

# International Trade

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## North Carolina Department of Commerce

Nearly one in five jobs in North Carolina is tied to international trade. In 2008, there were 407 companies assisted with export services. Business development managers help companies in a variety of ways to enter the worldwide market to include:

- Preparing marketing plans
- Handling export operations
- Providing market research
- Identifying best market prospects
- Advising on finance and insurance options
- Working to find customers and partners.

The North Carolina Department of Commerce is located in two domestic and seven foreign offices. The domestic offices in Raleigh and High Point help companies prepare to sell products overseas. Foreign trade representatives in Canada, Mexico, Germany, Korea, China (Shanghai, Hong Kong) and Japan locate distribution channels and partners for North Carolina companies looking to enter the foreign markets and assist them with on-the-ground services in these countries.

Specialists at the North Carolina Department of Commerce can provide the help needed for opportunities available in our global economy.

Due to the central East Coast USA location, North Carolina plays a strong role in the global economy. The location, motivated workforce, competitive business climate and extraordinary quality of life are just a few reasons that a wide variety of companies enjoy the opportunities the state has to afford.

Engaging in global business enables companies to grow faster and achieve higher profits. Two areas offered by our International Business service professionals are:

- International Trade business development managers offer services to help North Carolina companies export for the first time and assist those North Carolina companies who want to expand their export capability.

- International Investment economic development managers focus on attracting and retaining companies from around the world to help them connect with the proper North Carolina government, industry, and development agency.

Building Address: 301 North Wilmington Street  
Raleigh, NC 27601-1058

Mail: 4301 Mail Service Center  
Raleigh, NC 27699-4301

Phone: (910) 733-4151

Web: <http://www.nccommerce.com/en>

## **International Trade Contacts**

### **Director of International Trade**

Jean Davis

(919) 715-5746 or email [jdavis@nccommerce.com](mailto:jdavis@nccommerce.com)

The contact information for **Business Development Managers** is given below:

Derek O. Chen

(919) 733-2730

Fax: (919) 733-0110

[dchen@nccommerce.com](mailto:dchen@nccommerce.com)

**Industry Sectors: Motorsports and Automotive Equipment**

Joseph Conaty

(919) 715-5743

Fax: (919) 733-0110

[jconaty@nccommerce.com](mailto:jconaty@nccommerce.com)

**Industry Sectors: Biotechnology, Pharmaceuticals and Life Sciences**

Thomas G. Crump

(336) 884-8170

Fax: (336) 884-8171

[tcrump@nccommerce.com](mailto:tcrump@nccommerce.com)

**Industry Sectors: Furniture and Home Furnishings**

Glenn F. Jackman

(919) 733-2829

Fax: (919) 733-0110

[gjackman@nccommerce.com](mailto:gjackman@nccommerce.com)

**Industry Sectors: Textiles, Apparel and Hosiery**

Jim Roberts

(919) 715-5742

Fax: (919) 733-0110

[jroberts@nccommerce.com](mailto:jroberts@nccommerce.com)

**Industry Sectors: IT, Nanotechnology, Environmental Technology and Alternative Energy**

Kuldip S. Wasson

(919) 715-5771

Fax: (919) 733-0110

[kwasson@nccommerce.com](mailto:kwasson@nccommerce.com)

**Industry Sectors: Telecommunications, Computers and Electronics**

Source: [www.nccommerce.com](http://www.nccommerce.com)

## **North Carolina Department of Agriculture and Consumer Services International Trade Office**

This branch helps to connect international buyers and North Carolina suppliers of agricultural commodities, value-added foods and forest products.

Contact: Peter Thornton, Assistant Director (919) 733-7912

## **United States Department of Commerce, International Trade Administration**

[www.ita.doc.gov](http://www.ita.doc.gov)

The major goal of the International Trade Administration (ITA) is to promote an economic opportunity for American workers and businesses by promoting trade and investment. ITA helps U.S. companies navigate foreign markets and educate companies to specific market areas.

Contact: 1-800-USA TRAD(E)

Local Contact: The U.S. Export Assistance Center for KENANSVILLE, NC - 28349

Raleigh US Export Assistance Center

10900 World Trade Blvd., Suite 110

Raleigh, NC 27617

<http://www.buyusa.gov/northcarolina/>

919-281-2750

[Sandra.Edwards@mail.doc.gov](mailto:Sandra.Edwards@mail.doc.gov)

## **North Carolina State Port Authority**

The port authority owns and operates deep water seaport terminals in Morehead City and Wilmington. Tax credits are available to N.C. companies who increase their cargo volume. Credits are also available for both import and export. Inland terminals also offer container-shipping customers in western parts of the state convenient access to the Port of Wilmington. See below:

[Port of Wilmington](#)

[Port of Morehead City](#)

[Charlotte Inland Terminal](#)

[Piedmont Triad Inland Terminal](#)

[NC International Terminal](#)

[Southport Marina](#)

North Carolina State Ports Authority

2202 Burnett Boulevard

P.O. Box 9002

Wilmington, NC 28402

1-800-334-0682 | 910-763-1621 | Fax: 910-763-6440

For more information, visit the web at [www.ncports.com](http://www.ncports.com)

## **Small Business & Technology Development Center**

The Small Business and Technology Development Center (SBTDC) was founded in 1984 and has been committed to providing business counseling and management education to prospective businesses in North Carolina. Most SBTDC services are free of charge and all SBTDC services are confidential. Their service helps companies grow, expand their market and increase competitiveness by providing assistance in the following areas:

Technology Development and Commercialization  
Government Procurement  
Export Financing Services  
Boating Industry Services  
Marketing & Research Services

Contact: **SBTDC at UNC Wilmington**  
5051 New Centre Drive  
Wilmington, NC 28403-3297  
910.962.3744  
[uncw@sbtcdc.org](mailto:uncw@sbtcdc.org)

## **United States Small Business Administration**

Export services:

Selling goods around the world can bring large rewards in the global economy of today. The Small Business Administration (SBA) has the resources to help. The following three specialized loan guaranty programs can provide export financing, credit to close a sale, and funds for working capital.

[Export Express](#)  
[Export Working Capital Loan](#)  
[International Trade Loan](#)

For more information, visit the web at [www.sba.gov](http://www.sba.gov).

Contact: (704) 344-6563 or 1-800-827-5722