



Washington State
Department of Agriculture



OUR MISSION

We work in partnership with Washington's food and agriculture industry to assist companies to sell their products internationally.

OUR GOAL

To increase sales for Washington State's food and agriculture exporters by:

- Matching sellers with qualified buyers
- Removing market access barriers to open or expand a market
- Participating in Governor's missions to promote Washington agriculture and advocate for open markets

How To Contact Us

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Department of Agriculture
International Marketing Program**

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PUB 200-137 (N/6/05)
Inquiries regarding the availability of this publication in an alternate format should be directed to the WSDA receptionist at (360) 902-1976 or Telecommunications Device for the Deaf (360) 902-1996.



**Helping Washington
Companies Expand
Food & Agricultural Sales
Around the World**

How We Help Washington Companies Expand Food & Agricultural Sales Around the World

Matching Sellers With Qualified Buyers

✓ Trade Shows

Foreign and domestic trade shows are valuable tools for presenting a company or new product to a large number of potential buyers.

✓ Trade Leads

Trade specialists in Olympia, Yakima and the Tri-Cities can help develop export strategies, identify and provide introductions to potential buyers, and direct companies to many other sources of export assistance.

✓ Overseas Representatives

Our overseas representatives in Japan, China, Taiwan and Malaysia are local industry experts who can provide in-country information and intelligence, help facilitate sales by setting up local appointments, and accompany you on those appointments if you wish.

✓ In-store & Menu Promotions

These promotions introduce Washington products where they have the most impact – premier retailers and high-end restaurants.

✓ Outbound Trade Missions

Outbound trade missions and seminars help get Washington products noticed and placed in export markets.

✓ Inbound Buyer's Missions

WSDA recruits individual buyers and buyer missions to visit Washington State. We work hard to bring qualified, serious buyers to meet with Washington companies and to learn about the abundance of quality products available here.

✓ Searchable Database of Food & Agricultural Suppliers

At impact.wsu.edu/Wasuppliers food buyers and others can search for over 1,000 companies by commodity or location.

Governor's Overseas Trade Missions

✓ Governor's Trade Missions

WSDA joins the Governor's Office on trade missions to promote Washington food and agriculture products, provide high-level introductions and reduce trade barriers for our agricultural sector.

Removing Market Access Barriers

✓ Individual Company Assistance

Export Documentation -- We assist with various documents and certificates required by the importing country. We also help resolve labeling, food safety and phytosanitary issues.

✓ Government-to-Government

We work with Washington's food and agriculture industry, the Governor's Office, the USDA and many others to raise awareness of barriers that harm our industries and advocate for their resolution.

