



WHY EXPORTING WORKS



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COMPETITIVE ADVANTAGES

Source: U.S. Department of Commerce



40

MILES FROM LA & LONG BEACH SEAPORTS



3

MAJOR AIRPORTS



3

MAJOR INTERSTATE HIGHWAYS



2

MAJOR RAILWAYS

BENEFITS OF EXPORTING

Source: U.S. Department of Commerce

- U.S. companies that export **GROW FASTER** than non-exporting companies
- Exporting provides companies with a **DIVERSIFIED SALES** base and **INCREASES IN PRODUCTIVITY**
- **Grow Your Bottom Line:** Companies that **EXPORT** are **17% MORE PROFITABLE** than those that don't



144%

INCREASE IN EXPORT
GROWTH SINCE 2006



95%

OF THE WORLD'S CUSTOMERS LIVE
OUTSIDE THE UNITED STATES



98%

OF ALL EXPORTERS ARE
SMALL & MEDIUM-SIZED COMPANIES



90%

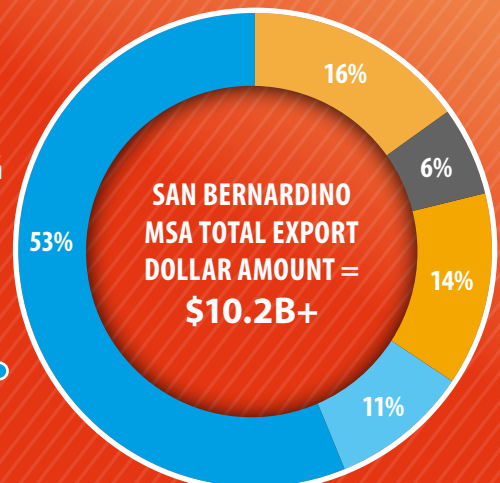
OF MSA GOODS EXPORTERS ARE
SMALL & MEDIUM-SIZED COMPANIES

MSA EXPORTS BY INDUSTRY

Source: U.S. Department
of Commerce

MANUFACTURING

- Primary Metals \$1.6B+ ○
- Computer & Electronic Products \$1.4B+ ○
- Transportation Equipment \$1B+ ●
- Machinery (except electrical) \$600M+ ○
- All Others \$5.6B+ ●





TOP 5 EXPORT MARKETS FOR SAN BERNARDINO COUNTY MSA

Source: U.S. Commercial Service



1. MEXICO
\$1.5B+



2. CANADA
\$1.2B+



3. CHINA
\$900M+



4. JAPAN
\$600M+



5. VIETNAM
\$200M+



ALL OTHERS
\$5.8B+

TESTIMONIALS

“BEING IN **SAN BERNARDINO COUNTY** ALLOWS US TO BE MORE **COMPETITIVE** DUE TO THE COST SAVINGS OF BEING IN AN AFFORDABLE **GEOGRAPHIC LOCATION**.”

LARRY MITCHELL JR, OPERATIONS MANAGER, MITCO INDUSTRIES

“THE BIGGEST **ADVANTAGE** OF BEING IN SAN BERNARDINO COUNTY IS ALLOWING US TO HAVE ACCESS TO THE **ENTIRE NATION**. BEING IN CALIFORNIA GIVES US THE CAPABILITY FOR **SPEEDY DELIVERY** TO **ALL OUR CLIENTS ON THE WEST COAST**.”

JENNIFER KRAMER, PUBLIC RELATIONS/COMMUNICATIONS MANAGER, MAPEI GROUP

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