

# United States of Trade

50 STORIES IN 50 STATES THAT SHOW THE IMPACT OF TRADE ACROSS THE NATION



# 11.7 Million Reasons to Lead on Trade

THERE ARE 11.7 MILLION REASONS to support President Obama's trade agenda. That is the estimated number of American jobs supported by exports in 2014, our fifth consecutive year of record-breaking exports. These record performances are truly a "Team USA" effort, driven by businesses of all sizes from all sectors across our economy. If any one group deserves special attention, it is our small and medium businesses, which comprise 98% of all American goods exporters.

The collection of stories that follows illustrates how access to global markets is benefiting small businesses across our Nation. Currently, around 300,000 small- and medium-sized businesses across the 50 states export goods to foreign destinations, supporting millions of American jobs through direct exports and participation in supply chains. Impressive as they are, these figures only scratch the surface of what is possible. With 95 percent of the world's customers living outside of U.S. borders, there is enormous

potential for our businesses – and small businesses in particular – to grow their exports, hire more American workers, and expand their bottom lines.

Of course, it is impossible to capture the diversity of talent, innovation, and production that help American small businesses drive our economy with a single snapshot. However, small businesses usually share some important characteristics that many of these stories highlight. Accounting for almost all private sector employment growth in recent decades, small businesses are a major source of jobs for American workers. Furthermore, small businesses that export to foreign markets tend to grow faster, hire more, and pay higher wages than small businesses that serve purely domestic markets.

Small businesses also face a common set of challenges when competing in the global marketplace. High tariffs can reduce already small margins, making exporting more difficult. Weak intellectual property rules can jeopardize the hard

work, investment, and personal risk that go into making new products. While large businesses are not immune to these challenges, smaller firms do not always have the means to take on the extra costs and risks. As a result, the vast majority of American small businesses still do not export at all, and of the small portion that do export, most only export to one country.

President Obama is committed to addressing these barriers and giving American businesses of all sizes a fair shot in markets around the world. The Trans-Pacific Partnership (TPP), which the United States is negotiating with 11 other nations, includes the first chapter dedicated to addressing the challenges faced by many small businesses. Its completion would open markets that are home to the fastest-growing middle class in the world to 'Made in America' goods and services. Combined with the Transatlantic Trade and Investment Partnership (T-TIP), an ambitious deal the United States is negotiating with the European Union, American businesses and their workers will be at the center of a free trade zone that covers nearly two-thirds of the global economy.

Realizing these gains requires action. In recent years, countries across the Asia-Pacific have struck more than 200 trade deals, while American workers and businesses have largely missed out. We cannot afford to sit on the sidelines as others strike deals that put our businesses and workers at a competitive disadvantage and encourage a race to the bottom. By moving forward with standards that reflect our interests and values, including the highest labor and environmental protections, we can protect American jobs and catalyze a race to the top.

As these stories underscore, the world wants what America is selling. To unlock the opportunity that beckons beyond our borders, we must lead on trade.

Sincerely,



Penny Pritzker  
U.S. Secretary of Commerce

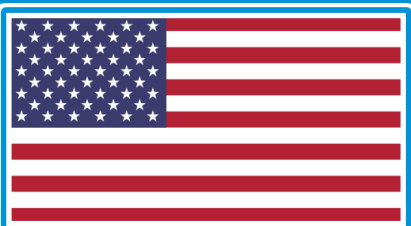


Michael B.G. Froman  
U.S. Trade Representative

# Table of Contents

<b>Overview</b> .....	1	<b>Delaware</b> .....	19	<b>Kentucky</b> .....	37
MAP U.S. jobs supported by goods exports	2	General Separation Technologies	20	Auburn Leather Company	38
MAP Value of exported goods	3	<b>Florida</b> .....	21	<b>Louisiana</b> .....	39
MAP Number of goods exporting companies	4	Hesser Associates International	22	DSC Dredge LLC	40
<b>Alabama</b> .....	5	<b>Georgia</b> .....	23	<b>Maine</b> .....	41
Aladdin Light Lift	6	KaMin	24	Planson International	42
<b>Alaska</b> .....	7	<b>Hawaii</b> .....	25	<b>Maryland</b> .....	43
ADS-B Technologies	8	FSC Architects	26	WTS International	44
<b>Arizona</b> .....	9	<b>Idaho</b> .....	27	<b>Massachusetts</b> .....	45
JWB Manufacturing	10	Rekluse Motor Sports	28	Atlas Devices	46
<b>Arkansas</b> .....	11	<b>Illinois</b> .....	29	<b>Michigan</b> .....	47
Alliance Rubber Company	12	Power Plant Services	30	NuStep	48
<b>California</b> .....	13	<b>Indiana</b> .....	31	<b>Minnesota</b> .....	49
Nobel Systems	14	Draper	32	Jonti-Craft	50
<b>Colorado</b> .....	15	<b>Iowa</b> .....	33	<b>Mississippi</b> .....	51
Shotcrete Technologies	16	Accumold	34	Flathau's Fine Foods	52
<b>Connecticut</b> .....	17	<b>Kansas</b> .....	35	<b>Missouri</b> .....	53
Norwalk Compressor Company	18	Pioneer Balloon Company	36	US International Foods	54

<b>Montana</b> .....	<b>55</b>	<b>Oklahoma</b> .....	<b>75</b>	<b>Virginia</b> .....	<b>95</b>
Planetary Design	56	Head Country Food Products	76	SUNRRR	96
<b>Nebraska</b> .....	<b>57</b>	<b>Oregon</b> .....	<b>77</b>	<b>Washington</b> .....	<b>97</b>
Preferred Popcorn	58	Plasti-Fab	78	Northwest Door	98
<b>Nevada</b> .....	<b>59</b>	<b>Pennsylvania</b> .....	<b>79</b>	<b>West Virginia</b> .....	<b>99</b>
Tate Snyder Kimsey	60	PDC Machines	80	Wheeling Truck Center	100
<b>New Hampshire</b> .....	<b>61</b>	<b>Rhode Island</b> .....	<b>81</b>	<b>Wisconsin</b> .....	<b>101</b>
Corfin Industries	62	Seafreeze	82	Contrail Aviation Support	102
<b>New Jersey</b> .....	<b>63</b>	<b>South Carolina</b> .....	<b>83</b>	<b>Wyoming</b> .....	<b>103</b>
Spectra Colors Corporation	64	Transfer Point	84	Wyoming Completion Technologies	104
<b>New Mexico</b> .....	<b>65</b>	<b>South Dakota</b> .....	<b>85</b>	<b>Methodology</b> .....	<b>105</b>
Old Wood LLC	66	Rosenbauer America	86		
<b>New York</b> .....	<b>67</b>	<b>Tennessee</b> .....	<b>87</b>		
Rhema Scientific	68	Thirty Tigers	88		
<b>North Carolina</b> .....	<b>69</b>	<b>Texas</b> .....	<b>89</b>		
Magellan Aviation Group	70	Keats Southwest	90		
<b>North Dakota</b> .....	<b>71</b>	<b>Utah</b> .....	<b>91</b>		
Healthy Oil Seeds	72	Albion Laboratories	92		
<b>Ohio</b> .....	<b>73</b>	<b>Vermont</b> .....	<b>93</b>		
Jet Incorporated	74	Gringo Jack's	94		



# Overview

## U.S. TRADE BY THE NUMBERS

 **\$2.3 trillion**

Value of goods & services exported in 2014, up 102% since 2004

 **11.7 million**

U.S. jobs supported by goods & services exports in 2014

 **304,223**

Number of goods exporting companies in 2013

 **97.7%**

Goods exporters that were small- or medium-sized businesses in 2013

## TRADE BENEFITS THE U.S.

**\$727 billion**

In goods exports to TPP partners in 2014

**45%**

Of goods exports destined for TPP partners in 2014



**\$276.7 billion**

In goods exports to T-TIP partners in 2014





**17%**

Of goods exports destined for T-TIP partners in 2014

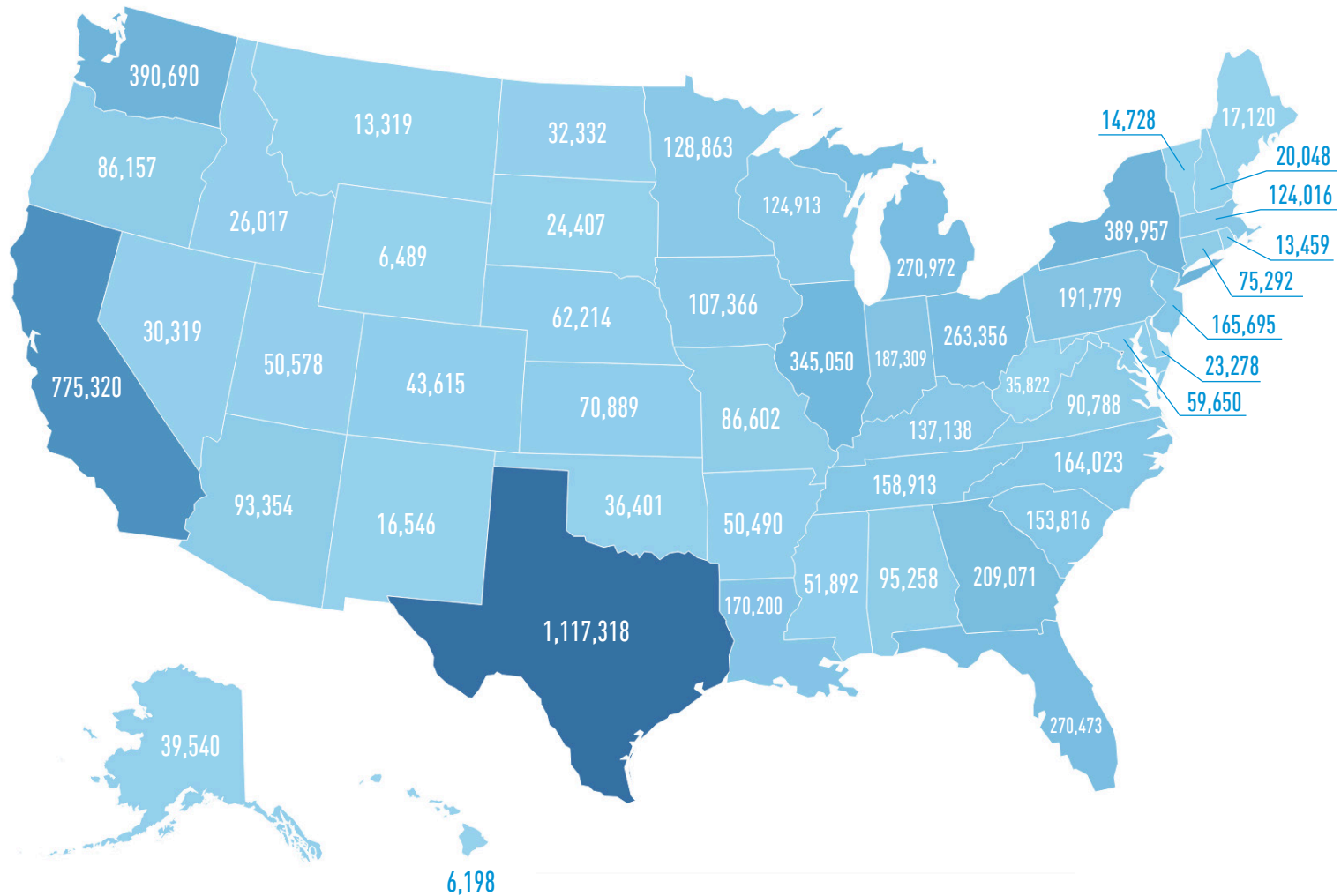
## 2013 KEY AGRICULTURAL EXPORTS

 Other Plant Products	\$22.4b
 Soybeans	\$21.6b
 Processed Fruits & Nuts	\$10.6b
 Wheat	\$10.5b
 Feeds & Fodder	\$7.7b

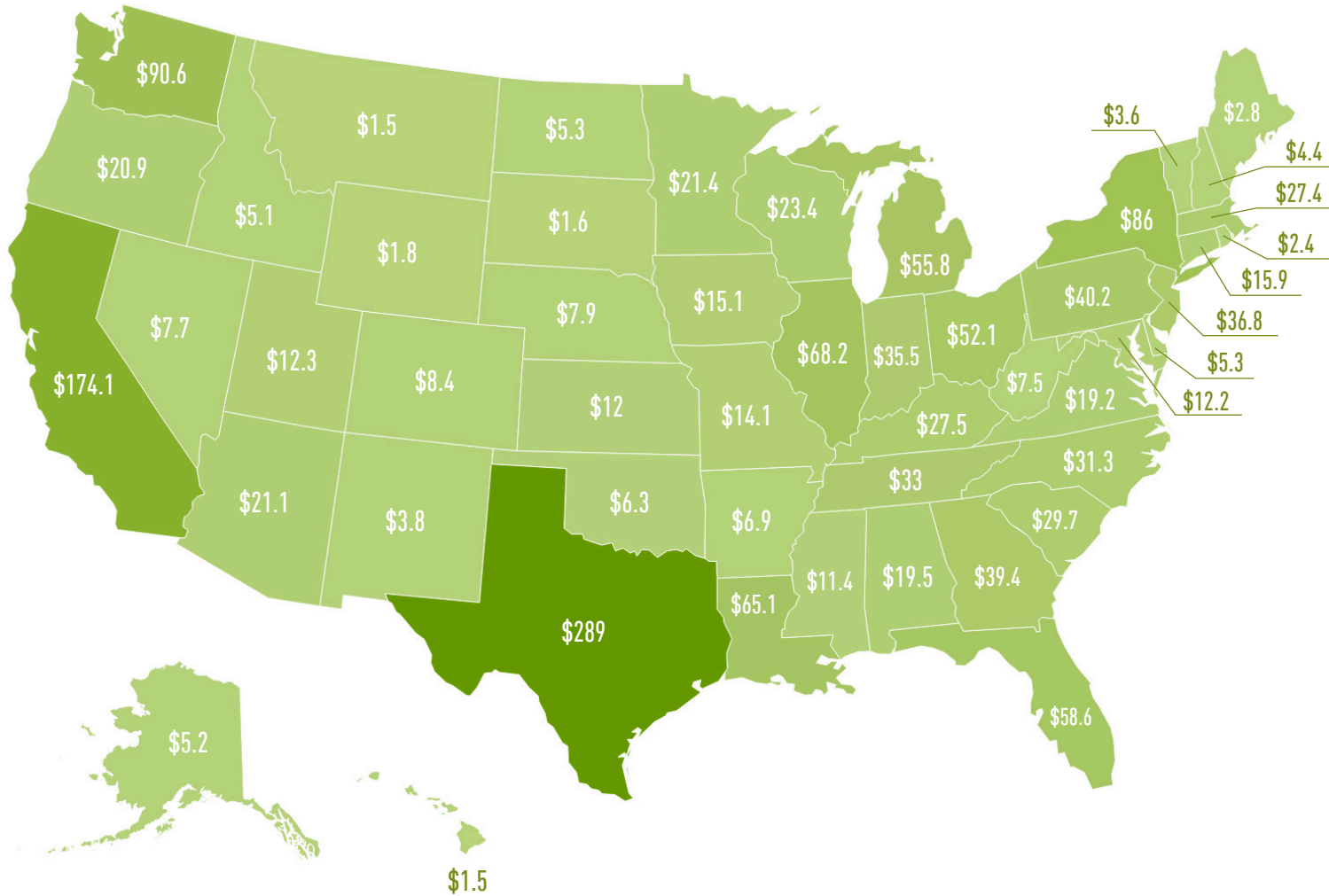
## 2014 KEY MANUFACTURING EXPORTS

 Transportation Equipment	\$273.0b
 Computer & Electronic Products	\$209.0b
 Chemicals	\$200.1b
 Machinery (except Electrical)	\$152.2b
 Petroleum & Coal Products	\$118.5b

# U.S. JOBS SUPPORTED BY STATE GOODS EXPORTS IN 2014

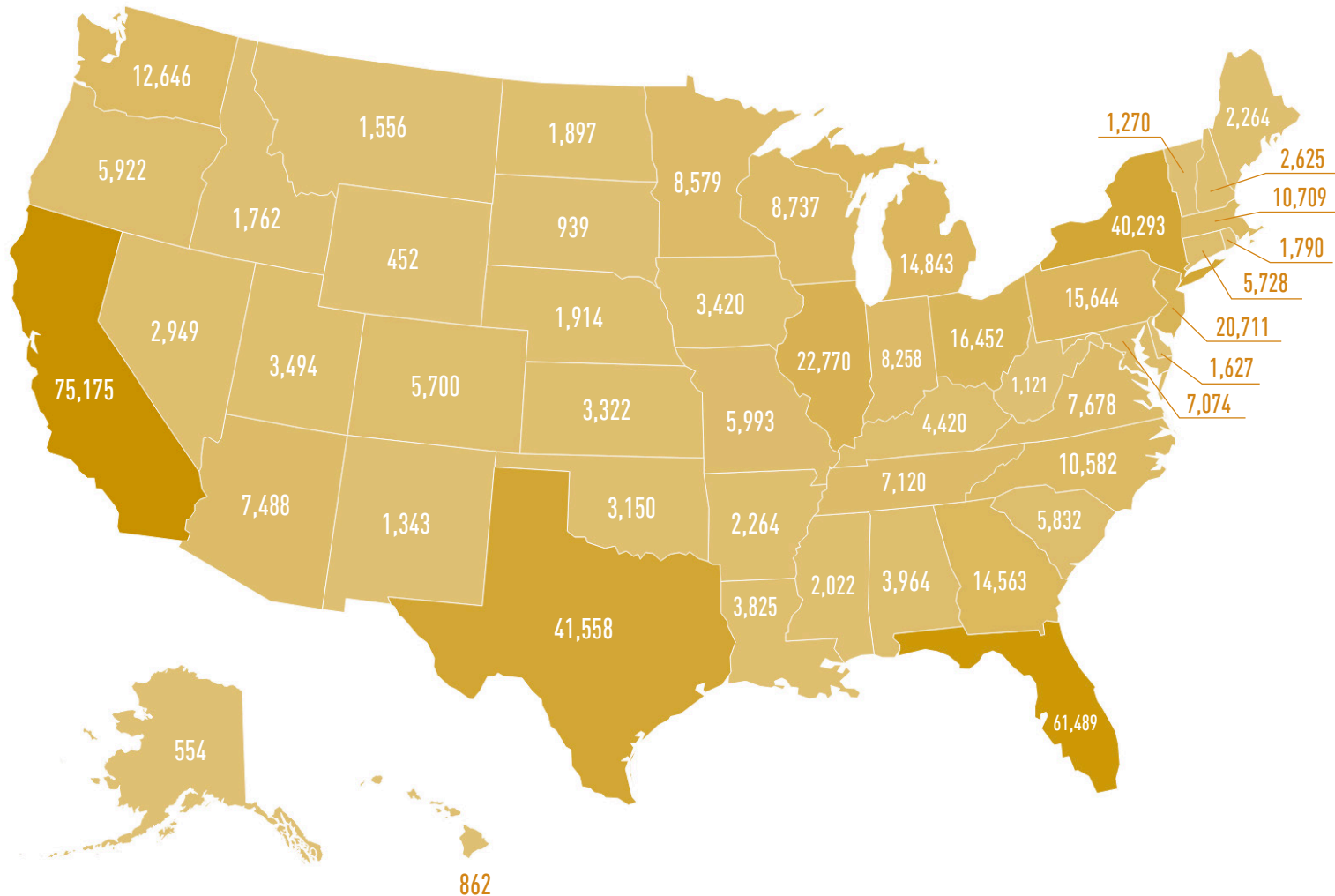


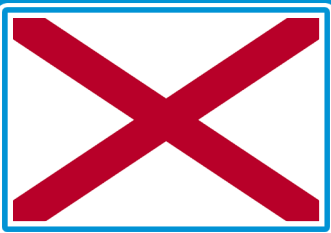
# VALUE OF GOODS EXPORTED BY STATE IN 2014 (IN BILLIONS)





# NUMBER OF GOODS EXPORTING COMPANIES BY STATE IN 2013





## STATE TRADE FACTS

# Alabama

### ALABAMA BY THE NUMBERS

 **\$19.5 billion**

Value of goods exported in 2014  
Up 115% since 2004

 **95,258**

U.S. jobs supported by  
goods exports in 2014

 **3,964**

Number of goods exporting  
companies in 2013

 **81.2%**

Goods exporters that were small- or  
medium-sized businesses in 2013

### TRADE BENEFITS ALABAMA

**\$7.9 billion**

In goods exports to TPP  
partners in 2014

**41%**

Of goods exports destined for  
TPP partners in 2014

**\$4.1 billion**

In goods exports to T-TIP  
partners in 2014

**21%**

Of goods exports destined for  
T-TIP partners in 2014

### 2013 KEY AGRICULTURAL EXPORTS

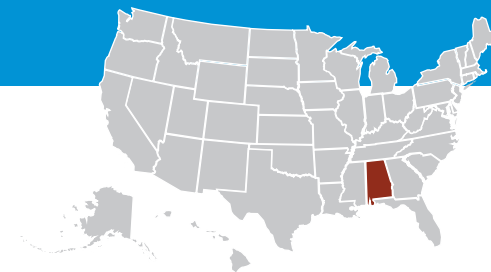
	Poultry Products	\$571m
	Other Plant Products	\$242m
	Cotton	\$227m
	Soybeans	\$123m
	Wheat	\$92m

### 2014 KEY MANUFACTURING EXPORTS

	Transportation Equipment	\$8.7b
	Chemicals	\$2.5b
	Primary Metal Products	\$1.5b
	Machinery	\$857m
	Paper	\$702m



# Aladdin Light Lift



**Aladdin Light Lift** is a small business with 15 employees in Huntsville, Alabama that manufactures and exports an electronic motor and winch system that raises and lowers chandeliers or high-bay lighting from high ceilings.

The company's top export destinations include TPP partners Australia, Canada, Japan, and Singapore as well as T-TIP partners Germany, Poland, Italy, Sweden, and the UK. The company's revenues have grown by about \$200,000 a year since they started exporting, now accounting for about 4 percent of total sales.

- ✓ Ships to TPP partner countries
- ✓ Ships to T-TIP partner countries
- ✓ Increasing yearly revenues since beginning exports

“Aladdin is very excited about T-TIP. We do a large majority of our international work in the European Union, and reduced/elimination of import duty there will make our products more attractive to importers in the EU.”

**Zach Barry, International Sales Manager**



## STATE TRADE FACTS

# Alaska

### ALASKA BY THE NUMBERS

 **\$5.2 billion**

Value of goods exported in 2014  
Up 63% since 2004

 **39,540**

U.S. jobs supported by  
goods exports in 2014

 **554**

Number of goods exporting  
companies in 2013

 **72%**

Goods exporters that were small- or  
medium-sized businesses in 2013

### TRADE BENEFITS ALASKA

**\$1.8 billion**

In goods exports to TPP  
partners in 2014

**35%**

Of goods exports destined for  
TPP partners in 2014

**\$950 million**

In goods exports to T-TIP  
partners in 2014

**18%**

Of goods exports destined for  
T-TIP partners in 2014

### 2013 KEY AGRICULTURAL EXPORTS

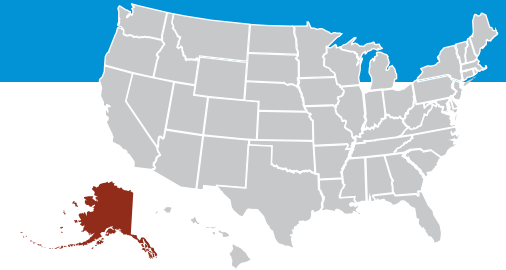
	Other Plant Products	\$13m
	Other Livestock Products	\$1.9m
	Processed Vegetables	\$1.1m
	Fresh Vegetables	\$0.6m
	Feeds & Fodder	\$0.4m

### 2014 KEY MANUFACTURING EXPORTS

	Petroleum & Coal Products	\$233m
	Transportation Equipment	\$218m
	Machinery	\$31m
	Processed Foods	\$30m
	Computer & Electronic Products	\$30m



# ADS-B Technologies



ADS-B Technologies is an Anchorage, Alaska-based engineering and technical consulting firm that provides specialized air traffic management and air traffic control services. Specifically, it provides support in the deployment of Automatic Dependent Surveillance – Broadcast (ADS-B) and its related Communication, Navigation, and Surveillance (CNS) technologies throughout the world.

Already proven and certified as a viable low-cost replacement for conventional radar, ADS-B allows pilots and air traffic controllers to “see” and control aircraft with more precision, and over a much larger percentage of the earth’s surface, than has ever been possible before.

- ✓ Provides services in TPP partner countries
- ✓ Earned \$3.7 million in first two years of exporting
- ✓ Doubled employee numbers after beginning exports



## STATE TRADE FACTS

# Arizona

### ARIZONA BY THE NUMBERS

 **\$21.1 billion**

Value of goods exported in 2014  
Up 57% since 2004

 **93,354**

U.S. jobs supported by  
goods exports in 2014

 **7,488**

Number of goods exporting  
companies in 2013

 **87.6%**

Goods exporters that were small- or  
medium-sized businesses in 2013

### TRADE BENEFITS ARIZONA

**\$12.8 billion**

In goods exports to TPP  
partners in 2014

**61%**

Of goods exports destined for  
TPP partners in 2014

**\$3.4 billion**

In goods exports to T-TIP  
partners in 2014






**16%**

Of goods exports destined for  
T-TIP partners in 2014

### 2013 KEY AGRICULTURAL EXPORTS

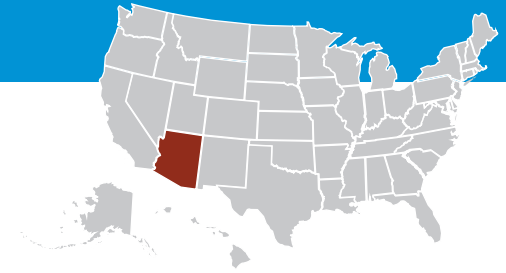
	Other Plant Products	\$370m
	Processed Vegetables	\$240m
	Cotton	\$219m
	Dairy Products	\$145m
	Fresh Vegetables	\$134m

### 2014 KEY MANUFACTURING EXPORTS

	Computer & Electronic Products	\$5.0b
	Transportation Equipment	\$3.7b
	Electrical Equipment	\$1.5b
	Machinery	\$1.5b
	Chemicals	\$930m



# JWB Manufacturing



**JWB Manufacturing**, based in Tempe, Arizona, is a small manufacturer of industrial wire cutting blades. The firm was founded 6 years ago by its CEO, Mr. Jeff Barth as a new venture after retiring from a career managing call centers. Mr. Barth remarked that because of the overall growth generated by overseas sales, his improved economies of scale have allowed him to increase the size of his labor force. JWB exports to customers worldwide, including those in current FTA partners Mexico, Canada, Morocco, and Australia as well as throughout the EU and Brazil.

The firm has benefitted significantly from existing FTAs, and given the extensive business conducted in TPP and T-TIP destination countries, Mr. Barth believes his firm will benefit substantially from reduced or eliminated tariffs, which will make his products more competitive against third-country suppliers.

- ✓ Exports make up 40% of sales
- ✓ Half of projected growth in 2015 from exports
- ✓ Expects to grow revenue by more than half from 2014



## STATE TRADE FACTS

# Arkansas

### ARKANSAS BY THE NUMBERS

 **\$6.9 billion**

Value of goods exported in 2014  
Up 97% since 2004

 **50,490**

U.S. jobs supported by  
goods exports in 2014

 **2,264**

Number of goods exporting  
companies in 2013

 **79.2%**

Goods exporters that were small- or  
medium-sized businesses in 2013

### TRADE BENEFITS ARKANSAS

**\$3 billion**

In goods exports to TPP  
partners in 2014

**43%**

Of goods exports destined for  
TPP partners in 2014

**\$1.4 billion**

In goods exports to T-TIP  
partners in 2014

**20%**

Of goods exports destined for  
T-TIP partners in 2014

### 2013 KEY AGRICULTURAL EXPORTS

 Soybeans	\$949m
 Rice	\$907m
 Poultry Products	\$646m
 Cotton	\$362m
 Soybean Meal	\$240m

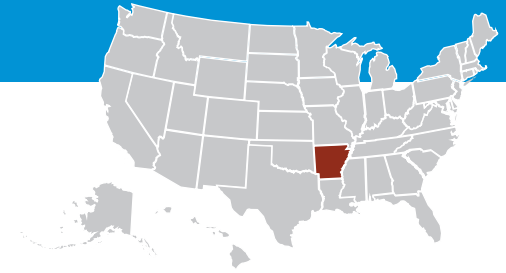
### 2014 KEY MANUFACTURING EXPORTS

 Transportation Equipment	\$1.9b
 Chemicals	\$832m
 Processed Foods	\$719m
 Machinery	\$564m
 Electrical Equipment	\$403m





# Alliance Rubber Company



Alliance Rubber Company is the largest producer of rubber bands in the United States. Based in Hot Springs, Arkansas, the woman-owned company strongly supports American-made products and has the motto “Holding Your World Together.”

Founded 92 years ago in Alliance, Ohio, Alliance Rubber Company relocated to Hot Springs in 1944 and has 162 employees.

- ✓ Ships to TPP partner countries
- ✓ Ships to T-TIP partner countries
- ✓ Faces tariffs as high as 30% in TPP countries

“Exports make up about 9 percent of our sales. We export to 55 countries including Peru, where Alliance rubber bands are used to hold together bundles of asparagus.”

**Jason Risner, Strategic Marketing Manager**



## STATE TRADE FACTS

# California

### CALIFORNIA BY THE NUMBERS

 **\$174.1 billion**

Value of goods exported in 2014  
Up 58% since 2004

 **775,320**

U.S. jobs supported by  
goods exports in 2014

 **75,175**

Number of goods exporting  
companies in 2013

 **95.8%**

Goods exporters that were small- or  
medium-sized businesses in 2013

### TRADE BENEFITS CALIFORNIA

**\$71.8 billion**

In goods exports to TPP  
partners in 2014

**41%**

Of goods exports destined for  
TPP partners in 2014

**\$29.6 billion**

In goods exports to T-TIP  
partners in 2014

**17%**

Of goods exports destined for  
T-TIP partners in 2014

### 2013 KEY AGRICULTURAL EXPORTS

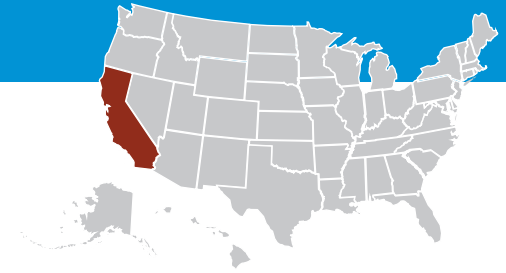
 Processed Fruits & Nuts	\$7.3b
 Fresh Fruit	\$3.5b
 Other Plant Products	\$2.3b
 Processed Vegetables	\$1.6b
 Dairy Products	\$1.3b

### 2014 KEY MANUFACTURING EXPORTS

 Computer & Electronic Products	\$42.7b
 Transportation Equipment	\$18.7b
 Machinery	\$14.9b
 Misc. Manufactured Goods	\$14.6b
 Chemicals	\$14.0b



# Nobel Systems



**Nobel Systems, Inc.** of San Bernardino, California is a minority-owned corporation that specializes in geographic information systems for water utilities, with the capability of converting hard copy paper maps into high-quality computer mapping systems and hosting the data on the cloud. These systems are often used by municipal government agencies such as water districts for location based maintenance activities.

In 2010, the company began exporting to the Philippines. The company's initial sales led export revenues to increase 600 percent by the end of 2014, and the company hired three new employees. Currently, Nobel Systems is providing proposals and bids to a number of additional water districts in the Philippines. More recently, the company has begun exporting to the Netherlands and TPP partner Mexico.

- ✓ Provides services in TPP partner countries
- ✓ Plans to provides services in T-TIP partner countries
- ✓ Increased revenue and hired new staff after beginning exports



## STATE TRADE FACTS

# Colorado

### COLORADO BY THE NUMBERS

 **\$8.4 billion**

Value of goods exported in 2014  
Up 26% since 2004

 **43,615**

U.S. jobs supported by  
goods exports in 2014

 **5,700**

Number of goods exporting  
companies in 2013

 **87.2%**

Goods exporters that were small- or  
medium-sized businesses in 2013

### TRADE BENEFITS COLORADO

**\$4 billion**

In goods exports to TPP  
partners in 2014

**48%**

Of goods exports destined for  
TPP partners in 2014

**\$1.4 billion**

In goods exports to T-TIP  
partners in 2014

**17%**

Of goods exports destined for  
T-TIP partners in 2014

### 2013 KEY AGRICULTURAL EXPORTS

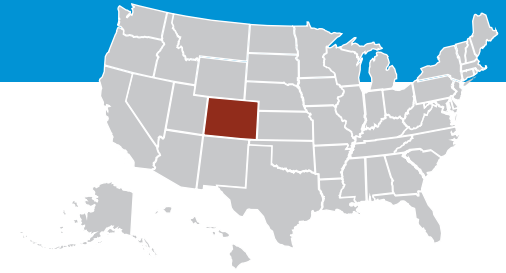
	Other Plant Products	\$425m
	Beef & Veal	\$333m
	Wheat	\$236m
	Hides & Skins	\$134m
	Feeds & Fodder	\$129m

### 2014 KEY MANUFACTURING EXPORTS

	Computer & Electronic Products	\$2.0b
	Processed Foods	\$1.6b
	Machinery	\$958m
	Chemicals	\$837m
	Misc. Manufactured Goods	\$457m



# Shotcrete Technologies



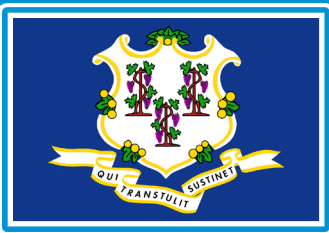
Shotcrete Technologies, Inc. (STI), is a rural company co-owned and run by a woman. Located in Idaho Springs, Colorado. STI manufactures and markets shotcrete equipment (robotic arms) and chemicals for spraying concrete and provides technical expertise and training globally. Specializing in unique infrastructure, underground tunnels and mining projects, their shotcrete products and services provide cost-effective and efficient applications often resulting in projects under budget and ahead of schedule.

Top export markets include TPP partner Mexico, FTA partner Colombia, as well as Ecuador and India. The company expects to benefit from TPP and T-TIP agreements through lower tariff rates and greater compatibility of international standards.

- ✓ Ships to TPP partner countries
- ✓ Plans to ship to T-TIP partner countries
- ✓ Exports support 50% of jobs

“In the 1990s, exports made up only 15 percent of company sales, but due to increased demand and U.S. export assistance services, Shotcrete now exports to over 30 countries accounting for nearly 50 percent of revenue. All of Shotcrete’s robotic machines, customized for individual projects, are made in Denver.”

Mary Jane Loevlie, CEO



## STATE TRADE FACTS

# Connecticut

### CONNECTICUT BY THE NUMBERS

 **\$15.9 billion**

Value of goods exported in 2014  
Up 86% since 2004

 **75,292**

U.S. jobs supported by  
goods exports in 2014

 **5,728**

Number of goods exporting  
companies in 2013

 **89%**

Goods exporters that were small- or  
medium-sized businesses in 2013

### TRADE BENEFITS CONNECTICUT

**\$4.6 billion**

In goods exports to TPP  
partners in 2014

**29%**

Of goods exports destined for  
TPP partners in 2014

**\$5.9 billion**

In goods exports to T-TIP  
partners in 2014






**37%**

Of goods exports destined for  
T-TIP partners in 2014

### 2013 KEY AGRICULTURAL EXPORTS

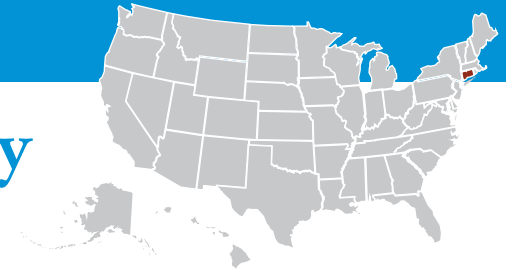
 Other Plant Products	\$291m
 Other Livestock Products	\$19m
 Dairy Products	\$13m
 Processed Fruits & Nuts	\$12m
 Processed Vegetables	\$8m

### 2014 KEY MANUFACTURING EXPORTS

 Transportation Equipment	\$7.3b
 Machinery	\$2.1b
 Computer & Electronics Equipment	\$1.3b
 Electrical Equipment	\$1.0b
 Chemicals	\$971m



# Norwalk Compressor Company



Established in 1864, **Norwalk Compressor Company** of Stratford, Connecticut manufactures reciprocating compressors and OEM compressor spare parts for the petrochemical, specialty gas, and engineered products market. According to CEO Arthur McCauley, all 35 jobs in the company are supported by exports, and the company has “survived with exports,” which account for 60 percent of sales per year. He cites the example of a recent million dollar sale to a Mexican company as helping to sustain jobs in Stratford.

Top export destinations include TPP partners Mexico, Malaysia, and Australia, as well as FTA partner Korea. The company has benefitted from past Free Trade Agreements, and has stated that the Trans-Pacific Partnership (TPP) would “definitely be of assistance as we have many existing clients and the agreement would assist our efforts to expand in this region.”

- ✓ **Ships to TPP partner countries**
- ✓ **Exports make up 60% of sales per year**



## STATE TRADE FACTS

# Delaware

### DELAWARE BY THE NUMBERS

 **\$5.3 billion**

Value of goods exported in 2014  
Up 158% since 2004

 **23,278**

U.S. jobs supported by  
goods exports in 2014

 **1,627**

Number of goods exporting  
companies in 2013

 **86.4%**

Goods exporters that were small- or  
medium-sized businesses in 2013

### TRADE BENEFITS DELAWARE

**\$1.1 billion**

In goods exports to TPP  
partners in 2014

**21%**

Of goods exports destined for  
TPP partners in 2014

**\$2.1 billion**

In goods exports to T-TIP  
partners in 2014

**39%**

Of goods exports destined for  
T-TIP partners in 2014

### 2013 KEY AGRICULTURAL EXPORTS

	Poultry Products	\$137m
	Soybeans	\$42m
	Wheat	\$25m
	Other Plant Products	\$22m
	Processed Vegetables	\$16m

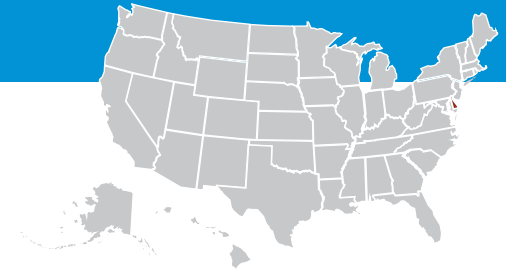
### 2014 KEY MANUFACTURING EXPORTS

	Chemicals	\$2.1b
	Computer & Electronic Products	\$971m
	Transportation Equipment	\$522m
	Machinery	\$292m
	Plastics & Rubber Products	\$206m





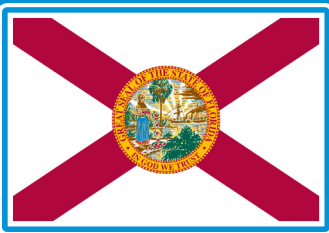
# General Separation Technologies



**General Separation Technologies, Inc. (GS-Tek)**, formerly Abel Industries, Inc., is a Newark, Delaware-based manufacturer of GC columns. The company is dedicated to chromatographic separation science and chromatographers worldwide. Over the years, GS-Tek has gained access to numerous foreign markets, including China and Mexico.

GS-Tek has achieved ongoing success by exporting. The company reports that exports as a percentage of overall sales have grown from 27 percent in 2009 to nearly 60 percent, enabling the firm to sustain jobs and expand its workforce. The company notes the benefits of FTAs in reducing the cost of goods for its customers in less developed countries. Additionally, tariffs can be very difficult to determine, and FTAs help make the lab analytical instrument marketable.

- ✓ **60% increase in sales from exports**
- ✓ **Ships to T-TIP partner countries**
- ✓ **Supports FTAs in reducing costs for consumers**



## STATE TRADE FACTS

# Florida

### FLORIDA BY THE NUMBERS

 **\$58.6 billion**

Value of goods exported in 2014  
Up 102% since 2004

 **270,473**

U.S. jobs supported by  
goods exports in 2014

 **61,489**

Number of goods exporting  
companies in 2013

 **95.3%**

Goods exporters that were small- or  
medium-sized businesses in 2013

### TRADE BENEFITS FLORIDA

**\$12.6 billion**

In goods exports to TPP  
partners in 2014

**22%**

Of goods exports destined for  
TPP partners in 2014

**\$7 billion**

In goods exports to T-TIP  
partners in 2014






**12%**

Of goods exports destined for  
T-TIP partners in 2014

### 2013 KEY AGRICULTURAL EXPORTS

	Other Plant Products	\$2.2b
	Processed Fruits & Nuts	\$680m
	Processed Vegetables	\$381m
	Fresh Fruit	\$325m
	Other Livestock Products	\$212m

### 2014 KEY MANUFACTURING EXPORTS

	Computer & Electronic Products	\$14.0b
	Transport Equipment	\$8.7b
	Chemicals	\$7.2b
	Machinery	\$5.5b
	Primary Metal Products	\$4.1b



# Hesser Associates International



Hesser Associations International, LLC is a primary distributor of crop booster agriculture products with employees in Naples, Florida and additional contractors. The company exports two non-toxic products that aid plant growth by increasing plants' biomass, growth rate, and quantity of fruit, while also protecting plants from cold and drought. The company aims "to help alleviate world hunger by getting our product into the hands of agricultural suppliers outside of the U.S."

In business since 2008, Hesser has expanded sales into 8 markets with international sales representing 95 percent of their total sales, including top export destinations such TPP partner Australia and T-TIP partner Romania. The company continues to seek out new international market opportunities in other TPP partners such as Canada, Malaysia, and Vietnam, as well as additional EU markets in Greece, Portugal, and others.

- ✓ Ships to TPP partner countries
- ✓ Ships to T-TIP partner countries

According to CEO Dr. Leon Hesser, the company's products currently face tariffs of 3.2 to 6.5 percent in TPP and T-TIP markets and could benefit from free trade agreements, since these countries are strong agricultural markets that have a high demand for natural products in the biostimulant category.



## STATE TRADE FACTS

# Georgia

### GEORGIA BY THE NUMBERS

 **\$39.4 billion**

Value of goods exported in 2014  
Up 100% since 2004

 **209,071**

U.S. jobs supported by  
goods exports in 2014

 **14,563**

Number of goods exporting  
companies in 2013

 **88.8%**

Goods exporters that were small- or  
medium-sized businesses in 2013

### TRADE BENEFITS GEORGIA

**\$14.4 billion**

In goods exports to TPP  
partners in 2014

**37%**

Of goods exports destined for  
TPP partners in 2014

**\$7.6 billion**

In goods exports to T-TIP  
partners in 2014

**19%**

Of goods exports destined for  
T-TIP partners in 2014

### 2013 KEY AGRICULTURAL EXPORTS

	Cotton	\$1.0b
	Poultry Products	\$757m
	Other Plant Products	\$299m
	Processed Vegetables	\$114m
	Processed Fruits & Nuts	\$108m

### 2014 KEY MANUFACTURING EXPORTS

	Transportation Equipment	\$10.1b
	Machinery	\$4.6b
	Chemicals	\$4.0b
	Paper	\$3.7b
	Processed Foods	\$2.8b



# KaMin



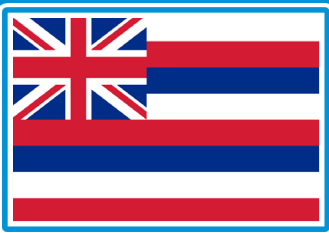
**KaMin LLC** extracts, refines, and processes high quality kaolin clay from the middle of Georgia and exports it to customers all over the world to make fine coated paper, glossy ink, non-abrasive adhesives, industrial coatings and countless other products. KaMin clay is even used to prevent sunburn in crops and to make swimming pool systems more durable and acid resistant. With three sites in the heart of Georgia at Macon, Wren, and Sandersville, KaMin employs more than 350 people – all of whose jobs depend on international trade. An additional 100 contractors depend on KaMin for their livelihood.

In business for more than 80 years, KaMin first began exporting in 1969, and Japan was its first market. Over 40 years later, KaMin exports more than half a million tons of clay each year to 56 countries in Latin America, Asia, Africa, and Europe. These exports have grown considerably in recent years and accounted for nearly 70 percent of sales in 2013. Rising exports allowed KaMin to add over a dozen new jobs in the past 10 years.

- ✓ Ships to TPP partner countries
- ✓ 70% of sales depend on exports
- ✓ Exports allowed increased job creation over last 10 years

“We export more than 60 percent of our clay. Without those exports, the jobs of all of our employees would be jeopardized.”

**Harlan Archer, President**



## STATE TRADE FACTS

# Hawaii

### HAWAII BY THE NUMBERS

 **\$1.5 billion**

Value of goods exported in 2014  
Up 253% since 2004

 **6,198**

U.S. jobs supported by  
goods exports in 2014

 **862**

Number of goods exporting  
companies in 2013

 **87.1%**

Goods exporters that were small- or  
medium-sized businesses in 2013

### TRADE BENEFITS HAWAII

**\$875 million**

In goods exports to TPP  
partners in 2014

**60%**

Of goods exports destined for  
TPP partners in 2014

**\$29 million**

In goods exports to T-TIP  
partners in 2014

**2%**

Of goods exports destined for  
T-TIP partners in 2014

### 2013 KEY AGRICULTURAL EXPORTS

	Other Plant Products	\$383m
	Other Livestock Products	\$42m
	Processed Fruits & Nuts	\$38m
	Fresh Fruit	\$18m
	Processed Vegetables	\$17m

### 2014 KEY MANUFACTURING EXPORTS

	Transportation Equipment	\$479m
	Petroleum & Coal Products	\$426m
	Chemicals	\$153m
	Computer & Electronic Products	\$52m
	Processed Foods	\$42m



# FSC Architects



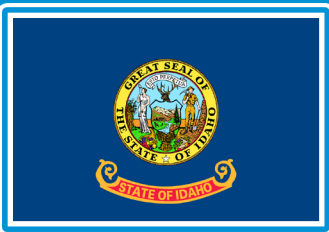
FSC Architects has 15 employees based in Honolulu, Hawaii and specializes in the architectural design of high-end resort and hospitality projects. The Principals of FSC have designed projects in countries throughout the world including TPP partner Australia and T-TIP partners Italy, Spain, Portugal, and the UK.

FSC had export revenues of approximately \$2.5 million in 2013 that represented 100 percent of receipts. In 2014 they received a few domestic projects but still expect export revenues to account for approximately 90 percent of total receipts. The company has benefitted from previous U.S. FTAs and expects that future TPP and T-TIP agreements will alleviate some of the administrative barriers and protectionism that governments put in place that create financial hurdles for small service provider companies like FSC Architects.

- ✓ Designs in TPP partner countries
- ✓ Designs in T-TIP partner countries
- ✓ All jobs directly supported by exports

“FSC has always exported since its inception over five years ago. We have experienced revenue growth of approximately 15 percent each year.”

**James Freeman, Ralph Shelbourne, Benjamin Candari,  
Matthias Winkler, & Sandra Vajc**  
Company principals



## STATE TRADE FACTS

# Idaho

### IDAHO BY THE NUMBERS

 **\$5.1 billion**

Value of goods exported in 2014  
Up 76% since 2004

 **26,017**

U.S. jobs supported by  
goods exports in 2014

 **1,762**

Number of goods exporting  
companies in 2013

 **83.9%**

Goods exporters that were small- or  
medium-sized businesses in 2013

### TRADE BENEFITS IDAHO

**\$2.7 billion**

In goods exports to TPP  
partners in 2014

**54%**

Of goods exports destined for  
TPP partners in 2014

**\$381 million**

In goods exports to T-TIP  
partners in 2014

**7%**

Of goods exports destined for  
T-TIP partners in 2014

### 2013 KEY AGRICULTURAL EXPORTS

	Other Plant Products	\$724m
	Wheat	\$503m
	Dairy Products	\$429m
	Processed Vegetables	\$234m
	Beef & Veal	\$171m

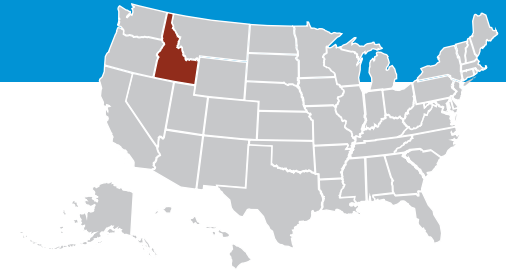
### 2014 KEY MANUFACTURING EXPORTS

	Computer & Electronic Products	\$2.3b
	Processed Foods	\$777m
	Chemicals	\$343m
	Primary Metal Products	\$291m
	Transportation Equipment	\$234m





# Rekluse Motor Sports



From its headquarters in Boise, Idaho, **Rekluse Motor Sports** is at the forefront of the motorcycle industry in clutch performance technology and innovation. The Rekluse auto-clutch has revolutionized motorcycle riding and caters to riders of all levels. Its products are developed, engineered, and manufactured in the United States but are recognized around the world with accolades and – most importantly – with sales. Since its foundation in 2002, Rekluse has looked overseas to expand its base of customers. Today, Rekluse sells 30 percent of its production internationally through 18 distributors in over 40 countries.

Rekluse currently employs 56 workers, and, as the company expands its customer base internationally, it also plans to see significant expansion in its marketing division. These jobs are heavily dependent on Rekluse’s export market.

- ✓ **Ships to TPP partner countries**
- ✓ **30% of sales depend on exports**
- ✓ **Faces tariffs as high as 35% in TPP countries**

“We have in-house research and development, so we would welcome the greater protection of intellectual property provided by trade agreements – as well as common product standards between countries and recognized patent registration.”

**Alison Kelsey, Export Manager**



## STATE TRADE FACTS

# Illinois

### ILLINOIS BY THE NUMBERS

 **\$68.2 billion**

Value of goods exported in 2014  
Up 125% since 2004

 **345,050**

U.S. jobs supported by  
goods exports in 2014

 **22,770**

Number of goods exporting  
companies in 2013

 **89.9%**

Goods exporters that were small- or  
medium-sized businesses in 2013

### TRADE BENEFITS ILLINOIS

**\$38.2 billion**

In goods exports to TPP  
partners in 2014

**56%**

Of goods exports destined for  
TPP partners in 2014



**\$10.5 billion**

In goods exports to T-TIP  
partners in 2014

**15%**

Of goods exports destined for  
T-TIP partners in 2014

### 2013 KEY AGRICULTURAL EXPORTS

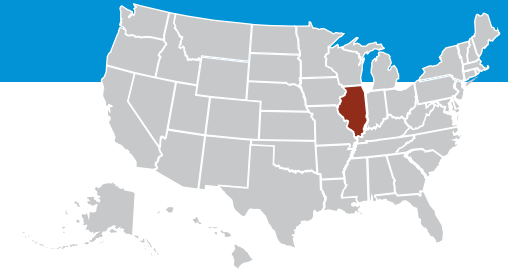
	Soybeans	\$3.1b
	Feeds & Fodder	\$833m
	Corn	\$803m
	Soybean Meal	\$776m
	Other Plant Products	\$594m

### 2014 KEY MANUFACTURING EXPORTS

	Machinery	\$12.9b
	Transportation Equipment	\$8.0b
	Chemicals	\$7.6b
	Computer & Electronic Products	\$7.3b
	Petroleum & Coal Products	\$5.4b



# Power Plant Services



**Power Plant Services (PPS)**, located in Melrose Park, Illinois, was established in 1998 and offers a diverse range of services such as parts manufacturing, reverse engineering, rotating and stationary equipment repair, field machining, field service, and on-site machining. PPS' customer base includes but is not limited to: utilities, turbine repair shops, steel mills, paper mills, refineries, and OEMs. PPS exports raw material along with their turbine parts and services.

The company estimates that 35 jobs are involved with exports, making trade critical to the minority-owned business. PPS said there have been several bids they lost because of the additional taxes/tariffs their customer would have to pay for PPS products compared to their customer's local vendor options. PPS has faced tariffs as high as 30 percent on some of their products.

- ✓ **Faces up to 30% tariffs in some countries**
- ✓ **Jobs heavily dependent on exports**
- ✓ **Supports the establishment of more FTAs to improve exports**



## STATE TRADE FACTS

# Indiana

### INDIANA BY THE NUMBERS

 **\$35.5 billion**

Value of goods exported in 2014  
Up 85% since 2004

 **187,309**

U.S. jobs supported by  
goods exports in 2014

 **8,258**

Number of goods exporting  
companies in 2013

 **84.6%**

Goods exporters that were small- or  
medium-sized businesses in 2013

### TRADE BENEFITS INDIANA

**\$20.1 billion**

In goods exports to TPP  
partners in 2014

**57%**

Of goods exports destined for  
TPP partners in 2014

**\$8.2 billion**

In goods exports to T-TIP  
partners in 2014

**23%**

Of goods exports destined for  
T-TIP partners in 2014

### 2013 KEY AGRICULTURAL EXPORTS

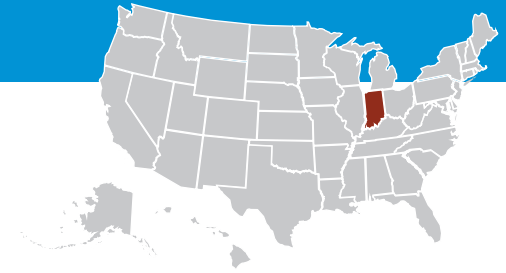
	Soybeans	\$1.7b
	Soybean Meal	\$441m
	Feeds & Fodder	\$429m
	Corn	\$410m
	Other Plant Products	\$366m

### 2014 KEY MANUFACTURING EXPORTS

	Transportation Equipment	\$10.5b
	Chemicals	\$8.7b
	Machinery	\$4.2b
	Misc. Manufactured Goods	\$2.1b
	Computer & Electronic Products	\$1.8b



# Draper



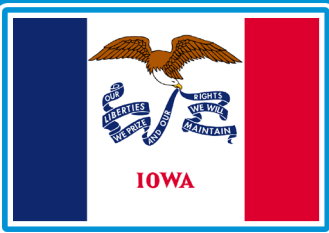
With 500 employees, **Draper Inc.** is the largest private-sector employer in Henry County, Indiana. Started as a window shade manufacturer, Draper's business has expanded to include projection screens, solar control coverings, and gym equipment. Of its 500 employees, 9 are directly dependent on the firm's export sales and shipping. The firm has been in business since 1902 and has never laid off a single employee.

Draper Inc. sells its products in all 50 states and exports to over 100 countries worldwide, including every TPP partner country. As a firm with such a large stake in the export side of its business, Draper Inc. stands to benefit from free trade agreements currently undergoing negotiations.

- ✓ Exports to over 100 countries
- ✓ 10% of sales depend on exports
- ✓ Faces tariffs as high as 12% in TPP countries

“With approximately 10 percent of its revenue derived from exports, Draper would benefit greatly if the President were granted TPA. With TPA, Congress takes up the Transatlantic Trade and Investment Partnership with the European Union and the Trans-Pacific Partnership.”

**Nate LaMar**, International Regional Manager



## STATE TRADE FACTS

# Iowa

### IOWA BY THE NUMBERS

 **\$15.1 billion**

Value of goods exported in 2014  
Up 135% since 2004

 **107,366**

U.S. jobs supported by  
goods exports in 2014

 **3,420**

Number of goods exporting  
companies in 2013

 **83.2%**

Goods exporters that were small- or  
medium-sized businesses in 2013

### TRADE BENEFITS IOWA

**\$9 billion**

In goods exports to TPP  
partners in 2014

**60%**

Of goods exports destined for  
TPP partners in 2014






**\$2.1 billion**

In goods exports to T-TIP  
partners in 2014

**14%**

Of goods exports destined for  
T-TIP partners in 2014

### 2013 KEY AGRICULTURAL EXPORTS

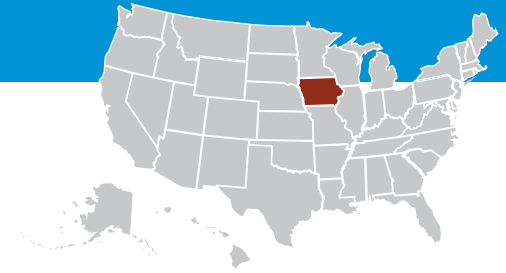
	Soybeans	\$2.7b
	Pork	\$2.0b
	Feeds & Fodder	\$1.2b
	Corn	\$1.1b
	Soybean Meal	\$686m

### 2014 KEY MANUFACTURING EXPORTS

	Machinery	\$3.6b
	Processed Foods	\$3.4b
	Chemicals	\$1.6b
	Transportation Equipment	\$924m
	Primary Metal Products	\$685m



# Accumold



Founded in 1985 near Des Moines, **Accumold** of Ankeny, Iowa manufactures micro-sized plastic parts and components for various products including medical devices, consumer electronics, and micro optics. With 221 employees, virtually all of the company's staff support export efforts, as 60 to 70 percent of the company's products are shipped outside the continental U.S. each month.

Accumold exports to over 12 countries including TPP partners Mexico, Canada, Singapore, Malaysia, and Japan and T-TIP countries Italy, Denmark, and France. In 2014, Accumold hired 19 new staff members with plans for more growth in 2015 and beyond. Accumold is always looking to expand its business into new emerging markets.

- ✓ Ships to TPP partner countries
- ✓ Ships to T-TIP partner countries
- ✓ 60-70% of products exported each month

“Accumold is fortunate to serve a global market from right here in central Iowa. Our team of dedicated employees help produce high-tech parts and components for products like medical devices, communications, and micro-electronics that benefit people worldwide.”

**Roger Hargens, President & CEO**



## STATE TRADE FACTS

# Kansas

### KANSAS BY THE NUMBERS

 **\$12 billion**

Value of goods exported in 2014  
Up 143% since 2004

 **70,889**

U.S. jobs supported by  
goods exports in 2014

 **3,322**

Number of goods exporting  
companies in 2013

 **83.1%**

Goods exporters that were small- or  
medium-sized businesses in 2013

### TRADE BENEFITS KANSAS

**\$5.8 billion**

In goods exports to TPP  
partners in 2014

**49%**

Of goods exports destined for  
TPP partners in 2014






**\$1.8 billion**

In goods exports to T-TIP  
partners in 2014

**15%**

Of goods exports destined for  
T-TIP partners in 2014

### 2013 KEY AGRICULTURAL EXPORTS

 Wheat	\$1.5b
 Soybeans	\$821m
 Beef & Veal	\$695m
 Feeds & Fodder	\$299m
 Hides & Skins	\$286m

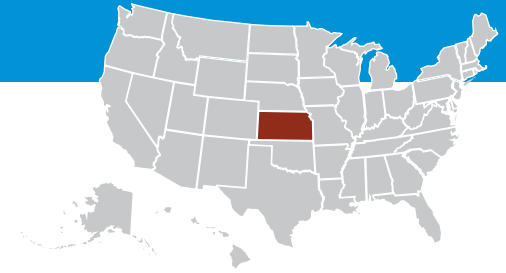
### 2014 KEY MANUFACTURING EXPORTS

 Transportation Equipment	\$2.5b
 Processed Foods	\$2.2b
 Machinery	\$1.4b
 Chemicals	\$1.1b
 Computer & Electronic Products	\$735m





# Pioneer Balloon Company



**Pioneer Balloon Company**, headquartered in Wichita, Kansas, is a global company and has been manufacturing high quality balloons for more than 80 years. In June 2013, Pioneer Balloons began considering an international strategy and prioritized Brazil as its first market. In planning to open a new sales office and warehousing facility there, the company began by attending a trade show to announce its presence and find potential partners.

Now, overseas markets are critical to Pioneer Balloon's business. With more than 50 percent of its sales from exporting, the company sees export growth as critical to its ability to expand, in addition to being instrumental in hiring and retaining of jobs in the United States.

- ✓ Overseas markets critical to business
- ✓ 50% of sales now depend on exports
- ✓ Exports critical to company growth
- ✓ Faces tariffs as high as 20% in TPP countries



## STATE TRADE FACTS

# Kentucky

### KENTUCKY BY THE NUMBERS

 **\$27.5 billion**

Value of goods exported in 2014  
Up 111% since 2004

 **137,138**

U.S. jobs supported by  
goods exports in 2014

 **4,420**

Number of goods exporting  
companies in 2013

 **79.1%**

Goods exporters that were small- or  
medium-sized businesses in 2013

### TRADE BENEFITS KENTUCKY

**\$12.7 billion**

In goods exports to TPP  
partners in 2014

**46%**

Of goods exports destined for  
TPP partners in 2014




**\$7.7 billion**

In goods exports to T-TIP  
partners in 2014

**28%**

Of goods exports destined for  
T-TIP partners in 2014

### 2013 KEY AGRICULTURAL EXPORTS

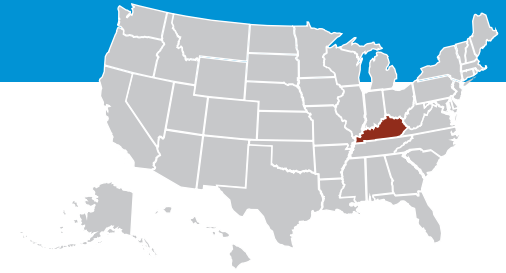
 Soybeans	\$540m
 Wheat	\$205m
 Poultry Products	\$173m
 Soybean Meal	\$137m
 Feeds & Fodder	\$105m

### 2014 KEY MANUFACTURING EXPORTS

 Transportation Equipment	\$13.7b
 Chemicals	\$4.0b
 Computer & Electronic Products	\$2.0b
 Machinery	\$1.8b
 Primary Metal Products	\$683m



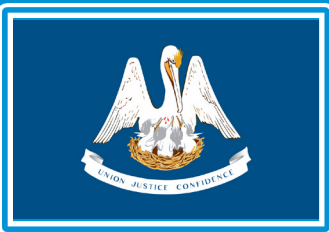
# Auburn Leather Company



**Auburn Leather Company** of Auburn, Kentucky is a global-leading manufacturer of quality Made-in-America leather. The company specializes in the manufacture of Genuine Rawhide Leather Laces for the footwear market, specialty leathers for sporting goods, and finished leather goods.

With export sales of \$14.6 million in 2014, the company exports to 29 countries, including TPP partners Vietnam, Mexico, Canada, and Japan and T-TIP partners Netherland, France, Spain, Germany, the UK, Italy, Greece, and Ireland. Exports make up 78 percent of the company's sales and directly support 86 of the company's 110 employees. Auburn Leather Company could benefit from the elimination of tariffs on its products and streamlined regulations as a result of TPP and T-TIP.

- ✓ Ships to TPP partner countries
- ✓ Ships to T-TIP partner countries
- ✓ 78% of sales depend on exports
- ✓ Faces tariffs as high as 20% in TPP countries



## STATE TRADE FACTS

# Louisiana

### LOUISIANA BY THE NUMBERS

 **\$65.1 billion**

Value of goods exported in 2014  
Up 227% since 2004

 **170,200**

U.S. jobs supported by  
goods exports in 2014

 **3,825**

Number of goods exporting  
companies in 2013

 **84.8%**

Goods exporters that were small- or  
medium-sized businesses in 2013

### TRADE BENEFITS LOUISIANA

**\$17.6 billion**

In goods exports to TPP  
partners in 2014

**27%**

Of goods exports destined for  
TPP partners in 2014

**\$11.4 billion**

In goods exports to T-TIP  
partners in 2014

**17%**

Of goods exports destined for  
T-TIP partners in 2014

### 2013 KEY AGRICULTURAL EXPORTS

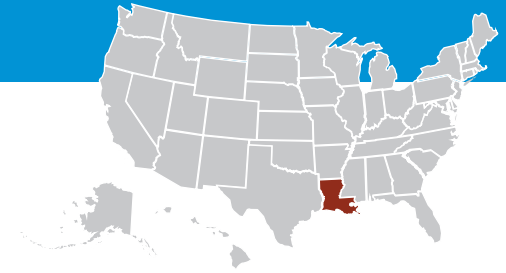
	Other Plant Products	\$746m
	Soybeans	\$365m
	Rice	\$347m
	Other Livestock Products	\$191m
	Cotton	\$111m

### 2014 KEY MANUFACTURING EXPORTS

	Petroleum & Coal Products	\$25.7b
	Chemicals	\$8.6b
	Processed Foods	\$4.4b
	Machinery	\$2.2b
	Primary Metal Products	\$1.1b



# DSC Dredge LLC



DSC Dredge LLC of Reserve, Louisiana manufactures portable cutter suction, environmental, lake management, and mining dredges. As the company's exports have grown over the years, so too has the number of its employees. The company has expanded from 66 employees and less than \$215,000 in exports in 2002 to 143 employees and \$35.8 million in exports in 2014.

Today, DSC Dredge exports to over 48 countries on 5 continents, including TPP partners Canada, Mexico, Peru, and Chile and T-TIP partners France, Portugal, Spain, and France. With 80 percent of its total sales derived from exports, all of the company's employees are directly supported by exports. As the company's marine vessels currently face tariffs as high as 10 percent, TPP and T-TIP could further benefit DSC Dredge by reducing tariffs on its products and streamlining regulations.

- ✓ Ships to TPP partner countries
- ✓ Ships to T-TIP partner countries
- ✓ 80% of total sales derived from exports



## STATE TRADE FACTS

# Maine

### MAINE BY THE NUMBERS

 **\$2.8 billion**

Value of goods exported in 2014  
Up 13% since 2004

 **17,120**

U.S. jobs supported by  
goods exports in 2014

 **2,264**

Number of goods exporting  
companies in 2013

 **84.5%**

Goods exporters that were small- or  
medium-sized businesses in 2013

### TRADE BENEFITS MAINE

**\$1.8 billion**

In goods exports to TPP  
partners in 2014

**67%**

Of goods exports destined for  
TPP partners in 2014

**\$364 million**

In goods exports to T-TIP  
partners in 2014

**13%**

Of goods exports destined for  
T-TIP partners in 2014

### 2013 KEY AGRICULTURAL EXPORTS

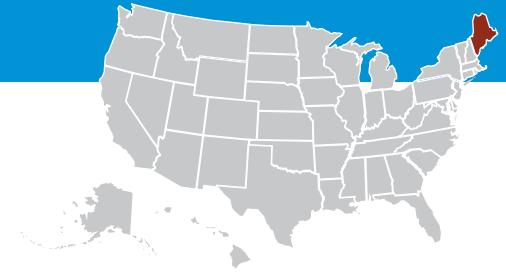
	Other Plant Products	\$111m
	Other Livestock Products	\$60m
	Processed Vegetables	\$39m
	Processed Fruits & Nuts	\$32m
	Dairy Products	\$22m

### 2014 KEY MANUFACTURING EXPORTS

	Paper	\$484m
	Computer & Electronic Products	\$260m
	Transportation Equipment	\$209m
	Chemicals	\$116m
	Machinery	\$109m



# Planson International



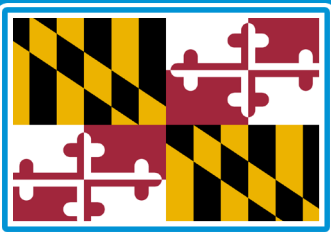
**Planson International** of New Gloucester, Maine, a woman-owned small business with 30 employees in Maine and 5 at its Denmark subsidiary, is a global supplier of information and communication technology to the United Nations, NGOs, U.S. Embassies and USAID projects in developing countries.

Planson has been exporting for 26 years to over 80 countries, including TPP partners Australia, Chile, and Peru, T-TIP partners Hungary and Denmark, and other destinations such as Ethiopia and the Philippines. They offer turnkey solutions emphasizing U.S.-manufactured hardware and software. Planson partners with premier IT companies locally to provide installation, support, and training in even the toughest regions.

- ✓ Ships to TPP & T-TIP partner countries
- ✓ Faces tariffs as high as 30% in TPP countries

“We attribute Planson’s success almost exclusively to export sales. Planson’s global headquarters are in Maine and we intend to stay here. Since 2004, Planson’s annual export sales have grown from \$5 million to \$35 million. Our staff has grown from 5 to 35, and our payroll has increased to almost \$2 million. We use local suppliers for a broad range of goods and services. The benefits of Planson’s export success extend far beyond our company bottom line.”

**Connie Justice, President**



## STATE TRADE FACTS

# Maryland

### MARYLAND BY THE NUMBERS

 **\$12.2 billion**

Value of goods exported in 2014  
Up 113% since 2004

 **59,650**

U.S. jobs supported by  
goods exports in 2014

 **7,074**

Number of goods exporting  
companies in 2013

 **88.6%**

Goods exporters that were small- or  
medium-sized businesses in 2013

### TRADE BENEFITS MARYLAND

**\$3.8 billion**

In goods exports to TPP  
partners in 2014

**31%**

Of goods exports destined for  
TPP partners in 2014

**\$2.5 billion**

In goods exports to T-TIP  
partners in 2014

**21%**

Of goods exports destined for  
T-TIP partners in 2014

### 2013 KEY AGRICULTURAL EXPORTS

	Other Plant Products	\$242m
	Poultry Products	\$149m
	Soybeans	\$118m
	Wheat	\$85m
	Dairy Products	\$34m

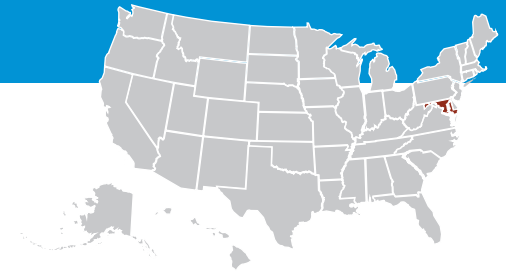
### 2014 KEY MANUFACTURING EXPORTS

	Transportation Equipment	\$3.5b
	Chemicals	\$2.2b
	Computer & Electronic Products	\$1.6b
	Machinery	\$1.1b
	Primary Metal Products	\$430m





# WTS International



**WTS International** is a medium-sized company based in Rockville, Maryland that manages and provides consultation to leisure complexes, residential communities, health/fitness facilities, and spas on all aspects of design, development, promotion, and operation of such facilities.

Exports accounted for approximately 10 percent of their 2014 sales. WTS exports its services to Canada, Hong Kong, China, Thailand, Malaysia, India, Germany, the UAE, Azerbaijan, and the Virgin Islands. The company recognizes the importance of being nimble in a global economy and supports the development of regional trade agreements that will streamline regulatory barriers for service companies.

- ✓ Provides services in TPP partner countries
- ✓ 10% of sales from exports in 2014



## STATE TRADE FACTS

# Massachusetts

### MASSACHUSETTS BY THE NUMBERS

 **\$27.4 billion**

Value of goods exported in 2014  
Up 25% since 2004

 **124,016**

U.S. jobs supported by  
goods exports in 2014

 **10,709**

Number of goods exporting  
companies in 2013

 **89.3%**

Goods exporters that were small- or  
medium-sized businesses in 2013

### TRADE BENEFITS MASSACHUSETTS

**\$9.2 billion**

In goods exports to TPP  
partners in 2014

**34%**

Of goods exports destined for  
TPP partners in 2014

**\$9.1 billion**

In goods exports to T-TIP  
partners in 2014

**33%**

Of goods exports destined for  
T-TIP partners in 2014

### 2013 KEY AGRICULTURAL EXPORTS

	Other Plant Products	\$154m
	Processed Fruits & Nuts	\$34m
	Other Livestock Products	\$25m
	Fresh Fruit	\$16m
	Processed Vegetables	\$14m

### 2014 KEY MANUFACTURING EXPORTS

	Computer & Electronic Products	\$8.2b
	Chemicals	\$3.5b
	Misc. Manufactured Goods	\$3.1b
	Machinery	\$2.9b
	Primary Metal Products	\$2.4b



# Atlas Devices



Atlas Devices LLC, with 16 employees in Boston, Massachusetts, is a global supplier of innovative equipment for rapid tactical access, fire and rescue, industrial access, and the energy industry. The company supports the U.S. Government and a growing number of foreign countries with its range of technologies, which include lightweight tactical ladders for urban access, vessel boarding, and bridging applications, a range of grappling hook launchers, and its flagship product, a portable powered rope ascender that enables rescuers to “reverse-rappel” up buildings and ships with loads up to 600 pounds attached.

Atlas currently has exports to markets across North America, Europe, and Asia, and due to exporting, increased employment by 20 percent, adding an additional 3 employees to their existing 13.

- ✓ Exports increased employment by 20%
- ✓ 50% of total sales from exports

“Thanks to exports, which account for over 50 percent of Atlas’ total sales, Atlas has doubled its company base every year for the past 3 years. We’re excited about the prospects of easier trade between the U.S. and the EU that could be enabled by T-TIP.”

**Nate Ball, Co-founder & CTO**



## STATE TRADE FACTS

# Michigan

### MICHIGAN BY THE NUMBERS

 **\$55.8 billion**

Value of goods exported in 2014  
Up 55% since 2004

 **270,927**

U.S. jobs supported by  
goods exports in 2014

 **14,843**

Number of goods exporting  
companies in 2013

 **89.4%**

Goods exporters that were small- or  
medium-sized businesses in 2013

### TRADE BENEFITS MICHIGAN

**\$39.5 billion**

In goods exports to TPP  
partners in 2014

**71%**

Of goods exports destined for  
TPP partners in 2014

**\$5.7 billion**

In goods exports to T-TIP  
partners in 2014

**10%**

Of goods exports destined for  
T-TIP partners in 2014

### 2013 KEY AGRICULTURAL EXPORTS

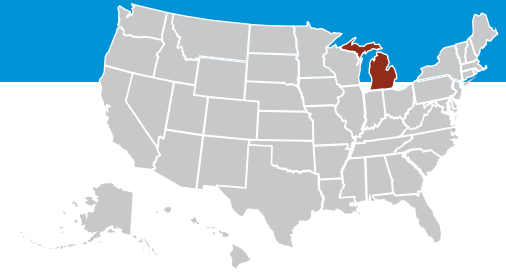
	Other Plant Products	\$1.0b
	Soybeans	\$536m
	Dairy Products	\$312m
	Wheat	\$205m
	Processed Fruits & Nuts	\$194m

### 2014 KEY MANUFACTURING EXPORTS

	Transportation Equipment	\$25.9b
	Machinery	\$4.7b
	Chemicals	\$4.7b
	Computer & Electronic Products	\$3.1b
	Primary Metal Products	\$2.6b



# NuStep

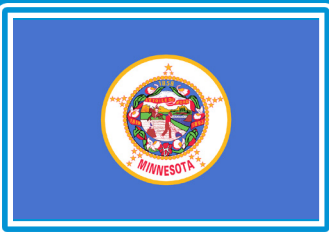


**NuStep**, with about 100 employees in Ann Arbor, Michigan, makes cross-training exercise equipment for people with physical limitations. The company has 20 employees whose jobs are directly supported by exports, with top export destinations including TPP partners Canada and Japan and T-TIP partners Denmark, France, Germany, the Netherlands, and the UK.

- ✓ **Ships to TPP partner countries**
- ✓ **Ships to T-TIP partner countries**

“We are a small company with limited internal resources. Every FTA that our government negotiates on our behalf makes a significant difference in our ability to be competitive overseas. Because our high quality products are manufactured in our factory right here in Ann Arbor, we employ local people and pay them good wages to make the best products that we can.”

**Elena Stegemann, Director for International Business**



## STATE TRADE FACTS

# Minnesota

### MINNESOTA BY THE NUMBERS

 **\$21.4 billion**

Value of goods exported in 2014  
Up 68% since 2004

 **128,863**

U.S. jobs supported by  
goods exports in 2014

 **8,579**

Number of goods exporting  
companies in 2013

 **87.1%**

Goods exporters that were small- or  
medium-sized businesses in 2013

### TRADE BENEFITS MINNESOTA

**\$10.6 billion**

In goods exports to TPP  
partners in 2014

**49%**

Of goods exports destined for  
TPP partners in 2014

**\$4.2 billion**

In goods exports to T-TIP  
partners in 2014

**19%**

Of goods exports destined for  
T-TIP partners in 2014

### 2013 KEY AGRICULTURAL EXPORTS

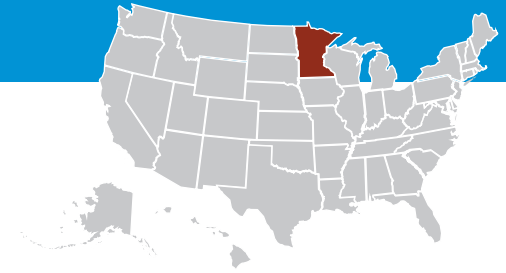
	Soybeans	\$1.8b
	Other Plant Products	\$1.2b
	Feeds & Fodder	\$874m
	Corn	\$829m
	Pork	\$737m

### 2014 KEY MANUFACTURING EXPORTS

	Computer & Electronic Products	\$3.8b
	Machinery	\$3.2b
	Transportation Equipment	\$2.6b
	Misc. Manufactured Goods	\$2.1b
	Processed Foods	\$1.8b



# Jonti-Craft



**Jonti-Craft, Inc.**, of rural Wabasso, Minnesota, is a family company that has been a leading manufacturer of children’s furniture since 1979. Exports have been critical to the company’s longevity and success. Jonti-Craft sells early childhood furniture that is used in early childhood institutions, schools and daycares.

U.S. educational funding allocated to furniture peaked in 2008, and since then has been relatively flat. Therefore, in 2009, the company started looking internationally to increase sales. The company hired an international sales manager and started the search for international partners. Since then, its international business has gone from being 1 percent of total revenue in 2008 to over 12 percent in 2014. Now, Jonti-Craft has direct trade partners in over 30 countries and employs approximately 25 people who have jobs related to international sales.

- ✓ Exports to over 30 countries
- ✓ 12% of total revenue from exports

“Through the passing of international free trade agreements, small businesses like Jonti-Craft are able to sell to more countries...I’m excited to hear about many of the international agreements that are being crafted. My belief is that it will contribute to the future growth and employment for our community.”

**Tom Franta**, Executive Vice President of Sales



## STATE TRADE FACTS

# Mississippi

### MISSISSIPPI BY THE NUMBERS

 **\$11.4 billion**

Value of goods exported in 2014  
Up 259% since 2004

 **51,892**

U.S. jobs supported by  
goods exports in 2014

 **2,022**

Number of goods exporting  
companies in 2013

 **76.2%**

Goods exporters that were small- or  
medium-sized businesses in 2013

### TRADE BENEFITS MISSISSIPPI

**\$4.3 billion**

In goods exports to TPP  
partners in 2014

**38%**

Of goods exports destined for  
TPP partners in 2014

**\$1.3 billion**

In goods exports to T-TIP  
partners in 2014

**12%**

Of goods exports destined for  
T-TIP partners in 2014

### 2013 KEY AGRICULTURAL EXPORTS

	Soybeans	\$605m
	Poultry Products	\$423m
	Cotton	\$327m
	Soybean Meal	\$153m
	Other Livestock Products	\$132m

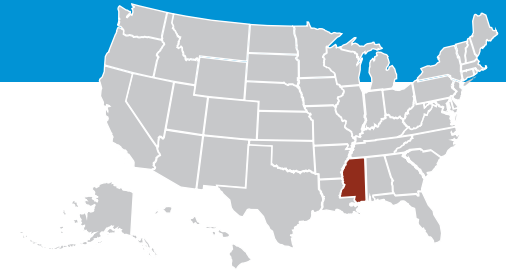
### 2014 KEY MANUFACTURING EXPORTS

	Petroleum & Coal Products	\$3.9b
	Chemicals	\$1.2b
	Transportation Equipment	\$968m
	Computer & Electronic Products	\$910m
	Misc. Manufactured Goods	\$741m





# Flathau's Fine Foods



It all began with Heather Flathau's love for candy and her husband Jeff's family recipe for shortbread cookies. Eighteen years later, **Flathau's Fine Foods**, a family-owned business in Hattiesburg, Mississippi, bakes sweets for customers worldwide.

The company exports to TPP partner Canada, among other foreign markets. Exports are critical to the company's success; with 25 percent of Flathau's Fine Foods' total sales coming from exports each year, 5 jobs are directly supported by trade.

- ✓ Ships to TPP partner countries
- ✓ 25% of total sales from exports
- ✓ Faces tariffs as high as 34% in TPP countries

“Many times the tariffs that my foreign distributors must deal with can decide if they will become a distributor of my product. Any trade agreement will open doors for new markets. I look forward for all foreign markets to open up to have a free enterprise system to sell my product overseas.”

**Heather Flathau**



## STATE TRADE FACTS

# Missouri

### MISSOURI BY THE NUMBERS

 **\$14.1 billion**

Value of goods exported in 2014  
Up 57% since 2004

 **86,602**

U.S. jobs supported by  
goods exports in 2014

 **5,993**

Number of goods exporting  
companies in 2013

 **85.5%**

Goods exporters that were small- or  
medium-sized businesses in 2013

### TRADE BENEFITS MISSOURI

**\$8.4 billion**

In goods exports to TPP  
partners in 2014

**59%**

Of goods exports destined for  
TPP partners in 2014

**\$2.2 billion**

In goods exports to T-TIP  
partners in 2014

**15%**

Of goods exports destined for  
T-TIP partners in 2014

### 2013 KEY AGRICULTURAL EXPORTS

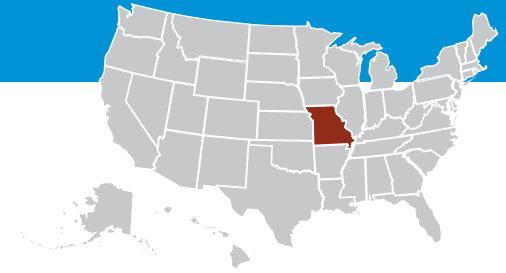
	Soybeans	\$1.3b
	Soybean Meal	\$329m
	Other Plant Products	\$304m
	Wheat	\$268m
	Pork	\$265m

### 2014 KEY MANUFACTURING EXPORTS

	Transportation Equipment	\$3.3b
	Chemicals	\$2.4b
	Processed Foods	\$1.6b
	Machinery	\$1.5b
	Electrical Equipment	\$743m



# US International Foods



US International Foods, LLC, with 4 employees in St. Louis, Missouri, specializes in exporting high quality food and grocery products from the United States to growing markets around the world, helping their foreign customers find the U.S. products that they want.

This small business has 25 years of experience in the U.S. grocery industry and four years of experience exporting food, primarily to Asia, with top export markets China and Hong Kong. Products include assorted food and grocery such as nuts, cereal, oatmeal, potato chips, crackers, beverage, ice cream, condiments, peanut butter, and more. Last year, 100 percent of company sales were exports, totaling \$1.2 million, and 100 percent of the jobs in the company are supported by exports.

- ✓ 100% of sales were exports in 2013 and 2014
- ✓ 100% of jobs supported by exports
- ✓ Faces tariffs as high as 123% in TPP countries

“Our company focuses on the Asia market, so the TPP would have the most direct benefit. The TPP would make our products much more competitive to consumers in our target Asian markets and help us reach a significantly larger customer base.”

David Shogren, President



# Montana

## MONTANA BY THE NUMBERS

 **\$1.5 billion**

Value of goods exported in 2014  
Up 170% since 2004

 **13,319**

U.S. jobs supported by  
goods exports in 2014

 **1,556**

Number of goods exporting  
companies in 2013

 **85.4%**

Goods exporters that were small- or  
medium-sized businesses in 2013

## TRADE BENEFITS MONTANA

**\$773 million**

In goods exports to TPP  
partners in 2014

**51%**

Of goods exports destined for  
TPP partners in 2014






**\$170 million**

In goods exports to T-TIP  
partners in 2014

**11%**

Of goods exports destined for  
T-TIP partners in 2014

## 2013 KEY AGRICULTURAL EXPORTS

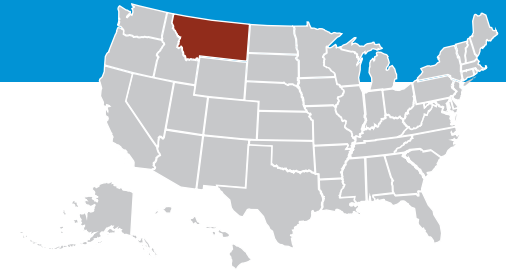
 Wheat	\$961m
 Other Plant Products	\$178m
 Beef & Veal	\$137m
 Processed Grain Products	\$103m
 Feeds & Fodder	\$75m

## 2014 KEY MANUFACTURING EXPORTS

 Chemicals	\$313m
 Machinery	\$121m
 Non-Metallic Mineral Products	\$85m
 Petroleum & Coal Products	\$70m
 Transportation Equipment	\$66m



# Planetary Design



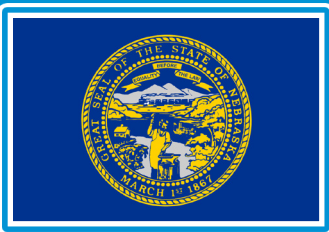
**Planetary Design**, in Missoula, Montana, sells a full line of stellar stainless steel French press coffee makers, French press mugs, tea infuser mugs, travel mugs and food storage kitchen canisters, among other products. As a multi-million dollar company, about 15% has been exports to such countries as Canada, Mexico, Colombia, Ecuador, South Africa, Korea, Israel, Italy, Denmark, Norway, England, Iceland, New Zealand, and Australia. Over 10% of its workforce is supported by exports.

In the United States, Planetary Design is in such retailers as REI, Williams Sonoma, Crate & Barrel, Bed, Bath and Beyond, and The Container Store.

- ✓ **Ships to TPP partner countries**
- ✓ **15% of annual sales are exports**
- ✓ **10% of workforce supported by exports**

“As you know, small business is the backbone of our country, and where most new job growth comes from – one job at a time. I also think that people are generally surprised at how international we are from Missoula. It just proves that creating a national and international brand can be achieved anywhere.”

**Scott Billadeau, Company Founder**



## STATE TRADE FACTS

# Nebraska

### NEBRASKA BY THE NUMBERS

 **\$7.9 billion**

Value of goods exported in 2014  
Up 238% since 2004

 **62,214**

U.S. jobs supported by  
goods exports in 2014

 **1,914**

Number of goods exporting  
companies in 2013

 **81.8%**

Goods exporters that were small- or  
medium-sized businesses in 2013

### TRADE BENEFITS NEBRASKA

**\$4.7 billion**

In goods exports to TPP  
partners in 2014

**60%**

Of goods exports destined for  
TPP partners in 2014

**\$894 billion**

In goods exports to T-TIP  
partners in 2014

**11%**

Of goods exports destined for  
T-TIP partners in 2014

### 2013 KEY AGRICULTURAL EXPORTS

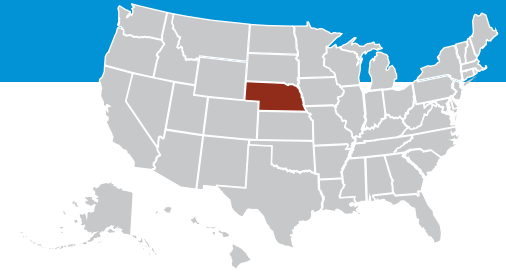
	Soybeans	\$1.6b
	Beef & Veal	\$947m
	Feeds & Fodder	\$817m
	Corn	\$766m
	Other Plant Products	\$414m

### 2014 KEY MANUFACTURING EXPORTS

	Processed Foods	\$2.8b
	Machinery	\$1.1b
	Chemicals	\$697m
	Transportation Equipment	\$396m
	Electrical Equipment	\$280m



# Preferred Popcorn

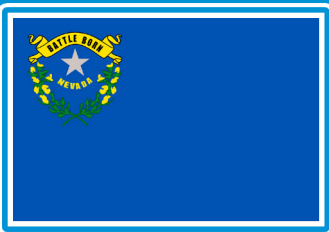


**Preferred Popcorn, LLC** is headquartered in Chapman, Nebraska in the fertile Platte River Valley of central Nebraska. The 100 percent farmer-owned company grows and processes premium bulk popcorn. Their delicious corn is grown and sold as bulk, microwave, all-in-one kits, and smaller 2-lb bags.

With 48 employees, half the company's jobs are directly supported by exports to top country destinations such as TPP partners Mexico and Japan and FTA partner Colombia, as well as China, Indonesia, and the Philippines.

Company staff Rosi Hernandez says that the company has benefitted from past FTAs and cites examples of shipments to Mexico and Colombia. The company's export sales support jobs in both Nebraska and their location in Palmyra, Indiana.

- ✓ Ships to TPP partner countries
- ✓ Half of jobs are supported by exports
- ✓ Benefits from other FTAs



## STATE TRADE FACTS

# Nevada

### NEVADA BY THE NUMBERS

 **\$7.7 billion**

Value of goods exported in 2014  
Up 165% since 2004

 **30,319**

U.S. jobs supported by  
goods exports in 2014

 **2,949**

Number of goods exporting  
companies in 2013

 **86.2%**

Goods exporters that were small- or  
medium-sized businesses in 2013

### TRADE BENEFITS NEVADA

**\$2.3 billion**

In goods exports to TPP  
partners in 2014

**30%**

Of goods exports destined for  
TPP partners in 2014

**\$777 million**

In goods exports to T-TIP  
partners in 2014

**10%**

Of goods exports destined for  
T-TIP partners in 2014

### 2013 KEY AGRICULTURAL EXPORTS

	Other Plant Products	\$44m
	Beef & Veal	\$27m
	Processed Vegetables	\$23m
	Dairy Products	\$22m
	Feeds & Fodder	\$15m

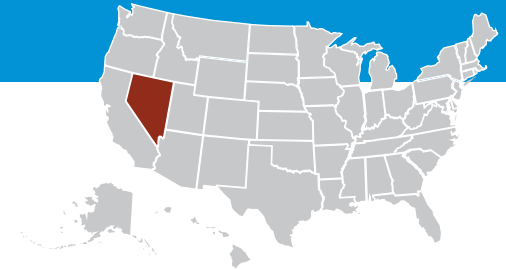
### 2014 KEY MANUFACTURING EXPORTS

	Primary Metal Products	\$2.9b
	Computer & Electronic Products	\$1.6b
	Misc. Manufactured Goods	\$926m
	Machinery	\$261m
	Fabricated Metal Products	\$190m





# Tate Snyder Kimsey



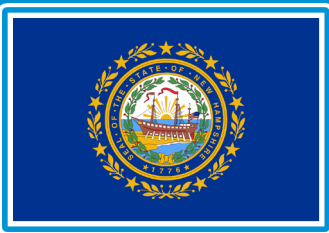
**Tate Snyder Kimsey (TSK)** is a full service architectural planning and design firm headquartered in Henderson, Nevada with offices in Los Angeles and Reno. Established in 1960, TSK is both nationally and internationally recognized for award-winning design and sustainable innovations. Since 2010 the revenue for exported services has grown year-over-year, and has become increasingly central to the company's business and growth plans.

In 2010, the company won its first international project, 60-story twin high-rise towers in Shenzhen, China, with a design services contract valued at \$520,000. The same year, it secured additional projects and business worth \$150,000. Since then, the company's overall revenue as a result of exports is over \$1,700,000.

- ✓ Exports are central to business plan
- ✓ Increasing yearly revenues since beginning exports

“In our experience there can be a myriad of regulatory procedures and requirements that are both difficult to navigate and that present barriers to the development and expansion of US businesses working abroad. Initiatives such as the Trans-Pacific Partnership (TPP) help to break down those barriers and create a more friendly business climate for US companies.”

**Company statement**



## STATE TRADE FACTS

# New Hampshire

### NEW HAMPSHIRE BY THE NUMBERS

 **\$4.4 billion**

Value of goods exported in 2014  
Up 93% since 2004

 **20,048**

U.S. jobs supported by  
goods exports in 2014

 **2,625**

Number of goods exporting  
companies in 2013

 **86.9%**

Goods exporters that were small- or  
medium-sized businesses in 2013

### TRADE BENEFITS NEW HAMPSHIRE

**\$1.6 billion**

In goods exports to TPP  
partners in 2014

**35%**

Of goods exports destined for  
TPP partners in 2014

**\$1.2 billion**

In goods exports to T-TIP  
partners in 2014






**28%**

Of goods exports destined for  
T-TIP partners in 2014

### 2013 KEY AGRICULTURAL EXPORTS

	Other Plant Products	\$63m
	Dairy Products	\$10m
	Other Livestock Products	\$6m
	Processed Fruits & Nuts	\$5m
	Processed Vegetables	\$3m

### 2014 KEY MANUFACTURING EXPORTS

	Computer & Electronic Products	\$1.8b
	Machinery	\$673m
	Electrical Equipment	\$265m
	Chemicals	\$183m
	Transportation Equipment	\$166m



# Corfin Industries



**Corfin Industries**, based in rural Salem, New Hampshire, provides robotic processing services used by the defense, medical, telecommunications, and other industries.

Corfin relies on exports and access to international markets to grow its company. Specifically, Corfin has realized sales to multiple markets including the UK, France, Italy, Singapore, Germany, and Japan. This has resulted in the addition of 22 jobs. Moreover, this rapid international growth now accounts for more than 10 percent of revenue.

- ✓ **Company growth based on increasing exports**
- ✓ **10% of revenue from exports**



## STATE TRADE FACTS

# New Jersey

### NEW JERSEY BY THE NUMBERS

 **\$36.8 billion**

Value of goods exported in 2014  
Up 92% since 2004

 **165,695**

U.S. jobs supported by  
goods exports in 2014

 **20,711**

Number of goods exporting  
companies in 2013

 **92.1%**

Goods exporters that were small- or  
medium-sized businesses in 2013

### TRADE BENEFITS NEW JERSEY

**\$13.1 billion**

In goods exports to TPP  
partners in 2014

**35%**

Of goods exports destined for  
TPP partners in 2014

**\$9.2 billion**

In goods exports to T-TIP  
partners in 2014

**25%**

Of goods exports destined for  
T-TIP partners in 2014

### 2013 KEY AGRICULTURAL EXPORTS

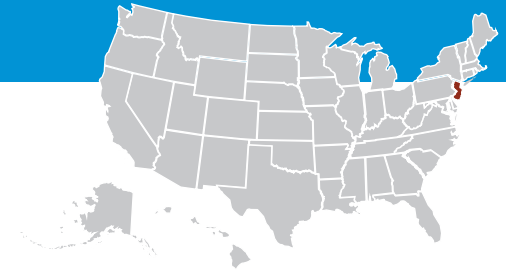
	Other Plant Products	\$421m
	Processed Fruits & Nuts	\$46m
	Processed Vegetables	\$38m
	Other Livestock Products	\$25m
	Fresh Fruit	\$22m

### 2014 KEY MANUFACTURING EXPORTS

	Chemicals	\$8.6b
	Computer & Electronic Products	\$4.6b
	Petroleum & Coal Products	\$3.4b
	Primary Metal Products	\$2.7b
	Misc. Manufactured Goods	\$2.5b



# Spectra Colors Corporation



**Spectra Colors Corporation** is a minority-owned Kearny, New Jersey manufacturer of a wide variety of dyes, colorants, and services, including color matching and blending services designed to meet customer needs. In business since 1987, Spectra Colors' global sales are key to its continued growth and overall success, according to CEO Luis Marrero.

In 2013, international sales were approximately 19 percent of total revenue and represented a value of almost \$2 million. Twenty percent of the company's employees are dedicated to export operations. Export successes include sales to TPP partners Mexico and Japan, as well as China, Brazil, Honduras, Hong Kong, Turkey, Thailand, and Indonesia. These international sales continue to give Spectra Colors the opportunity to grow globally, expand revenue, and support jobs in New Jersey.

- ✓ **Ships to TPP partner countries**
- ✓ **19% of total revenue from exports in 2013**
- ✓ **20% of employees dedicated to exports**



## STATE TRADE FACTS

# New Mexico

### NEW MEXICO BY THE NUMBERS

 **\$3.8 billion**

Value of goods exported in 2014  
Up 85% since 2004

 **16,546**

U.S. jobs supported by  
goods exports in 2014

 **1,343**

Number of goods exporting  
companies in 2013

 **82.5%**

Goods exporters that were small- or  
medium-sized businesses in 2013

### TRADE BENEFITS NEW MEXICO

**\$1.9 billion**

In goods exports to TPP  
partners in 2014

**51%**

Of goods exports destined for  
TPP partners in 2014


**\$615 million**

In goods exports to T-TIP  
partners in 2014


**16%**

Of goods exports destined for  
T-TIP partners in 2014

### 2013 KEY AGRICULTURAL EXPORTS

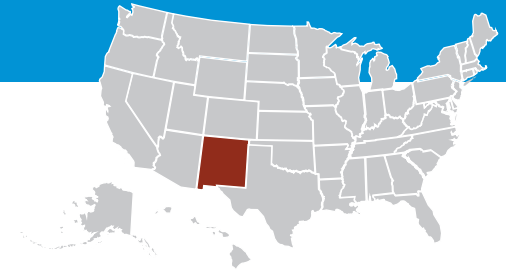
 Dairy Products	\$251m
 Beef & Veal	\$139m
 Other Plant Products	\$120m
 Processed Fruits & Nuts	\$55m
 Hides & Skins	\$53m

### 2014 KEY MANUFACTURING EXPORTS

 Computer & Electronic Products	\$2.1b
 Fabricated Metal Products	\$254m
 Machinery	\$210m
 Processed Foods	\$197m
 Transportation Equipment	\$193m



# Old Wood LLC



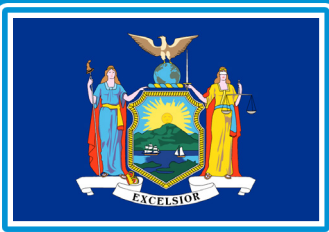
Old Wood LLC, located in rural Las Vegas, New Mexico, is a manufacturer of wood block flooring for commercial, industrial, and residential applications. The company has grown through access to customers overseas.

Old Wood's first overseas customer was in Kuwait in 2012, with an initial contract that was valued at \$870,000. The large order associated with that sale allowed Old Wood to hire 8 to 10 additional personnel to complete the project. The company has also done business in other markets, including TPP partners Japan, Malaysia, Singapore, and Canada.

- ✓ Ships to TPP partner countries
- ✓ Expanded workforce to complete export project

“We have survived and prospered despite the housing downturn *because* of various exports.”

**Company statement**



## STATE TRADE FACTS

# New York

### NEW YORK BY THE NUMBERS

 **\$86 billion**

Value of goods exported in 2014  
Up 88% since 2004

 **389,957**

U.S. jobs supported by  
goods exports in 2014

 **40,293**

Number of goods exporting  
companies in 2013

 **94.2%**

Goods exporters that were small- or  
medium-sized businesses in 2013

### TRADE BENEFITS NEW YORK

**\$22 billion**

In goods exports to TPP  
partners in 2014

**26%**

Of goods exports destined for  
TPP partners in 2014

**\$18.8 billion**

In goods exports to T-TIP  
partners in 2014

**22%**

Of goods exports destined for  
T-TIP partners in 2014

### 2013 KEY AGRICULTURAL EXPORTS

	Other Plant Products	\$529m
	Dairy Products	\$475m
	Processed Fruits & Nuts	\$128m
	Processed Vegetables	\$105m
	Soybeans	\$86m

### 2014 KEY MANUFACTURING EXPORTS

	Misc. Manufactured Goods	\$25.1b
	Primary Metal Products	\$10.7b
	Computer & Electronic Products	\$6.9b
	Chemicals	\$5.6b
	Machinery	\$5.3b





# Rhema Scientific



**Rhema Scientific, Inc.** is a Hawthorne, New York-based small business providing U.S. manufactured healthcare products and services around the world with a vision to implement best practice solutions in the healthcare sector. The company delivers a complete portfolio of medical, laboratory, research, forensic, personal care, and veterinary products.

Rhema Scientific, Inc. has successfully entered a number of international markets, including U.S. FTA partners Korea, Bahrain, Oman, and Jordan. Export sales have consistently doubled year-over-year. In the year 2014, 90 percent of the company's sales were from exports and 80 percent of its employees were involved in export operations, supporting jobs in New York.

- ✓ **90% of sales from exports in 2014**
- ✓ **80% of employees involved in export operations**
- ✓ **Faces tariffs as high as 20% in TPP countries**

“The TPP agreement will greatly benefit our company as it would open access to several other markets where we would like to enter into with U.S. manufactured products.”

**Jibu George, President**



## STATE TRADE FACTS

# North Carolina

### NORTH CAROLINA BY THE NUMBERS

 **\$31.3 billion**

Value of goods exported in 2014  
Up 72% since 2004

 **164,023**

U.S. jobs supported by  
goods exports in 2014

 **10,582**

Number of goods exporting  
companies in 2013

 **87.3%**

Goods exporters that were small- or  
medium-sized businesses in 2013

### TRADE BENEFITS NORTH CAROLINA

**\$13 billion**

In goods exports to TPP  
partners in 2014

**41%**

Of goods exports destined for  
TPP partners in 2014

**\$6.3 billion**

In goods exports to T-TIP  
partners in 2014

**20%**

Of goods exports destined for  
T-TIP partners in 2014

### 2013 KEY AGRICULTURAL EXPORTS

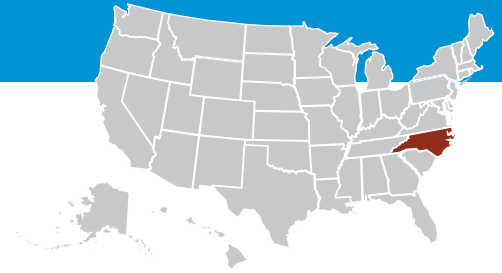
 Pork	\$739m
 Poultry Products	\$699m
 Tobacco	\$565m
 Cotton	\$328m
 Soybeans	\$312m

### 2014 KEY MANUFACTURING EXPORTS

 Chemicals	\$5.7b
 Machinery	\$4.1b
 Transportation Equipment	\$4.0b
 Computer & Electronic Products	\$3.2b
 Textiles & Fabrics	\$2.0b



# Magellan Aviation Group



**Magellan Aviation Group** is a leading global supplier of aircraft products and services and operates out of Charlotte, North Carolina. In just four years, Magellan Aviation Group has experienced a 268 percent growth in employees. The growth in employment is attributed to the company's increased sales and service to customers in both domestic and international markets.

Magellan's export growth now supports approximately 102 company employees around the world, and 9 of the company's top 10 customers for 2013 were international customers. In 2014, the Magellan Aviation Group received the "E" Award for Exports for demonstrating a sustained increase in export sales throughout several years. It serves more than 750 customers in 85 countries.

- ✓ 286% employee growth in 4 years
- ✓ Exports to 85 countries
- ✓ 9 out of 10 top customers are international



## STATE TRADE FACTS

# North Dakota

### NORTH DAKOTA BY THE NUMBERS

 **\$5.3 billion**

Value of goods exported in 2014  
Up 422% since 2004

 **32,332**

U.S. jobs supported by  
goods exports in 2014

 **1,897**

Number of goods exporting  
companies in 2013

 **83.4%**

Goods exporters that were small- or  
medium-sized businesses in 2013

### TRADE BENEFITS NORTH DAKOTA

**\$4.6 billion**

In goods exports to TPP  
partners in 2014

**87%**

Of goods exports destined for  
TPP partners in 2014


**\$236 million**

In goods exports to T-TIP  
partners in 2014

**4%**

Of goods exports destined for  
T-TIP partners in 2014

### 2013 KEY AGRICULTURAL EXPORTS

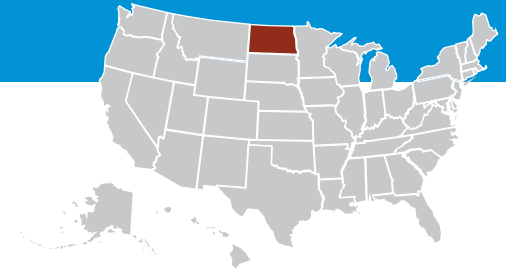
 Wheat	\$1.3b
 Soybeans	\$886m
 Other Plant Products	\$468m
 Feeds & Fodder	\$236m
 Soybean Meal	\$224m

### 2014 KEY MANUFACTURING EXPORTS

 Machinery	\$956m
 Petroleum & Coal Products	\$302m
 Chemicals	\$301m
 Processed Foods	\$198m
 Transportation Equipment	\$150m



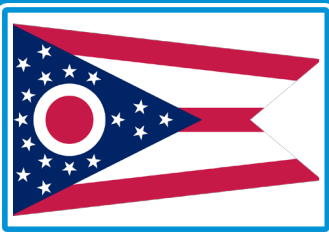
# Healthy Oil Seeds



**Healthy Oil Seeds, LLC**, of Carrington, North Dakota produces both organic and non-organic golden and brown flax, borage, and malting barley. With export sales of \$2.8 million in 2014, the company exports to T-TIP partners Poland, Spain, and the UK.

Exports make up 80 percent of the company's total sales and directly support 8 of the company's 10 employees. Healthy Oil Seeds, LLC could benefit from the reduction of tariffs on its products and streamlined regulations as a result of TPP and T-TIP.

- ✓ **Ships to T-TIP partner countries**
- ✓ **80% of total sales from exports**
- ✓ **Faces tariffs as high as 445% in TPP countries**



## STATE TRADE FACTS

# Ohio

### OHIO BY THE NUMBERS

 **\$52.1 billion**

Value of goods exported in 2014  
Up 64% since 2004

 **263,356**

U.S. jobs supported by  
goods exports in 2014

 **16,452**

Number of goods exporting  
companies in 2013

 **89.4%**

Goods exporters that were small- or  
medium-sized businesses in 2013

### TRADE BENEFITS OHIO

**\$30.4 billion**

In goods exports to TPP  
partners in 2014

**58%**

Of goods exports destined for  
TPP partners in 2014

**\$8.4 billion**

In goods exports to T-TIP  
partners in 2014

**16%**

Of goods exports destined for  
T-TIP partners in 2014

### 2013 KEY AGRICULTURAL EXPORTS

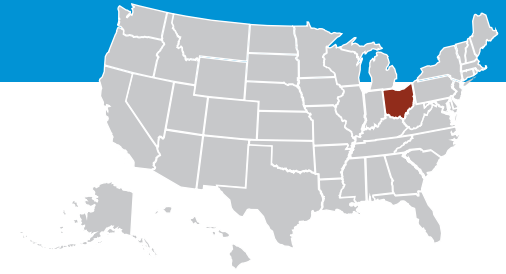
	Soybeans	\$1.4b
	Other Plant Products	\$576m
	Soybean Meal	\$356m
	Feeds & Fodder	\$315m
	Corn	\$292m

### 2014 KEY MANUFACTURING EXPORTS

	Transportation Equipment	\$15.7b
	Machinery	\$6.9b
	Chemicals	\$6.6b
	Primary Metal Products	\$3.0b
	Fabricated Metal Products	\$2.8b



# Jet Incorporated



**Jet Incorporated** of Cleveland, Ohio designs and manufactures onsite wastewater treatment systems and commercial package plant equipment for treating biological wastewater from homes, communities, and commercial facilities. The company exports control panels, pumps, compressors, pipes, motors, and plastic tanks that are used for treating domestic biological wastewater. The treated water can then be reused for irrigation, industrial processes, or replenishing ground water. Of Jet’s 32 employees, 5 jobs are directly related to exports, with sales to 33 countries including TPP partner Mexico, Thailand, the Philippines, the UAE, and parts of East Africa.

Export revenue increased sales and allowed Jet to add staff during the economic downturn. International sales account for about 25 percent of the firm’s business, with a year-over-year growth in the 20-plus percent range. Jet exports a variety of goods that could benefit from reduced tariffs under the TPP and the WTO Environmental Goods Agreement.

- ✓ **Ships to TPP partner countries**
- ✓ **25% of business is international**
- ✓ **Around 20% year-over-year growth**
- ✓ **Faces tariffs as high as 30% in TPP countries**

“It is extremely encouraging that the trade agreements currently being negotiated recognize the contribution of exports by SMEs and include specific objectives to minimize the trade barriers encountered by SMEs.”

**Ron Swinko, CEO**



## STATE TRADE FACTS

# Oklahoma

### OKLAHOMA BY THE NUMBERS

 **\$6.3 billion**

Value of goods exported in 2014  
Up 98% since 2004

 **36,401**

U.S. jobs supported by  
goods exports in 2014

 **3,150**

Number of goods exporting  
companies in 2013

 **84.2%**

Goods exporters that were small- or  
medium-sized businesses in 2013

### TRADE BENEFITS OKLAHOMA

**\$3.3 billion**

In goods exports to TPP  
partners in 2014

**52%**

Of goods exports destined for  
TPP partners in 2014

**\$747 million**

In goods exports to T-TIP  
partners in 2014

**12%**

Of goods exports destined for  
T-TIP partners in 2014

### 2013 KEY AGRICULTURAL EXPORTS

 Wheat	\$511m
 Beef & Veal	\$299m
 Pork	\$257m
 Other Plant Products	\$227m
 Hides & Skins	\$147m

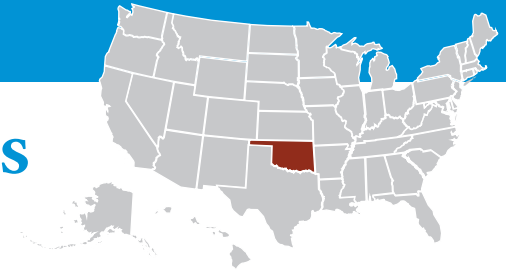
### 2014 KEY MANUFACTURING EXPORTS

 Machinery	\$1.7b
 Computer & Electronic Products	\$823m
 Fabricated Metal Products	\$798m
 Transportation Equipment	\$661m
 Electrical Equipment	\$487m





# Head Country Food Products



Head Country Food Products, Inc. of Ponca City, Oklahoma started with a family barbeque sauce recipe in 1947. Many years later, Danny Head bought the recipe and created additional products and flavors to sell nationally. The company has had success in selling its products domestically. Under the leadership of General Manager Paul Schatte, the company was eager to expand into global markets.

Today, the company's export destinations include T-TIP partners Denmark, Sweden, Finland, Poland, Italy, Germany, and Spain and TPP partner Australia. As a result of TPP and T-TIP, Head Country Inc. could face lower tariffs and easier regulations, making its products more competitive abroad and benefitting its workers here at home.

- ✓ Ships to TPP partner countries
- ✓ Ships to T-TIP partner countries
- ✓ Faces tariffs as high as 20% in TPP countries



## STATE TRADE FACTS

# Oregon

### OREGON BY THE NUMBERS

 **\$20.9 billion**

Value of goods exported in 2014  
Up 87% since 2004

 **86,157**

U.S. jobs supported by  
goods exports in 2014

 **5,922**

Number of goods exporting  
companies in 2013

 **88.6%**

Goods exporters that were small- or  
medium-sized businesses in 2013

### TRADE BENEFITS OREGON

**\$9.2 billion**

In goods exports to TPP  
partners in 2014

**44%**

Of goods exports destined for  
TPP partners in 2014

**\$2 billion**

In goods exports to T-TIP  
partners in 2014

**10%**

Of goods exports destined for  
T-TIP partners in 2014

### 2013 KEY AGRICULTURAL EXPORTS

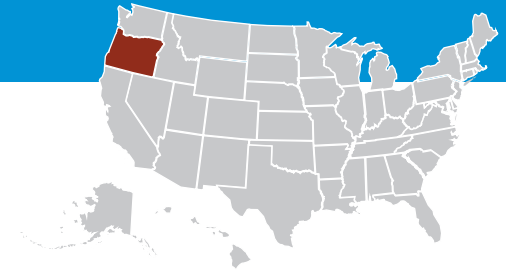
	Other Plant Products	\$1.1b
	Wheat	\$297m
	Processed Fruits & Nuts	\$241m
	Fresh Fruit	\$115m
	Processed Vegetables	\$100m

### 2014 KEY MANUFACTURING EXPORTS

	Computer & Electronic Products	\$8.2b
	Machinery	\$2.4b
	Transportation Equipment	\$1.6b
	Chemicals	\$1.5b
	Processed Foods	\$687m



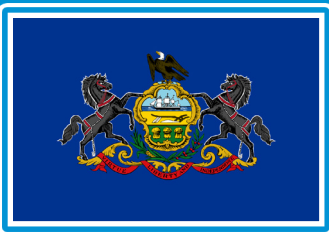
# Plasti-Fab



**Plasti-Fab International** is a Tualatin, Oregon-based manufacturer of corrosion-resistant fluid control equipment and systems for the environmental technologies sector. The firm has established distributor networks in key markets around the globe, including the Middle East and Asia. Plasti-Fab's Hong Kong and Middle East sales continue to grow, leading to expansion plans for its manufacturing facility as well as additional job creation, all directly tied to export sales.

Plasti-Fab increased its exports by 3000 percent in four years – from approximately \$100,000 in sales to more than \$3 million. Moreover, the firm has grown its workforce from 41 to 60 between 2011 and 2015, with more hiring expected.

- ✓ **3000% increase in exports over 4 years**
- ✓ **Exports allowed significant workforce expansion between 2011 and 2015**



## STATE TRADE FACTS

# Pennsylvania

### PENNSYLVANIA BY THE NUMBERS

 **\$40.2 billion**

Value of goods exported in 2014  
Up 117% since 2004

 **191,779**

U.S. jobs supported by  
goods exports in 2014

 **15,644**

Number of goods exporting  
companies in 2013

 **89.1%**

Goods exporters that were small- or  
medium-sized businesses in 2013

### TRADE BENEFITS PENNSYLVANIA

**\$19.7 billion**

In goods exports to TPP  
partners in 2014

**49%**

Of goods exports destined for  
TPP partners in 2014

**\$9 billion**

In goods exports to T-TIP  
partners in 2014

**22%**

Of goods exports destined for  
T-TIP partners in 2014

### 2013 KEY AGRICULTURAL EXPORTS

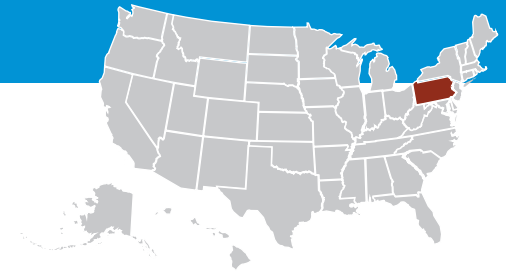
 Other Plant Products	\$1.1b
 Dairy Products	\$378m
 Poultry Products	\$191m
 Soybeans	\$166m
 Pork	\$92m

### 2014 KEY MANUFACTURING EXPORTS

 Chemicals	\$6.8b
 Machinery	\$4.5b
 Transportation Equipment	\$3.9b
 Computer & Electronic Products	\$3.8b
 Primary Metal Products	\$3.4b



# PDC Machines



**PDC Machines** of Warminster, Pennsylvania, manufactures high-pressure compression equipment for clients in the industrial gas, specialty gas, hydrogen fuel cell, and petrochemical industries. Established in 1977, PDC Machines is a second-generation family-owned and operated business. The company works closely with clients to design, fabricate, test and commission custom-made products from diaphragm compressors to alternative energy equipment such as fuel cell hydrogen compressors, batch reactors with glass or metal vessels, magnetic stirrers, syringe pumps and more.

Recognizing that 95% of consumers live outside of the United States, the company sells internationally to a variety of markets. These include TPP partners Malaysia and Vietnam. Specifically, the company signed a contract of about \$2 million in sales to Vietnam. In Malaysia, PDC had more than \$1 million in orders in 2013. The company expects a significant amount of new business in Malaysia in 2015. Because of this growth in exports, PDC can continue exploring new markets. Most recently, this has included another TPP partner, Japan.

- ✓ Ships to TPP partner countries
- ✓ Significant growth in exports allows new market exploration



## STATE TRADE FACTS

# Rhode Island

### RHODE ISLAND BY THE NUMBERS

 **\$2.4 billion**

Value of goods exported in 2014  
Up 86% since 2004

 **13,459**

U.S. jobs supported by  
goods exports in 2014

 **1,790**

Number of goods exporting  
companies in 2013

 **87.7%**

Goods exporters that were small- or  
medium-sized businesses in 2013

### TRADE BENEFITS RHODE ISLAND

**\$903 million**

In goods exports to TPP  
partners in 2014

**38%**

Of goods exports destined for  
TPP partners in 2014

**\$511 million**

In goods exports to T-TIP  
partners in 2014

**21%**

Of goods exports destined for  
T-TIP partners in 2014

### 2013 KEY AGRICULTURAL EXPORTS

	Other Plant Products	\$32m
	Processed Vegetables	\$2m
	Other Livestock Products	\$2m
	Processed Fruits & Nuts	\$2m
	Fresh Vegetables	\$1m

### 2014 KEY MANUFACTURING EXPORTS

	Chemicals	\$375m
	Primary Metal Products	\$237m
	Misc. Manufactured Goods	\$211m
	Electrical Equipment	\$163m
	Machinery	\$151m



# Seafreeze



**Seafreeze, Ltd.** is a producer of sea frozen fish on the U.S. east coast based in North Kingstown, Rhode Island, supplying sea frozen and land frozen fish to a worldwide range of markets. Its HACCP-certified trawlers target underutilized species, such as Illex Squid, Loligo Squid, Atlantic Mackerel, Atlantic Butterfish, and Atlantic Herring.

The company has long relied on sales to overseas markets through exports. Seafreeze Ltd.'s main markets for exports include TPP countries Canada and Japan, as well as China, the Philippines, Italy, Spain, Iceland, the Faroe Islands, and South Africa. 60% of the company's sales are from exports.

- ✓ **Ships to TPP partner countries**
- ✓ **60% of sales are from exports**
- ✓ **Faces tariffs as high as 18% in TPP countries**



## STATE TRADE FACTS

# South Carolina

### SOUTH CAROLINA BY THE NUMBERS

 **\$29.7 billion**

Value of goods exported in 2014  
Up 121% since 2004

 **153,816**

U.S. jobs supported by  
goods exports in 2014

 **5,832**

Number of goods exporting  
companies in 2013

 **84.8%**

Goods exporters that were small- or  
medium-sized businesses in 2013

### TRADE BENEFITS SOUTH CAROLINA

**\$8.8 billion**

In goods exports to TPP  
partners in 2014

**29%**

Of goods exports destined for  
TPP partners in 2014





**\$8.6 billion**

In goods exports to T-TIP  
partners in 2014






**29%**

Of goods exports destined for  
T-TIP partners in 2014

### 2013 KEY AGRICULTURAL EXPORTS

 Poultry Products	\$206m
 Cotton	\$170m
 Wheat	\$61m
 Soybeans	\$58m
 Processed Fruits & Nuts	\$32m

### 2014 KEY MANUFACTURING EXPORTS

 Transportation Equipment	\$12.1b
 Machinery	\$3.9b
 Chemicals	\$2.7b
 Plastics & Rubber Products	\$2.6b
 Electrical Equipment	\$1.4b





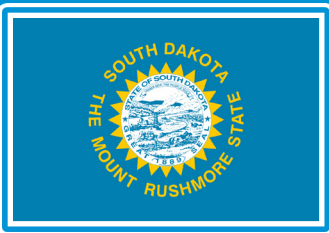
# Transfer Point



**Transfer Point**, based in Columbia, South Carolina, is a woman-owned small company that manufactures dietary supplements, specializing in a very high quality, pure form of Beta-1, 3D Glucan. Thanks to exports, which last year led roughly to one third of total sales, Transfer Point was able to successfully weather the 2008 global financial crisis and even increase sales.

Transfer Point exports to markets in North America, Asia, and Europe. Three of its top markets are current FTA partners and 6 are prospective FTA partners. Transfer Point CEO Marilyn Becker emphatically asserts that expanding FTA partners through TPP and T-TIP could help Transfer Point tackle regulatory barriers and would eliminate tariffs on its products, thus enabling the company to continue to succeed and expand abroad.

- ✓ Exports are one third of total sales
- ✓ Benefits from current FTAs



## STATE TRADE FACTS

# South Dakota

### SOUTH DAKOTA BY THE NUMBERS

 **\$1.6 billion**

Value of goods exported in 2014  
Up 91% since 2004

 **24,407**

U.S. jobs supported by  
goods exports in 2014

 **939**

Number of goods exporting  
companies in 2013

 **75.4%**

Goods exporters that were small- or  
medium-sized businesses in 2013

### TRADE BENEFITS SOUTH DAKOTA

**\$1.2 billion**

In goods exports to TPP  
partners in 2014

**74%**

Of goods exports destined for  
TPP partners in 2014






**\$117 million**

In goods exports to T-TIP  
partners in 2014

**7%**

Of goods exports destined for  
T-TIP partners in 2014

### 2013 KEY AGRICULTURAL EXPORTS

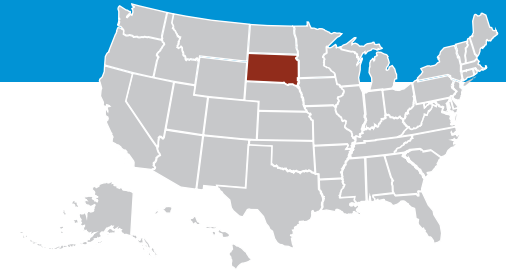
	Soybeans	\$1.2b
	Wheat	\$421m
	Feeds & Fodder	\$351m
	Corn	\$306m
	Soybean Meal	\$296m

### 2014 KEY MANUFACTURING EXPORTS

	Processed Foods	\$552m
	Machinery	\$330m
	Transportation Equipment	\$163m
	Computer & Electronic Products	\$139m
	Beverages & Tobacco Products	\$64m



# Rosenbauer America



**Rosenbauer America** of Lyons, South Dakota is a global leader in firefighting technology and resources. Rosenbauer America produces a full line of emergency apparatus, including pumpers, tankers, rescue vehicles, aerials, and specialty vehicles. Rosenbauer is one of the largest exporters of fire trucks in the United States, employing 689 people between locations in South Dakota, Minnesota, and Nebraska.

Approximately 38 percent of Rosenbauer’s sales are due to exporting to such places as Saudi Arabia, Canada, Costa Rica, and Colombia. Over the past two-to-three years, the company has built 54 fire trucks for Costa Rica.

- ✓ **38% of sales from exports**
- ✓ **One of the largest exporters of firetrucks in the U.S.**
- ✓ **Built 54 fire trucks for Costa Rica**

“Wherever trade agreements are in place, the company certainly has the potential to benefit, as this will provide an advantage, or at least equal ground, with other countries exporting to those markets.”

**Company statement**



## STATE TRADE FACTS

# Tennessee

### TENNESSEE BY THE NUMBERS

 **\$33 billion**

Value of goods exported in 2014  
Up 104% since 2004

 **158,913**

U.S. jobs supported by  
goods exports in 2014

 **7,120**

Number of goods exporting  
companies in 2013

 **83.1%**

Goods exporters that were small- or  
medium-sized businesses in 2013

### TRADE BENEFITS TENNESSEE

**\$18.3 billion**

In goods exports to TPP  
partners in 2014

**55%**

Of goods exports destined for  
TPP partners in 2014

**\$5.3 billion**

In goods exports to T-TIP  
partners in 2014

**16%**

Of goods exports destined for  
T-TIP partners in 2014

### 2013 KEY AGRICULTURAL EXPORTS

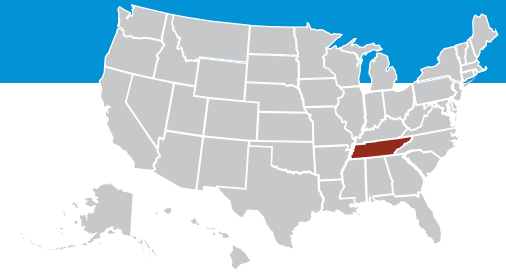
 Soybeans	\$461m
 Other Plant Products	\$340m
 Cotton	\$250m
 Wheat	\$190m
 Soybean Meal	\$117m

### 2014 KEY MANUFACTURING EXPORTS

 Transportation Equipment	\$7.4b
 Computer & Electronic Products	\$5.3b
 Chemicals	\$5.0b
 Misc. Manufactured Goods	\$3.8b
 Machinery	\$2.7b



# Thirty Tigers



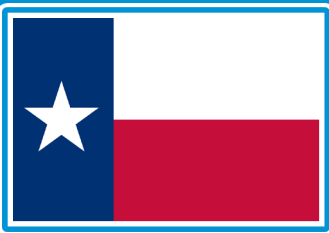
**Thirty Tigers** is a Nashville, Tennessee-based entertainment company, founded in 2002 by Grammy Award-winning producer David Macias and Deb Markland. In just over a decade, Thirty Tigers has gone from 2 employees working out of David's guest bedroom to 20 employees. Its marketing, distribution, and management services have fostered success stories for a number of artists. Thirty Tigers also has offices in Los Angeles, New York, North Carolina, and London.

The company has grown since it started exporting as a result of its participation in a music industry trade show in T-TIP country France in 2013. Thirty Tigers opened an office in the UK, which led to product sales in the UK, Germany, Sweden, and the Netherlands. Through its new exposure in Europe, Thirty Tigers was able to sign a distributor in TPP country Australia by September 2014. With export sales at approximately \$700,000, which was 5 percent of the company's sales in 2014, there is room for more growth through international exporting.

- ✓ Works in TPP partner countries
- ✓ Works in T-TIP partner countries
- ✓ 5% of sales from exports in 2014

“Our ability to bring on bigger acts and manage their business in Europe and Australia has led us to hire a couple more people to help deal with the additional workload. I'd say here in the U.S., 2 jobs were added and probably more down the line.”

**David Macias, CEO**



## STATE TRADE FACTS

# Texas

### TEXAS BY THE NUMBERS

 **\$289 billion**

Value of goods exported in 2014  
Up 146% since 2004

 **1,117,318**

U.S. jobs supported by  
goods exports in 2014

 **41,558**

Number of goods exporting  
companies in 2013

 **93.2%**

Goods exporters that were small- or  
medium-sized businesses in 2013

### TRADE BENEFITS TEXAS

**\$156.7 billion**

In goods exports to TPP  
partners in 2014

**54%**

Of goods exports destined for  
TPP partners in 2014

**\$30.6 billion**

In goods exports to T-TIP  
partners in 2014


**11%**

Of goods exports destined for  
T-TIP partners in 2014

### 2013 KEY AGRICULTURAL EXPORTS

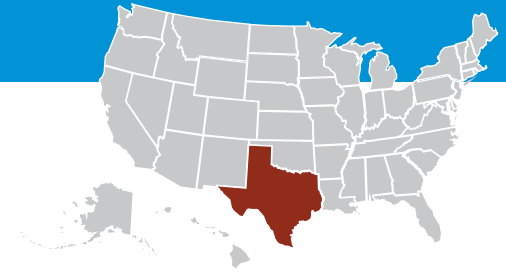
	Cotton	\$1.4b
	Beef & Veal	\$906m
	Other Plant Products	\$861m
	Poultry Products	\$398m
	Hides & Skins	\$351m

### 2014 KEY MANUFACTURING EXPORTS

	Petroleum & Coal Products	\$59.1b
	Computer & Electronic Products	\$46.6b
	Chemicals	\$46.1b
	Machinery	\$29.9b
	Transportation Equipment	\$23.2b



# Keats Southwest



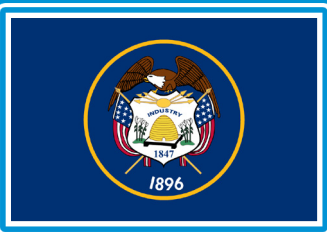
The Keats companies are manufacturers of precision metal stampings, wire forms, and assemblies to the electronics, medical, consumer goods, and automotive industries. Originally founded as Keats Manufacturing in 1958 in Chicago, the company expanded to El Paso in 1994 to open their Keats Southwest facility. NAFTA enabled the company to be competitive in the Mexican market during the manufacturing boom.

**Keats Southwest** credits duty-free movement of goods and the simplified framework of export documentation under NAFTA with helping to grow the company's annual revenue from \$1 million to \$10 million. The company is forecasting export sales of over \$8 million in 2014.

- ✓ **Nine-fold revenue increase attributed to FTAs**
- ✓ **Forecasting over \$8 million in sales for 2014**

“We went from 6 employees and 6 production machines to 50 employees and 50 machines running on 3 shifts.”

**Matt Keats, President**



## STATE TRADE FACTS

# Utah

### UTAH BY THE NUMBERS

 **\$12.3 billion**

Value of goods exported in 2014  
Up 159% since 2004

 **50,578**

U.S. jobs supported by  
goods exports in 2014

 **3,494**

Number of goods exporting  
companies in 2013

 **85.7%**

Goods exporters that were small- or  
medium-sized businesses in 2013

### TRADE BENEFITS UTAH

**\$3.7 billion**

In goods exports to TPP  
partners in 2014

**30%**

Of goods exports destined for  
TPP partners in 2014

**\$2.9 billion**

In goods exports to T-TIP  
partners in 2014

**23%**

Of goods exports destined for  
T-TIP partners in 2014

### 2013 KEY AGRICULTURAL EXPORTS

 Other Plant Products	\$134m
 Other Livestock Products	\$82m
 Dairy Products	\$66m
 Pork	\$55m
 Beef & Veal	\$37m

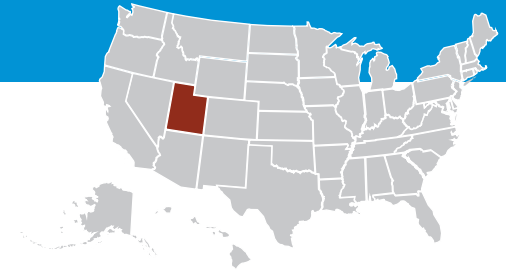
### 2014 KEY MANUFACTURING EXPORTS

 Primary Metal Products	\$4.2b
 Computer & Electronic Products	\$2.4b
 Chemicals	\$1.0b
 Processed Foods	\$991m
 Transportation Equipment	\$904m





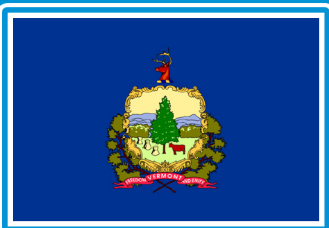
# Albion Laboratories



Established in 1956, **Albion Laboratories, Inc.** is a leading global manufacturer of chelated minerals for human and plant nutritional applications based in Clearfield, Utah. The company entered an important growth market, TPP partner Vietnam, through the appointment of a distribution partner there. Its first export sale was valued at \$100,000.

Today, Albion exports to nearly 100 countries and employs approximately 150 people. The firm has enjoyed strong growth, in large part because of its increased exports, which have allowed the hiring of new employees.

- ✓ Ships to TPP partner countries
- ✓ Exports to 100 countries
- ✓ Regularly adds new employees to accommodate increased exports



## STATE TRADE FACTS

# Vermont

### VERMONT BY THE NUMBERS

 **\$3.6 billion**

Value of goods exported in 2014  
Up 9% since 2004

 **14,728**

U.S. jobs supported by  
goods exports in 2014

 **1,270**

Number of goods exporting  
companies in 2013

 **86.1%**

Goods exporters that were small- or  
medium-sized businesses in 2013

### TRADE BENEFITS VERMONT

**\$2.2 billion**

In goods exports to TPP  
partners in 2014

**61%**

Of goods exports destined for  
TPP partners in 2014

**\$394 million**

In goods exports to T-TIP  
partners in 2014

**11%**

Of goods exports destined for  
T-TIP partners in 2014

### 2013 KEY AGRICULTURAL EXPORTS

	Other Plant Products	\$126m
	Dairy Products	\$92m
	Other Livestock Products	\$9m
	Processed Fruits & Nuts	\$7m
	Beef & Veal	\$7m

### 2014 KEY MANUFACTURING EXPORTS

	Computer & Electronic Products	\$2.5b
	Processed Foods	\$207m
	Machinery	\$160m
	Electrical Equipment	\$111m
	Transportation Equipment	\$98m



## COMPANY PROFILE

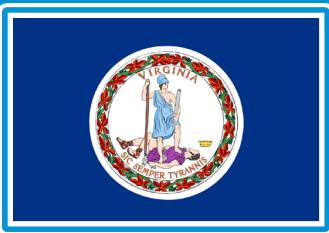
# Gringo Jack's



**Gringo Jack's** of Manchester Center, Vermont offers fresh, from scratch ethnic cuisine and a line of all natural, gourmet flaky tortilla chips, salsa, and BBQ sauce. Its products are available at Whole Foods and other retail stores.

The company exports to TPP partner Canada and to the European Union. One sale to Montreal resulted in a \$28,000 order of 840 cases of salsas and 756 cases of chips. A Swedish buyer ordered 576 cases of small deli chips in January 2014, which resulted in a \$7,188 order. A second order for the chips was placed in March 2014 for \$8,800.

- ✓ Ships to TPP partner countries
- ✓ Ships to T-TIP partner countries



## STATE TRADE FACTS

# Virginia

### VIRGINIA BY THE NUMBERS

 **\$19.2 billion**

Value of goods exported in 2014  
Up 64% since 2004

 **90,788**

U.S. jobs supported by  
goods exports in 2014

 **7,678**

Number of goods exporting  
companies in 2013

 **86.3%**

Goods exporters that were small- or  
medium-sized businesses in 2013

### TRADE BENEFITS VIRGINIA

**\$6.7 billion**

In goods exports to TPP  
partners in 2014

**35%**

Of goods exports destined for  
TPP partners in 2014

**\$4.4 billion**

In goods exports to T-TIP  
partners in 2014

**23%**

Of goods exports destined for  
T-TIP partners in 2014

### 2013 KEY AGRICULTURAL EXPORTS

 Poultry Products	\$175m
 Soybeans	\$148m
 Wheat	\$88m
 Dairy Products	\$66m
 Cotton	\$64m

### 2014 KEY MANUFACTURING EXPORTS

 Chemicals	\$3.2b
 Computer & Electronic Products	\$2.5b
 Transportation Equipment	\$1.9b
 Machinery	\$1.7b
 Processed Foods	\$1.4b



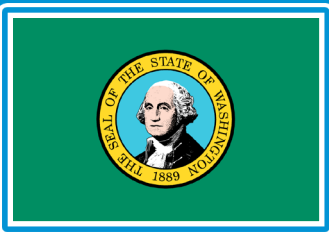
# SUNRNR



Based in the Shenandoah Valley, **SUNRNR of Virginia, Inc.** manufactures and sells high-quality, high-capability, green, silent, portable generator power systems that store over 2000W renewable energy in rechargeable battery for off-grid electricity or emergency backup power. The product is often used in industries such as construction to provide power for well pumps, scooters and remote sites.

SUNRNR currently exports to TPP partners Canada and Japan, as well as several African countries. Exports make up 7 percent of the company's total sales, and the company is enthusiastically looking to expand into new markets. TPP and T-TIP could provide the company with an opportunity to expand its business abroad by streamlining regulations and lowering the cost of its products in TPP and T-TIP markets.

- ✓ Ships to TPP partner countries
- ✓ 7% of total sales from exports
- ✓ Eagerly seeking to expand into new markets
- ✓ Faces tariffs as high as 20% in TPP countries



## STATE TRADE FACTS

# Washington

### WASHINGTON BY THE NUMBERS

 **\$90.6 billion**

Value of goods exported in 2014  
Up 206% since 2004

 **390,690**

U.S. jobs supported by  
goods exports in 2014

 **12,646**

Number of goods exporting  
companies in 2013

 **89.9%**

Goods exporters that were small- or  
medium-sized businesses in 2013

### TRADE BENEFITS WASHINGTON

**\$26.9 billion**

In goods exports to TPP  
partners in 2014

**30%**

Of goods exports destined for  
TPP partners in 2014

**\$9.2 billion**

In goods exports to T-TIP  
partners in 2014

**10%**

Of goods exports destined for  
T-TIP partners in 2014

### 2013 KEY AGRICULTURAL EXPORTS

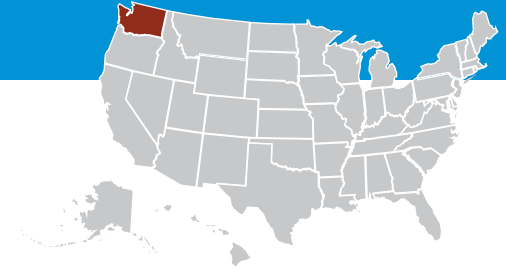
	Processed Fruits & Nuts	\$1.2b
	Other Plant Products	\$953m
	Wheat	\$706m
	Fresh Fruit	\$565m
	Processed Vegetables	\$276m

### 2014 KEY MANUFACTURING EXPORTS

	Transportation Equipment	\$51.8b
	Petroleum & Coal Products	\$4.4b
	Computer & Electronic Products	\$3.9b
	Processed Foods	\$3.5b
	Machinery	\$2.4b



# Northwest Door



**Northwest Door**, established in 1946, manufactures steel, aluminum and wood garage doors at their 288,000 sq. ft. facility in Puyallup, Washington. They currently employ 245 people. They are a \$50-100 million private company, that attributes 10% of revenue to exports. They export to Canada, Australia, Saudi Arabia, New Zealand, Bahrain, Japan, Oman, and Israel. Since last year, their exports to the Pacific region have increased 50% and exports to the Middle East have increased 30%.

Company president Jeff Hohman noted that because of “hardworking American innovation, they are able to compete globally.” In 2013, they received the Emerging Business of the Year award from at the World Trade Center-Tacoma. Hohman noted that exports are a key factor to their business growth and he is excited for the future of international trade.

- ✓ **Ships to TPP partner countries**
- ✓ **50% increase in exports to Pacific region last year**
- ✓ **10% of revenue attributed to exports**



## STATE TRADE FACTS

# West Virginia

### WEST VIRGINIA BY THE NUMBERS

 **\$7.5 billion**

Value of goods exported in 2014  
Up 130% since 2004

 **35,822**

U.S. jobs supported by  
goods exports in 2014

 **1,121**

Number of goods exporting  
companies in 2013

 **75.5%**

Goods exporters that were small- or  
medium-sized businesses in 2013

### TRADE BENEFITS WEST VIRGINIA

**\$2.6 billion**

In goods exports to TPP  
partners in 2014

**35%**

Of goods exports destined for  
TPP partners in 2014

**\$2.4 billion**

In goods exports to T-TIP  
partners in 2014

**32%**

Of goods exports destined for  
T-TIP partners in 2014

### 2013 KEY AGRICULTURAL EXPORTS

	Poultry Products	\$52m
	Other Plant Products	\$38m
	Beef & Veal	\$19m
	Other Livestock Products	\$9m
	Processed Fruits & Nuts	\$8m

### 2014 KEY MANUFACTURING EXPORTS

	Chemicals	\$1.7b
	Machinery	\$1.2b
	Primary Metal Products	\$282m
	Transportation Equipment	\$244m
	Misc. Manufactured Goods	\$178m





# Wheeling Truck Center



Founded in 1933, **Wheeling Truck Center** of Wheeling, West Virginia is a fourth-generation family-owned and operated business selling truck parts. With 21 employees, the company has increased the number of employees due to the success of selling internationally and currently has 3 full-time employees dedicated to international sales.

The company exports truck parts to TPP partners Malaysia and Chile, FTA partner Korea, Bolivia, the UAE, Turkey, and other destinations around the world, with over \$2 million in international sales last year. They have sold into 98 countries worldwide.

- ✓ **Ships to TPP partner countries**
- ✓ **Increased exports led to expanded workforce**

“Trade agreements have benefited our company. Some of our most successful markets are countries which the U.S. has an FTA with. For example, the Korean FTA helped increase sales into the Korean market.”

**Chad Remp, Manager**



## STATE TRADE FACTS

# Wisconsin

### WISCONSIN BY THE NUMBERS

 **\$23.4 billion**

Value of goods exported in 2014  
Up 84% since 2004

 **124,913**

U.S. jobs supported by  
goods exports in 2014

 **8,737**

Number of goods exporting  
companies in 2013

 **86.9%**

Goods exporters that were small- or  
medium-sized businesses in 2013

### TRADE BENEFITS WISCONSIN

**\$13.4 billion**

In goods exports to TPP  
partners in 2014

**57%**

Of goods exports destined for  
TPP partners in 2014

**\$3.9 billion**

In goods exports to T-TIP  
partners in 2014

**17%**

Of goods exports destined for  
T-TIP partners in 2014

### 2013 KEY AGRICULTURAL EXPORTS

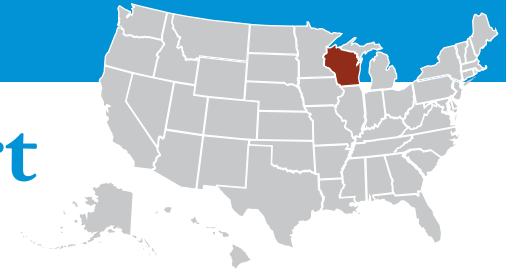
 Dairy Products	\$924m
 Soybeans	\$373m
 Other Plant Products	\$326m
 Feeds & Fodder	\$225m
 Other Livestock Products	\$211m

### 2014 KEY MANUFACTURING EXPORTS

 Machinery	\$5.4b
 Computer & Electronic Products	\$2.9b
 Processed Foods	\$2.2b
 Transportation Equipment	\$2.2b
 Chemicals	\$2.0b



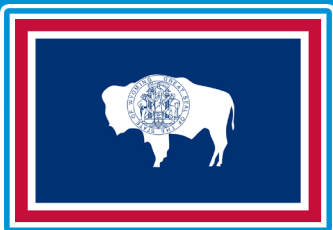
# Contrail Aviation Support



**Contrail Aviation Support** is based in Verona, Wisconsin. Joe Kuhn established Contrail Aviation Support in 2000 after several years as a top salesperson for Mitchell Aircraft in Cary, Illinois. Contrail is a supplier of after-market and surplus commercial jet engine components to major maintenance repair and overhaul facilities worldwide. The business flourished with its focus on the Pratt & Whitney JT8D engine, which powers Boeing 727, 737, and McDonnell Douglas DC-9 aircraft.

In 2008, as companies began to retire their older aircraft, Contrail's market began to contract. CFM56 engines, which power all Boeing 737 aircraft built since 1983, would be its next product line. However, these engines were much more expensive than the JT8D, increasing Contrail's need for capital. Wisconsin Bank & Trust was able to provide a \$1 million SBA Export Line of Credit. The firm was able to access additional working capital to purchase more inventory. Contrail doubled its sales from \$6 million in 2009 to \$12 million in 2010, with sales soaring to \$29 million in 2011. Joe continues to grow the business by travelling the world to keep and develop relationships with both buyers and sellers.

- ✓ Doubled sales from \$6 to \$12 million between 2009 and 2010
- ✓ \$29 million in sales in 2011
- ✓ Expanded workforce to support increasing sales



## STATE TRADE FACTS

# Wyoming

### WYOMING BY THE NUMBERS

 **\$1.8 billion**

Value of goods exported in 2014  
Up 158% since 2004

 **6,489**

U.S. jobs supported by  
goods exports in 2014

 **452**

Number of goods exporting  
companies in 2013

 **73.5%**

Goods exporters that were small- or  
medium-sized businesses in 2013

### TRADE BENEFITS WYOMING

**\$1 billion**

In goods exports to TPP  
partners in 2014

**57%**

Of goods exports destined for  
TPP partners in 2014

**\$111 million**

In goods exports to T-TIP  
partners in 2014

**6%**

Of goods exports destined for  
T-TIP partners in 2014

### 2013 KEY AGRICULTURAL EXPORTS

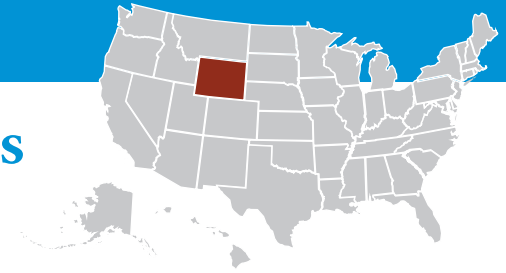
	Other Plant Products	\$117m
	Beef & Veal	\$95m
	Other Livestock Products	\$58m
	Hides & Skins	\$39m
	Feeds & Fodder	\$32m

### 2014 KEY MANUFACTURING EXPORTS

	Chemicals	\$992m
	Machinery	\$90m
	Petroleum & Coal Products	\$57m
	Electrical Equipment	\$23m
	Fabricated Metal Products	\$20m



# Wyoming Completion Technologies



**Wyoming Completion Technologies, Inc. (WCT)** is an oil tool manufacturing and design firm located in Powell, Wyoming. The company now depends on access to overseas markets. It sold products for the first time to Indonesia, earning \$270,000 in revenue.

In early April 2013, Scott and Janice Hecht traveled to Indonesia for a successful visit with Wyoming Completion Technologies' new Indonesian partner, and they anticipate additional sales in the future.

- ✓ **Established presence in Indonesian market**
- ✓ **Anticipates future sales in the region**

# Methodology

THIS REPORT PRESENTS THE VALUE of goods exports, the estimated jobs supported by those exports, and number of companies that export goods from each state and for the Nation. National data contain information on services exports as well as goods exports; services detail by state is unavailable and is therefore not included on state fact pages. It contains data from the U.S. Departments of Commerce and Agriculture.

## **GOODS EXPORTS BY STATE (TOTAL, T-TIP & TPP) (2014)**

Goods exports by state are calculated by the U.S. Census Bureau, based on origin of movement of the goods as they begin their journey out of the U.S. Data can be found publicly on the U.S. Department of Commerce's Trade Stats Express website:

[HTTP://TSE.EXPORT.GOV](http://tse.export.gov)

## **JOBS SUPPORTED BY GOODS EXPORTS (2014)**

Jobs supported by U.S. exports are calculated by the Department of Commerce based on the trade data produced by the U.S. Census Bureau and the input-output tables produced by the Bureau of Economic Analysis. This data can be found on the U.S. Department of Commerce's website:

[HTTP://WWW.TRADE.GOV/MAS/IAN/EMPLOYMENT/](http://www.trade.gov/mas/ian/employment/)

## **EXPORTING COMPANIES (TOTAL AND SME) (2013)**

The number of exporting companies is calculated by the U.S. Census Bureau, and is based on Economic Census and survey data on file at the Census Bureau, administrative records from other government agencies, and documents filed for export clearances. The state specific information is once again based on the state of origin of movement. This data can be found on the U.S. Census Bureau's website at:

[HTTP://WWW.CENSUS.GOV/FOREIGN-TRADE/PRESS-RELEASE/EDB/2013/EXH6A.PDF](http://www.census.gov/foreign-trade/press-release/edb/2013/exh6a.pdf)

## **AGRICULTURAL EXPORTS BY STATE (2013)**

The Economic Research Service of the U.S. Department of Agriculture (USDA) creates these values by applying estimates of state shares of U.S. exports for total and selected individual commodities based on U.S. farm cash-receipts data to the national agricultural export data produced by the U.S. Census Bureau. Data can be found publicly on the USDA website:

[HTTP://WWW.ERS.USDA.GOV/DATA-PRODUCTS/STATE-EXPORT-DATA.ASPX#.U\\_TJZVMWJKI](http://www.ers.usda.gov/data-products/state-export-data.aspx#.U_TJZVMWJKI)

## **MANUFACTURING EXPORTS BY STATE (2013)**

Goods exports by state are calculated by the U.S. Census Bureau, based on origin of movement of the goods as they begin their journey out of the U.S. Manufacturing goods are based on the North American Industry Classification System (Codes 3-5). Data can be found publicly on the U.S. Department of Commerce's Trade Stats Express website:

[HTTP://TSE.EXPORT.GOV](http://tse.export.gov)

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