



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

Helping North Carolina 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 North Carolina 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 North Carolina

**Anco Eaglin Inc.** of Greensboro, NC, manufactures specialized industrial equipment used in food processing, rendering, and associated industries. Turning to the CS Greensboro office for assistance, the firm was provided with details on impediments associated with exporting to Egypt, guidance on how to adapt its product line accordingly, and counseling on resolving regulatory issues, industrial standards, and costs related to the export process. As a result, the company signed a sales contract valued at \$5 million.

**Protochips Inc.** of Raleigh, makes innovative tools used to simultaneously observe and manipulate objects at the nano-scale in real time. The firm tapped the CS Raleigh office to help find a Japanese distributor capable of serving the Asian region. CS Tokyo provided Protochips with industry information, helped facilitate several meetings, and provided general counseling on export issues. Protochips made two initial sales totaling \$90,000 to Japan’s largest electrical equipment manufacturer and subsequently signed the company as its distributor in Japan.

## *ITA Impact on North Carolina (FY 09–10)*

- *CS-Facilitated Export Value: \$370,422,915*
- *Companies Served: 304*
- *Jobs Supported by Exports: 2,002*
- *Top Industries Served:*
  - *Architectural, Construction, Eng. SVC*
  - *Computer Software*
  - *Aircraft & Aircraft Parts*
- *Export Markets: 98*
- *Active CS Clients: 704*

## U.S. Commercial Service North Carolina

Charlotte  
(704) 333-24886  
[buyusa.gov/northcarolina](http://buyusa.gov/northcarolina)

Greensboro  
(336) 333-5345  
[buyusa.gov/northcarolina](http://buyusa.gov/northcarolina)

Raleigh  
(919) 281-2750  
[buyusa.gov/northcarolina](http://buyusa.gov/northcarolina)

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