



# International Trade Administration—Fostering Minnesota’s **Competitiveness and Job Growth Through Trade**

Helping Minnesota companies export, penetrate new markets, and protect their interests abroad.

As the trade promotion arm of the U.S. Department of Commerce’s International Trade Administration, the U.S. Commercial Service (CS) helps thousands of companies—more than 85 percent of which are small and medium-sized businesses—export goods and services worth billions of dollars every year. Located in 109 offices in 48 states, as well as in 124 offices in nearly 80 countries, our global network of trade experts provides U.S. companies with the market intelligence, trade counseling, business matchmaking, and commercial diplomacy they need to succeed in international markets.

## Why Minnesota companies should export:

- Over 95 percent of the world’s customers are located beyond U.S. borders
- Exporters realize higher employment growth than non-exporters
- Most companies that export have an easier time riding out fluctuations in the U.S. economy and are more likely to stay in business
- Export wages are typically 13–18 percent higher than non-export wages

## Export Successes in Minnesota

**Milltronics**, a machine and process control equipment manufacturer in Waconia, MN, met with the CS Minneapolis office about the collection of monies owed to it by a Chilean business partner. CS Minneapolis and Santiago, Chile, worked to provide best-practices guidance for methods of payment and business contracts in Chile, ensured correct legal procedures were understood, and helped clarify the letter of credit payment process. With this assistance, Milltronics moved forward and reported receiving the outstanding \$400,000 payment.

**Paragon Store Fixtures** of Big Lakes, turns out display cases for retail establishments. A new-to-export company, it asked the CS Minneapolis office for help in determining manufacturing specifications for the Finnish Maritime Association (FMA), and completing export documentation for a potential sale to that country. Through CS Finland, Paragon was introduced to FMA which provided the necessary manufacturing compliance requirements. With this help, Paragon exported over \$100,000 worth of display fixtures to a Finnish boat manufacturer.

## *ITA Impact on Minnesota (FY 09–10)*

- *CS-Facilitated Export Value: \$286,827,257*
- *Companies Served: 199*
- *Jobs Supported by Exports: 1,550*
- *Top Industries Served:*
  - *Medical Equipment*
  - *Railroad Equipment*
  - *Building Products*
- *Export Markets: 83*
- *Active CS Clients: 545*

## U.S. Commercial Service Minnesota

Minneapolis  
(612) 348-1638  
[buyusa.gov/minnesota](http://buyusa.gov/minnesota)

**The U.S. Commercial Service supports the President’s National Export Initiative**