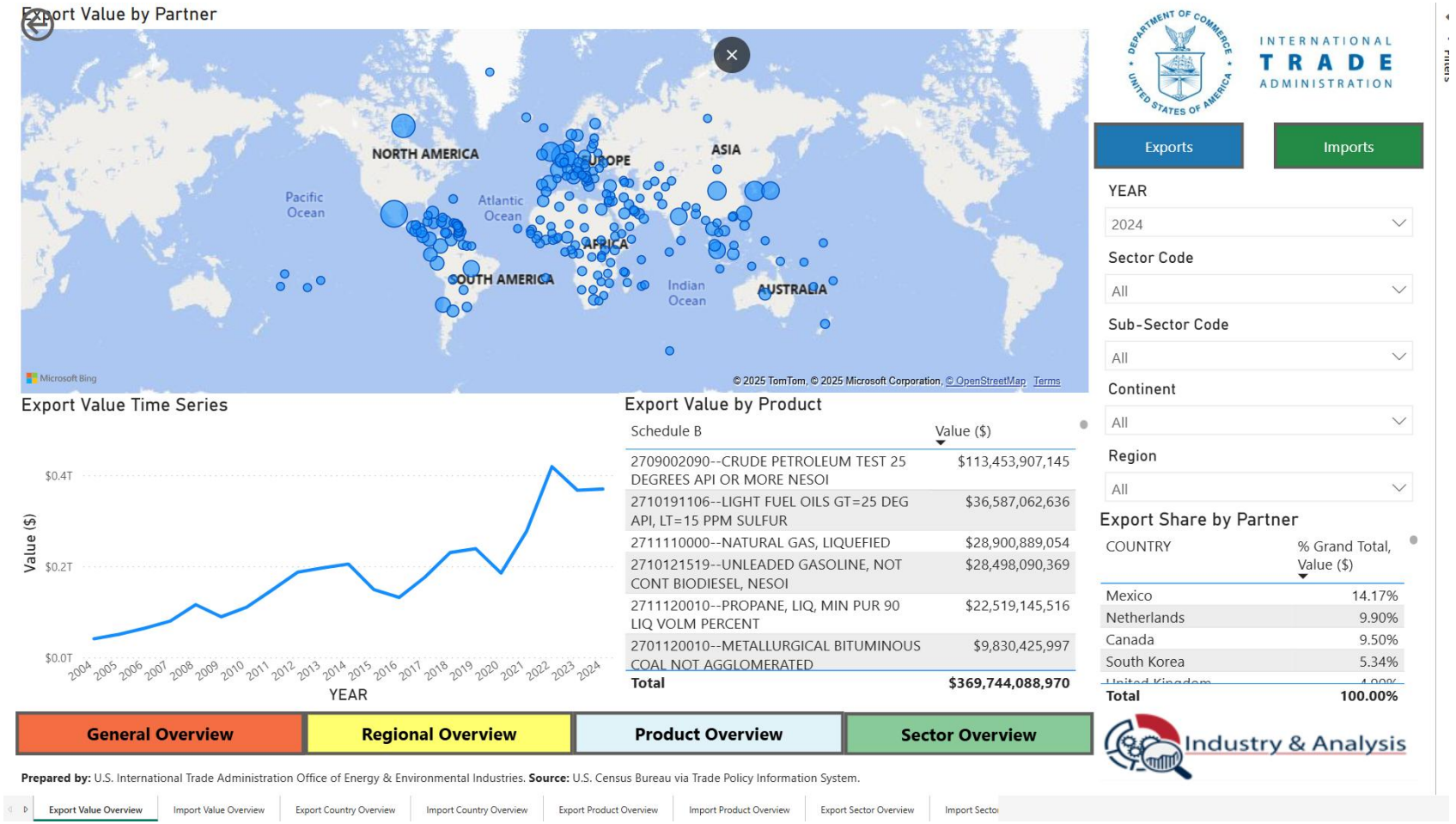
https://www.trade.gov/data-visualization/us-energy-trade-dashboard

U.S. Environmental Technologies Trade Dashboard

https://www.trade.gov/environmental-technologies-trade-dashboard

2025 Top Export Markets Report

https://www.trade.gov/report/top-export-market-rankings-environmental-technologies



U.S. Waste Management & Recycling Sector

Overview

- Subsector includes solid and hazardous waste management, critical mineral recycling, resource recovery, and soil pollution prevention and remediation technologies
- Key technologies include solid waste conversion technologies (e.g., gasification, pyrolysis), shredders and separators, fleet optimization solutions, sanitary landfill technologies (e.g., bioreactors, linings), chemical and advanced recycling technologies, robotics and AI/machine learning for sorting recyclables

Challenges

- Varied state and local regulations results and older materials recovery facilities (MRFs) result in inconsistent ability to recycle different materials; lack of consumer knowledge; low recycling rate overall in U.S.
- Workforce related (e.g., shortage of workers, health and safety concerns, a need for apprenticeship programs, technical education, and incentives)
- Recycling industry is driven by demand from materials markets, depending on price of commodities and other economic factors



Waste Management & Recycling Technology

- **Sorting and screening equipment**
- **Crushing and grinding machinery**
- **Magnetic separation systems**
- **Conveying and material-handling equipment**
- **Waste compaction equipment**

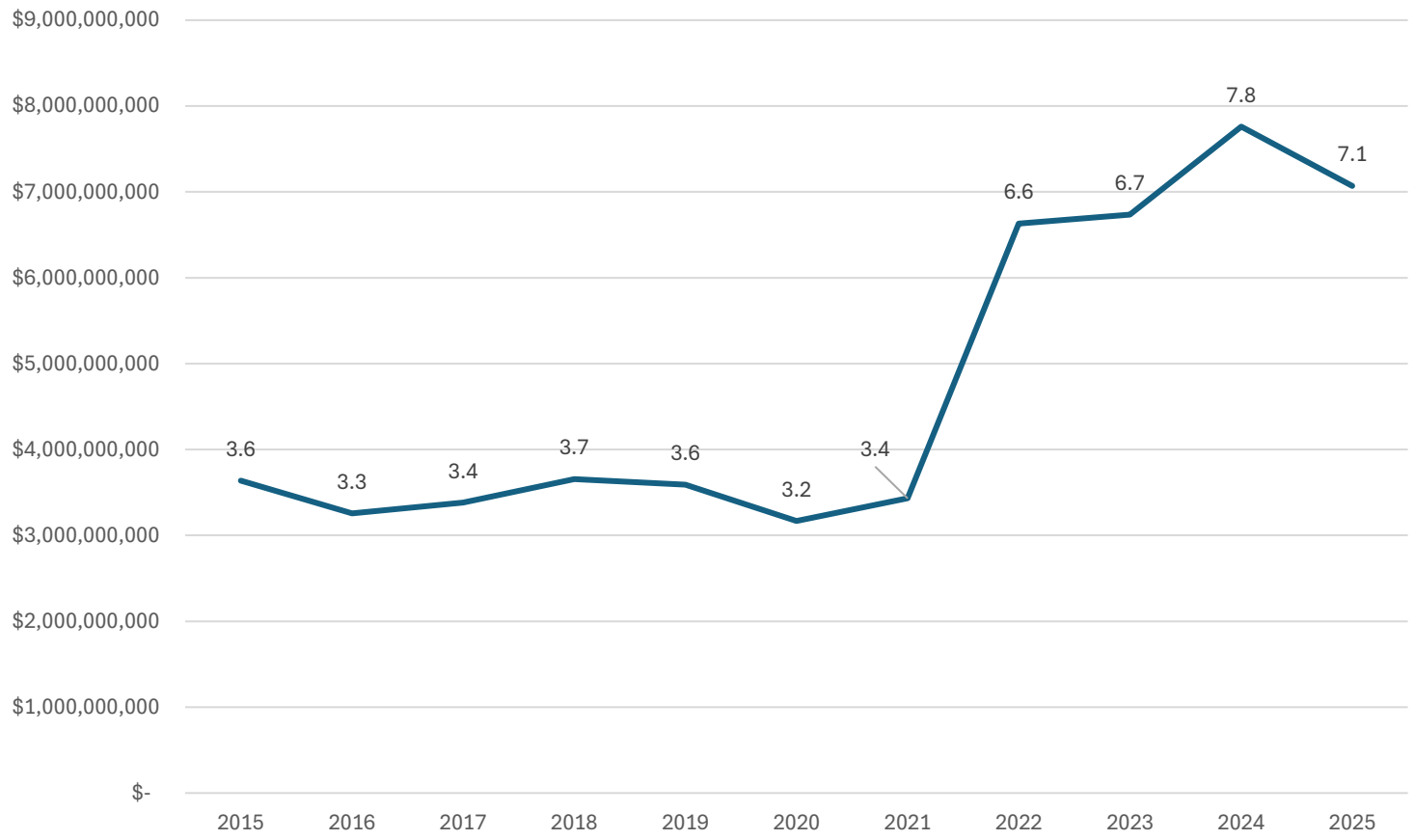


U.S. Competitive Advantage

- Large, Innovation-Driven Domestic Market: U.S. scale supports advanced recycling technologies, including SI-enabled sortation, robotics, sensors, and material-recovery systems.
- Strong Advanced Manufacturing and R&D Ecosystem: U.S. innovation advances plastics recycling, battery-material recovery, and domestic critical mineral supply chains.

U.S. Recycling Technology Exports from 2015-2025

Exports in USD (billions)



Source: U.S. Department of Commerce, Bureau of the Census

2025 U.S. Recycling Technology Exports by Destination

Continents

1. North America – $3.5B
2. Asia – $1.5B
3. Europe – $1.3B
4. South America – $355M
5. Oceania – $155M
6. Africa – $79M

Top Countries

1. Mexico – $1.7B (25.17%)
2. Canada – 1.6B M (22.63%)
3. China – $419M (5.93%)
4. Germany – $410M (5.81%)
5. United Kingdom – $255M (3.61%)
6. Japan – $204M (2.89%)
7. Australia – $134M (1.90%)
8. India – $123M (1.75%)
9. South Korea – $121M (1.72%)
10. Netherlands – $115M (1.64%)

Source: U.S. Department of Commerce, Bureau of the Census

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Thank you!

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