



# International Trade Administration—Fostering North Dakota's **Competitiveness and Job Growth Through Trade**

## Helping North Dakota 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 Dakota 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 Dakota

**WCCO Belting Inc.** is a Wahpeton, ND, manufacturer of belting for agricultural and industrial machinery. WCCO participated in a CS-supported ND Trade Mission to Russia, Kazakhstan, and Ukraine, which included market counseling, and meetings with potential buyers through the CS Gold Key matchmaking program. The CS provided advance research for crop production, tariff rates, financing options, and machinery market opportunities in all three countries. As a result, WCCO made a \$300,000 new-to-market sale to a Belarus company.

**Cherrington Beachcleaners & Mobile Screeners** of Jamestown, ND, is a manufacturer of beach-cleaning equipment who sought out the CS Fargo office for assistance in finding a new distributor in Turkey. With help from the CS Fargo and Turkey offices, Cherrington participated in the CS-supported ND Trade Mission to Turkey, which included market counseling from CS staff, and meetings with potential prescreened Turkish buyers through the CS Gold Key matchmaking program. As a result, the company signed a well-established dealer with an initial sale valued at \$145,000.

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

- *CS-Facilitated Export Value: \$17,674,464*
- *Companies Served: 45*
- *Jobs Supported by Exports: 96*
- *Top Industries Served:*
  - *Construction Equipment*
  - *Agricultural Machinery & Equipment*
  - *Aircraft & Aircraft Parts*
- *Export Markets: 29*
- *Active CS Clients: 130*

## U.S. Commercial Service North Dakota

Fargo  
(701) 239-5080  
[buyusa.gov/northdakota](http://buyusa.gov/northdakota)

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