



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

## Helping Oregon 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 Oregon 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 Oregon

**ADI Mobile Health** of Tualatin, OR, makes mobile medical and dental clinics. The firm contacted the CS Portland office for assistance on a potential contract with the Malaysian Ministry of Health for a mobile mammography clinic. The CS provided counseling and assistance in verifying the legitimacy of the project and how to export medical devices to Malaysia. CS efforts helped ADI Mobile Health secure the winning the bid that resulted in a \$400,000 sale to the Malaysian Ministry of Health.

**Videx Inc.** of Corvallis, an industry leader in the design and manufacturing of access control and data collection products, sought out the CS Portugal office for assistance in expanding its international market share. CS staff provided export counseling services and facilitated communication between Videx and Feérica Lda, a Portuguese company that commercializes safety and security equipment. As a result, Feérica purchased Videx’s Cyberlock system valued at \$75,800.

## *ITA Impact on Oregon (FY 09–10)*

- *CS-Facilitated Export Value: \$45,347,395*
- *Companies Served: 144*
- *Jobs Supported by Exports: 245*
- *Top Industries Served:*
  - *Education & Training Services*
  - *Agricultural Products*
  - *Safety & Security Equipment*
- *Export Markets: 72*
- *Active CS Clients: 303*

## U.S. Commercial Service Oregon

Portland  
(503) 326-3001  
[buyusa.gov/oregon](http://buyusa.gov/oregon)

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