



## **News for Immediate Release**

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### **Corbett Administration: International Business Programs Help to Increase Job Growth in PA**

**Harrisburg** – The Corbett Administration recently released the 2012 World Trade PA Impact reports showing the continued economic benefits of export and foreign direct investment programs that have helped to support job growth and new investment across Pennsylvania.

“Governor Corbett’s commitment to supporting international business growth is leading to new job growth across the state,” said Department of Community and Economic Development Secretary C. Alan Walker. “This year’s World Trade PA Impact reports are a testament to the effectiveness of our international programs.”

The 2012 World Trade PA Impact reports show an increase of Pennsylvania export sales and foreign direct investment as well as the jobs supported by the program. The increases generated are a direct result of Pennsylvania’s Office of International Business Development (OIBD). Since the program’s inception, World Trade PA has helped to create 37,500 jobs, attract more than \$910 million in foreign capital investment and assist with Pennsylvania export sales of more than \$2.10 billion.

The Center for Trade Development, housed within OIBD, has 21 international trade representatives that help Pennsylvania exporters expand their reach, capacity and capability to sell into new markets by providing clients with access to market research, partner search services, grants, and a full schedule of international trade shows and missions.

Stoltz Manufacturing LLC, located in Morgantown, Berks County, which manufactures industrial spreaders for the agriculture and construction industries, participated in a trade mission to Australia and New Zealand earlier this year. The Center for Trade Development helped the company set up one-on-one meetings with agriculture/construction businesses and provided market research and logistics assistance.

“We joined the PA trade delegation to Australia and New Zealand to meet prospective customers and dealers,” Stoltz Manufacturing VP of Sales and Marketing Gary Lake said. “As a result of that trip, we have received orders for seven units and have established a master distributor for both countries. We have hired additional staff to meet this 33-percent increase in orders.”

OIBD's Center for Direct Investment is responsible for the attraction of foreign-owned companies to locate business operations to Pennsylvania. Currently, the center is contracted with 10 authorized international representatives, covering 21 countries, in order to attract foreign direct investment to Pennsylvania.

Tokyo Chemical Industry America (TCI), a leading international manufacturer of specialty organic chemicals, received technical assistance with site selection for its new logistics center in Montgomeryville, Montgomery County. The Center for Direct Investment made introductions to local brokers and regional economic development contacts, and secured connections with Montgomery County Community College to establish a training program for TCI's workforce.

"DCED provided extensive support in Tokyo Chemical Industry America's efforts to locate a distribution center on the East Coast," TCI America Assistant General Manager Rebecca McKenchnie said. "This was a key factor in TCI's decision to select the greater Philadelphia area for our new facility. With the help of PA Career Link, we found nearly all of our highly qualified employees from the ranks of Pennsylvania's unemployed."

For more information about the Office of International Business Development or other economic development services, visit [www.newPA.com](http://www.newPA.com) or call 1-866-466-3972.

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