



Expand your market overseas.

Washington State businesses understand the power of tapping overseas markets. Last year, \$64.6 billion in goods were shipped worldwide by 8,000+ companies. \$27 billion of that involved aerospace products. Not surprising, given that the state's proximity, geography and exports know-how make it the ideal place to set up an export business.

While Washington is known worldwide for its airplanes, apples, wine and software, exporters also ship an amazing

array of goods, from alloys and composites to robotics. Because the state is equidistant between Europe and Asia, "made in Washington" goods can be easily shipped economically around the globe.

One of the many reasons for our success in exports is the state's Export Initiative, which helps small to medium sized businesses tap new international markets and customer bases. Recent success stories of this initiative include software innovator Swype, advanced materials pro-

ducer Janicki Industries and the Wood Stone Corporation.

Washington State is blessed with a superb waterway transportation system, connecting exporters to the Pacific Ocean and beyond through 75 public ports, including the Port of Seattle and Port of Tacoma, our two largest shipping centers. Exporters also have access to 139 regional airports as well as 3,666 miles of railways to connect them throughout North America, Central America and South America.

WASHINGTON STATE

CENTRALIZED EXPORT HUB

"OUR EXPERIENCE WITH THE DEPARTMENT OF COMMERCE'S PROGRAMS TO HELP SMALL BUSINESSES EXPORT HAS EXCEEDED OUR EXPECTATIONS IN GENERATING BUSINESS FOR THE COMPANY."

**-RICHARD COUNIHAN, CEO
ENPRECIS, INC.**

An export expert is always nearby.

Exports are driving the state's economy. It's estimated that nearly a third of the state's economic growth can be attributed directly to exports and almost half of the new jobs created in the state are export related. Leading this growth in exports is the Department of Commerce, which works closely with businesses who are exporting now or want to export in the future.

The department offers businesses international trade assistance, in most cases, at no cost. Tapping their vast international expertise, our business specialists can help you with market intelligence, a list of potential buyers and/or distributors, trade leads, partner searches, matchmaking meetings, finance options, trade missions and trade shows, advocacy and export documentation.

Choose Washington as your export HQ.

Whether you're new to exporting or a seasoned pro, Washington State and the Department of Commerce make it easy to ship your products and services around the world.

Not only do we offer you a superb logistical infrastructure, but we support you with the knowledge and know-how needed to expand into new markets and reach new customers. As you know, many cultures require government-level introductions and support and we can help you open those doors.

Choose Washington as your gateway to a profitable, productive export strategy.



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