



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

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

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

Why Montana companies should export:

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

Export Successes in Montana

SRS Crisafulli of Glendive, MT, produces self-propelled dredges, pumps, and portable power units for use in industrial, agricultural, mining, and municipal applications. Looking to facilitate a dredge sale to France, it requested help from the CS Missoula office. Stepping in, CS identified the proper HTS classification of the dredge and worked through a licensing determination for the shipment under the Export Administration Regulations. As a result, SRS successfully completed the \$200,000 sale.

Resonon is a Bozeman-based innovator of hyperspectral imaging systems used in biotechnology, agricultural, sorting and packaging, mining, and manufacturing. It looked to the CS Missoula office for guidance on how to ship its products overseas. CS Missoula provided instruction on Export Administration Regulations, International Traffic in Arms export control provisions; filing of Electronic Export Information, and HS schedule product classifications. CS also guided the company through its first licensing determination. With this CS support, Resonon sent its first-ever export shipment, a \$35,000 sale, to Australia.

ITA Impact on Montana (FY 09–10)

- *CS-Facilitated Export Value: \$2,691,684*
- *Companies Served: 53*
- *Jobs Supported by Exports: 15*
- *Top Industries Served:*
 - *Renewable Energy Equipment*
 - *Agricultural Equipment*
 - *Mining Equipment*
- *Export Markets: 30*
- *Active CS Clients: 67*

U.S. Commercial Service Montana

Missoula
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buyusa.gov/montana

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