

Company Testimonials on the Benefits of Trade

3M Company, St Paul, Minn.

3M captures the spark of new ideas and transforms them into thousands of ingenious products. With \$30 billion in sales, 3M employs 88,000 people worldwide. Maintaining its strong manufacturing footprint in the United States, 3M relies on open and transparent trade to maintain and grow its operations in more than 70 countries. 3M is the innovation company that never stops inventing. 3M's global culture of creative collaboration inspires a never-ending stream of powerful technologies that make life better.

AGCO Corporation, Duluth, Ga.

AGCO is a leading agricultural machinery manufacturer with U.S. facilities in Kansas, Minnesota, Illinois and Alabama and assembly centers near ports in Maryland, Texas and Washington. The machinery that AGCO manufactures in the United States is particularly well suited for exporting. AGCO's machinery helps drive improvements in productivity in the field for farmers, and its grain storage solutions help ensure that harvested food is safely preserved in the marketplace. AGCO sees export growth as a key part of its strategy over the medium and long term. AGCO hopes the Administration and Congress move toward opening markets for its products and services.

Alcoa Inc., New York, N.Y.

Alcoa is the world's leading producer of primary and fabricated aluminum as well as the largest miner of bauxite and refiner of alumina. In addition to inventing the modern-day aluminum industry, Alcoa's innovation has been behind major advancements in the aerospace, automotive, packaging, building and construction, commercial transportation, consumer electronics and industrial markets over the past 125 years. Alcoa employs approximately 61,000 people in 30 countries around the world. Alcoa's long-term growth—and the growth of its industrial customers worldwide—relies on free and fair trade, including market-opening trade agreements, and positive investment climates in the countries where Alcoa has a footprint.

Archer Daniels Midland Company, Decatur, Ill.

Every day, the 30,000 people of Archer Daniels Midland Company (ADM) turn crops into renewable products that meet the demands of a growing world. At more than 265 processing plants, ADM converts corn, oilseeds, wheat and cocoa into products for food, animal feed, industrial and energy

uses. The company operates the world's premier crop origination and transportation network, connecting crops and markets in more than 140 countries on six continents. Access to foreign markets is a critical issue for ADM and for American agriculture. Chairman, President and CEO Patricia A. Woertz is a member of the President's Export Council, and the company has been a strong advocate for high-standard trade agreements that provide a mechanism for agricultural producers and exporters to have increased access to growing markets around the world.

Ashley Furniture Industries Inc., Arcadia, Wis.

Ashley Furniture Industries, Inc. (Ashley) is the largest furniture manufacturer in North America and one of the largest in the world. Established in 1945, Ashley offers one of the industry's broadest product assortments to retail partners in 123 countries. From design through fulfillment, Ashley continuously strives to provide the best values, selection and service in the furniture industry. Ashley's ability to reach consumers around the world enables it to grow its manufacturing here, which already supports more than 9,000 U.S. vendors.

Ball Corporation, Broomfield, Colo.

Ball Corporation is a Fortune 300 manufacturer of innovative, sustainable packaging solutions for beverage, food and household products customers worldwide as well as aerospace and other technologies primarily for the U.S. government. Headquartered in Broomfield, Colo., Ball employs approximately 8,500 people in the United States and reported 2012 sales of more than \$8.7 billion. With significant manufacturing operations in North America, Europe, South America and Asia, connecting with customers in these markets as well as emerging ones is imperative to growing its business and creating jobs. To that end, having the United States create a climate that encourages and fosters trade with America's foreign partners is a key opportunity for growing its operations.

Bayer Corporation, Pittsburgh, PA., Whippany, NJ., and RTP, NC.

Bayer is a global leader with core business in the areas of health care, agriculture, and high tech materials. Across all three businesses in the United States, Bayer has major manufacturing facilities in numerous states including California, West Virginia, Texas, Kansas, Missouri, Minnesota and Pennsylvania. As a major importer and exporter of raw materials and finished products, Bayer is invested in supporting free and fair trade. Open markets and free trade encourage investment in domestic manufacturing including a recent Bayer decision to construct a new, state-of-the-art manufacturing facility in Mobile, AL. Bayer relies on trade to simplify its complex global manufacturing processes. Further, free trade supports downstream customers, who rely heavily on trade to open new markets and expand sales for their finished products. Bayer strongly supports policies that will enhance the US domestic manufacturing to compete on the global stage.

Boeing, Chicago, Ill.

Boeing is the world's largest aerospace company and leading manufacturer of commercial jetliners and defense, space and security systems. As one of the largest U.S. exporters of manufactured goods, Boeing supports airlines and U.S. and allied government customers in 150 countries. Boeing employs more than 170,000 people, with 94 percent residing in the United States. Through its supply chain, Boeing supports an additional 1.4 million U.S. jobs across all 50 states. Boeing's purchases from U.S. suppliers totaled \$42 billion in 2012. Boeing continues to expand its product line and services to meet emerging customer needs. More than 75 percent of Boeing's commercial airplane revenue and nearly 25 percent of its defense revenue in 2012 came from customers outside the United States. Growing overseas markets will help Boeing grow even more in the United States.

Cargill, Incorporated, Wayzata, Minn.

Cargill is an international producer and marketer of food, agricultural, financial and industrial products and services. Since Cargill's founding in 1865 with a single grain elevator in Iowa, it has been purchasing farmers' crops, finding markets for their harvest and feeding people around the world. Over the years, the company has grown to become one of the largest privately owned businesses providing food, agricultural, risk management, financial and industrial products and services globally. Cargill employs 142,000 people in 65 countries, with 50,000 of these jobs located in the United States. Trade promotes free enterprise, creates jobs, grows economies and helps raise global living and nutrition standards. Cargill's support for open markets and free trade underpins its vision of nourishing people. International trade directly generates approximately 40 percent to 50 percent of Cargill's global revenue. International trade also directly generates one out of every four dollars Cargill earns in the United States. Trade agreements have played a critical part in advancing Cargill's workforce here in the United States. Since NAFTA was implemented in 1994, Cargill has added on average approximately 1,000 jobs annually to its U.S. workforce.

Case New Holland Inc., Burr Ridge, Ill.

Case New Holland (CNH) is a world leader in the agricultural and construction equipment businesses. Supported by nearly 11,500 dealers in approximately 170 countries, CNH brings together the knowledge and heritage of its Case and New Holland brand families with the strength and resources of its worldwide commercial, industrial, product support and finance organizations. CNH Global N.V. is a majority-owned subsidiary of Fiat Industrial S.p.A. (FI.MI). More information about CNH and its Case and New Holland products can be found online at www.cnh.com.

Caterpillar Inc., Peoria, Ill.

Caterpillar is the world's leading manufacturer of construction and mining equipment, employing more than 50,000 employees in the United States and serving customers in more than 180 countries around the globe with more than 300 products. Caterpillar has been a longstanding advocate for free trade and open markets. The ability to manufacture in the United States and ship to other markets at globally competitive costs is key to growing its manufacturing here in the United States. U.S. free

trade agreements have been a big driver of export success by eliminating barriers and leveling the playing field, proving manufacturers in the United States can successfully compete with anyone. That's especially true at Caterpillar. During 2012, Caterpillar exported \$22 billion—double what it exported in 2009. Put another way, Caterpillar sells more than half of its U.S.-made products outside the country, supporting tens of thousands of domestic manufacturing jobs.

Cummins Inc., Columbus, Ind.

Cummins is the world's largest independent manufacturer of diesel engines and related components and technologies. In 2012, Cummins earned \$1.65 billion on sales of \$17.3 billion. Cummins' success simply would not have been possible without the significant growth in its international presence this decade. In 2012, more than half of Cummins' sales occurred outside the United States. To support those global sales, Cummins exported more than \$3 billion in goods from the United States last year and is on track to do the same or more this year. These exports are high-quality, high-tech goods like natural gas engines made in North Carolina and sold in China, generator sets made in Minnesota and sold in Brazil and heavy-duty engines made in New York or Indiana and sold in Australia. In fact, nearly 70 percent of the products made at Cummins' Seymour, Ind., plant and approximately 25 percent of the engines produced at the company's heavy-duty engine plant in Jamestown, N.Y., are sold outside the United States. Of Cummins' 46,000 employees worldwide, 18,000 are in the United States—its single-largest employee population. Over the past decade, Cummins has expanded significantly in international markets, with operations in more than 190 countries. Yet, nearly half of all global jobs created were in the United States. For Cummins, its ability to compete successfully on a global stage is essential to its future and provides it the ability to invest in the people, products, facilities and technologies for future growth.

Daimler, Montvale, N.J., and Portland, Ore.

Daimler is a German-owned company with more than 25,000 employees and 11 major manufacturing facilities in the United States, with business unit headquarters in Montvale, N.J., and Portland, Ore. Daimler's U.S. business units and brands, such as Mercedes-Benz, Freightliner, Western Star, Thomas Built Buses and Detroit Diesel, depend heavily on access to foreign markets for its exports from the United States. At the company's Mercedes-Benz facility in Tuscaloosa, Ala., more than half of the SUVs and light trucks produced there are exported to markets all around the world. The facility employs 3,000 people and is expanding in 2014 to build the C-Class sedan for the U.S. market. Daimler Trucks North America (DTNA) LLC, the U.S. commercial vehicle arm of Daimler, is also increasing its exports of Freightliner, Western Star and Thomas Built Buses. DTNA's goal is to reach an export volume of 15,000 units by 2015 in sales outside of the NAFTA region. DTNA has grown its international volume an astounding 277 percent from 2008 to 2012, reaching roughly 10,000 unit sales in 2012. This initiative focuses on existing core international markets, such as South Africa, Australia and Chile as well as entering into new markets such as Mongolia, Zambia and Mozambique. The competitiveness of the U.S. market is critical to this success, and trade agreements, such as the Transatlantic Trade and Investment Partnership, make the United States an increasingly attractive place for foreign investment and exports.

DuPont, Wilmington, De.

For more than 200 years, DuPont has brought world-class science and engineering to the global marketplace through innovative products, materials and services. DuPont's market-driven innovation introduces thousands of new products every year, serving markets as diverse as agriculture; nutrition; electronics and communications; safety and protection; home construction; transportation; and apparel. DuPont employs 60,000 people and operates in more than 90 countries around the world. DuPont is a major exporter, and international trade is very important for the company—while two-thirds of DuPont's global manufacturing is in the United States, two-thirds of its global sales are now outside the United States. DuPont strongly supports policies that promote trade and investment within a rules-based trading system.

Eaton Corporation, Cleveland, Ohio

Eaton is a global technology leader in diversified power management solutions that make electrical, hydraulic and mechanical power operate more efficiently, effectively, safely and sustainably. Eaton has approximately 102,000 employees and sells products to customers in more than 175 countries. As a global corporate citizen, Eaton continues to place significant investment behind creating products, systems and services that support a sustainable future. This includes developing innovations that enable its customers to use electrical, hydraulic and mechanical power in numerous applications safely while reducing energy consumption and harmful emissions. Eaton's customers depend on the company to provide them with reliable products and services wherever they operate, and free and open trade allows Eaton to meet those needs.

Emerson, St. Louis, Mo.

Emerson is a diversified global manufacturing and technology company, offering a wide range of products and services in the industrial, commercial and consumer markets through its Process Management, Industrial Automation, Network Power, Climate Technologies and Commercial & Residential Solutions businesses. Recognized widely for its engineering capabilities and management excellence, Emerson has approximately 135,000 employees and 235 manufacturing locations worldwide, with more than 30,000 employees and nearly 80 locations in the United States. Emerson is truly a global business for which international sales have grown over the years. International sales now represent 59 percent of the company's total sales and are vital to growth for all of its businesses around the world. Emerson expects this trend to continue long term due to faster growth in emerging markets in Asia, Latin America, Eastern Europe and Middle East/Africa.

General Electric Company, Fairfield, Conn.

General Electric (GE) is a leading manufacturer of products that help power, build, move and cure the world, from aviation and trains, to wind turbines and medical equipment. GE has more than 300,000 employees, half of which are based in the United States. With 95 percent of our customers living outside of the United States, the international trade system and global innovation supply chains sustain most of GE's jobs. GE has long advocated for the free flow of goods, services, capital and

people and will continue to do so going forward. International trade raises living standards in both developed and developing economies, facilitates the flow of ideas and people, spurs innovation, strengthens the rule of law and lifts hundreds of millions out of poverty. As a global company, GE is dependent on an open and durable international trade network, supported by a fair and transparent regime of international trade rules.

Harley-Davidson Motor Company, Milwaukee, Wis.

Harley-Davidson Motor Company is the leading U.S. manufacturer of premium heavyweight motorcycles and a world-famous brand that sells products in 92 countries. Harley-Davidson employs approximately 6,500 people with U.S. manufacturing facilities in Wisconsin, Pennsylvania and Missouri. Expansion in export markets is vital to the Harley-Davidson business strategy and remains critical to the company's continued well-being. The company's continued growth will be reliant on investment in reliable and navigable economic opportunities in the global marketplace.

Honda North America, Inc., Torrance, Calif.

Honda established its first operations in America in 1959 and now employs more than 33,000 associates in its North American sales, research and development and manufacturing operations with a capital investment of more than \$22 billion. Based on Honda's approach of "building products close to the customer," Honda started local production of motorcycles in the United States in September 1979. In November 1982, Honda became the first Japanese automaker to begin automobile production in the United States. Honda now operates 14 major manufacturing facilities in North America, producing a wide range of Honda and Acura automobiles, automobile engines and transmissions; Honda all-terrain vehicles; and power equipment products, such as lawnmowers, mini-tillers and general purpose engines, using domestic and globally sourced parts. In 1987, Honda became the first Japanese automaker to export U.S.-made vehicles to overseas markets. Since that time, Honda has exported more than \$22 billion worth of automobiles and components from the United States and today exports to nearly 50 countries across Asia, Latin America, Europe and the Middle East. In 2012, Honda exported more than 90,000 U.S.-made vehicles and marked its 1 millionth vehicle for export from the United States in December. With increased production across North America, Honda will become a "net exporter" by 2014, meaning Honda will export more vehicles from North America than it imports from Japan.

Illinois Tool Works, Glenview, Ill.

Illinois Tool Works (ITW) is a nearly \$18 billion global manufacturer that designs and produces an array of highly engineered components, products and systems, predominantly for commercial and industrial customers around the world. At the close of 2012, ITW operated some 800 businesses in 58 countries where individual businesses focused on delivering products locally. In December 2012, ITW's CEO announced his implementation of the company's Enterprise Strategy, under which ITW will stay true to its 30-year integration of the 80/20 Principle, but will build its future growth from platform simplification resulting in fewer—but larger and stronger—business units. Hence, ITW predicts more revenue will be generated via cross-border sales than any time previously. The creation, implementation and fair enforcement of free trade agreements will have a greater impact on ITW's growth than ever before.

Intel Corporation, Santa Clara, Calif.

Intel is a global leader in the production of advanced integrated digital technology platforms, from microprocessors to motherboards that power computers, servers, smartphones, medical devices and next-generation technologies around the world. Three-fourths of Intel's products are manufactured in the United States, yet three-fourths of the company's revenue is generated from sales to customers overseas. This means that access to overseas markets through greater trade, particularly through robust trade agreements, is critical to the health of the company, including its ability to maintain technology leadership and continue paying high salaries to its U.S. employees. Additional trade agreements could open up new markets by addressing rapid changes in the information economy.

Kraft Foods Group, Inc., Northfield, Ill.

Kraft Foods Group, Inc., is one of the largest consumer packaged food and beverage companies in North America, with 23,000 employees and annual revenues of more than \$18 billion. Launched as a public and independent company on October 1, 2012, the new Kraft describes itself as having the spirit of a startup and the soul of a powerhouse. Kraft markets an unrivaled portfolio of products in the beverage, cheese, refrigerated meals and grocery categories, primarily in the United States and Canada, and also around the globe. Based in Northfield, Ill., with facilities in the United States and Canada, Kraft seeks to grow trade both to increase exports of finished goods and to import ingredients not found in North America. Expanded trade will provide opportunities to expand operations domestically to provide more of the company's products internationally.

LANXESS Corporation, Pittsburgh, Pa.

As a leading global chemical company, LANXESS produces and sells specialty chemicals in every region of the world. With nine manufacturing sites and approximately 1,000 employees in America, the United States is an important manufacturing location for LANXESS. The core business of LANXESS is the development, manufacturing and marketing of plastics, rubber, intermediates and specialty chemicals. Products produced by LANXESS in the United States are sold domestically as well as exported to other countries. By increasing trade with other countries, the export market for U.S. products will increase, allowing the United States to use its renewed global competitiveness as a manufacturing base and enable LANXESS to grow its manufacturing base as well as create more jobs.

Lasko Products, Inc., West Chester, Pa.

Lasko has been engineering and building high-performance home comfort products in the United States and around the world for more than 100 years. Under the direction of the Lasko family, this American company has grown to an international organization and market leader in fans and ceramic heaters. With domestic resources to service the market in season, Lasko collaborates

with its accounts to maximize sales. Plus, the hallmarks of the product line—performance, quality and value—make Lasko a consumer favorite. Trade has played a significant role in enhancing Lasko’s competitiveness and ability to continue manufacturing and supporting jobs in the United States.

Lincoln Electric Holdings, Inc., Cleveland, Ohio

Lincoln Electric is the leading global designer and manufacturer of arc welding products, robotic arc welding systems and plasma and oxy-fuel cutting equipment and has a leading position in the brazing and soldering alloy market. Lincoln Electric has 45 manufacturing facilities, including operations and joint ventures in 19 countries and a worldwide network that reaches more than 160 countries with revenue of \$2.9 billion in 2012. Customers worldwide have turned to Lincoln Electric for more than 100 years for innovative, value-added solutions for their welding needs. As a result, Lincoln Electric enjoys good export demand, and its overall success is highly dependent on international sales. In 2012, approximately 30 percent of Lincoln Electric’s U.S. revenue was from exports generated from its U.S. platform and shipped to 123 countries. In 2013, Lincoln Electric’s dedication to trade and the job creation it has generated was recognized by the President’s “E” Award for Exports, the highest recognition any U.S. entity may receive for making a significant contribution to the expansion of U.S. exports. Lincoln Electric is only one of two organizations to receive this award more than once since the program’s founding in 1961.

LORD Corporation, Cary, N.C.

LORD needs access to foreign markets to continue growing its business here the United States. A diversified technology company, LORD has a long history of developing breakthrough adhesive, coating and motion management technologies that significantly improve the performance of its customers’ products, including in the aerospace, defense, automotive and industrial sectors. With a presence in 25 countries, 50 percent of LORD’s sales are outside of the United States, increasing fourfold in the past 10 years. In 2011, LORD’s exports from the United States accounted for \$158 million in sales—up from \$67 million in 2001—and accounted for nearly one-third of the production from its U.S. plants. Thus, as LORD has expanded its international presence, it has also increased exports and jobs at its U.S. plants. Higher global revenues also enable LORD to invest 8 percent to 10 percent of annual sales in new technology, research and development, most of which is invested in the United States.

Marlin Steel Wire Products, Baltimore, Md.

Marlin Steel Wire Products, with 28 employees in Baltimore, custom-builds material-handling containers from steel wire and sheet metal for many industries, including automotive, aerospace, pharmaceuticals and telecommunications. The company, founded in 1968, also specializes in wire forming and machining. Exports to 36 countries make up one-quarter of Marlin’s business. President and Owner Drew Greenblatt has testified in support of recent trade agreements with South Korea, Colombia and Panama and other agreements being negotiated with Asia and Europe. He believes those compacts are leveling the playing field for U.S. goods and opening markets for “Made in the USA” products such as Marlin’s.

Materion Technical Materials, Lincoln, R.I.

Technical Materials supplies highly engineered, advanced enabling materials to leading and dynamic technology companies around the world. With 95 percent of consumers living outside North America and various supply chains becoming more and more global, no manufacturer can ignore the strategic importance of exporting. Over the past few years, supply chains that were domestic have become global, and it can be expected that phenomena will continue. With respect to Technical Materials' major markets, its ability to export has become critical, and the company exports more than 20 percent of its production. Technical Materials' ability to compete in the global markets it serves is critical to the long-term survival of its business. Although much of what Technical Materials does is based on proprietary processes and intellectual property, the U.S. government is driving up costs and making it very difficult to stay competitive. These government actions inhibit job growth. The NAM's *Growth Agenda* holds the key to reversing this trend and to growing manufacturing and jobs.

Paulson Manufacturing Corporation, Temecula, Calif.

Paulson Manufacturing was incorporated in 1947 as a manufacturer of goggles and safety equipment. Through the years, Paulson developed an expertise in the design and manufacture of personal protective equipment (PPE) with a specialty in face protection. The company maintains a research and development laboratory and a complete tooling division with manufacturing and warehousing on site in California. Paulson supplies specialized PPE to the military, police and fire service, industrial, electrical safety and sports markets. Paulson employs more than 180 people at the Temecula location with 25 percent of sales and payroll attributed to international sales. Paulson manufactures and distributes in the United States and to more than 80 countries worldwide.

PPG Industries, Pittsburgh, Pa.

PPG Industries' vision is to continue to be the world's leading coatings and specialty products company. Through leadership in innovation, sustainability and color, PPG helps customers in industrial, transportation, consumer products and construction markets and aftermarkets enhance more surfaces in more ways than any other company. Founded in 1883, PPG has global headquarters in Pittsburgh and operates in nearly 70 countries around the world. To take the fullest advantage of important new markets, the United States needs to complete trade agreements that promote innovation and protect intellectual property rights with key trading partners.

Procter & Gamble, Cincinnati, Ohio

Procter & Gamble (P&G) is one of the world's leading consumer goods companies, with sales in more than 180 countries and business operations in more than 80. Twenty-five of P&G's leadership brands generate more than \$1 billion in sales a year, including Pampers, Tide, Gillette, Pantene, Bounty, Charmin and Crest. P&G's success depends on open markets and its ability to manufacture and source products globally. With one in five P&G jobs in the United States supporting its global business, its ability to access and compete in markets around the world supports its domestic workforce. International trade is critical to P&G's success in the United States and around the world.

Quality Float Works, Inc., Schaumburg, Ill.

Quality Float Works, Inc., with 24 employees, is the premier manufacturer of hollow float metal balls and float assemblies in the nation. Led by third- and fourth-generation entrepreneurs—CEO and Design Engineer Sandra Westlund-Deenihan and son, President Jason Speer—this 98-year-old family-owned and operated manufacturing business is globally engaged and has grown sales by more than 200 percent over the past 10 years due to developing a technological innovation that has allowed us to compete in the international marketplace. Through continued entrepreneurial diversification, Quality Float Works made a historic shift by diversifying its product line with the launch of its Quality Float Valve Division. Float valve assemblies are used mainly to purify and desalinate water, among other applications, in developing nations. Quality Float Works exports its products to such locations as Australia, Belgium, Canada, China, Germany, Indonesia, Ireland, Kuwait, Mexico, Nigeria, Saudi Arabia, Singapore, Vietnam and several locations throughout the United Kingdom and Latin America. In 2011, Quality Float Works opened a distribution center in Dubai to help manage the international market, which remains its largest and fastest-growing sector of the business. The distribution center also assists fellow manufacturers in the United States in selling related products to the region. Continued efforts to diversify and explore opportunities in the global marketplace have led to historic sales growth of nearly 200 percent over the past decade. International sales have skyrocketed from 3 percent to 35 percent since 2001. The passage of additional free trade agreements would further expand the opportunity for businesses to play abroad and enter more untapped markets that could benefit from U.S. products.

Toyota USA, Torrance, Calif.

Toyota manufactures cars, trucks and components in 10 plants in eight states with \$19.5 billion in investment. Toyota's U.S. employment totals more than 31,000. Counting its dealers and parts suppliers, Toyota is responsible for some 365,000 jobs across this country. Toyota makes more than 70 percent of its vehicles in the United States and is committed to manufacturing in America. Toyota's recent announcement to move Lexus ES 350 production from Japan to Kentucky—creating 750 new U.S. jobs and a \$360 million investment—underscores the importance of free trade and its significance in boosting Toyota's long-term commitment to a strong, stable and growing U.S. presence. Toyota expects its U.S. production to continue to grow. Toyota exports all nine of its U.S. models to regions in 24 countries. Toyota is a global company with 52 manufacturing facilities in 27 countries and regions. Toyota believes deeply in the benefits of international trade and fair competition. Free trade policies have helped Toyota export U.S.-built models to regions around the world.

Vermeer Corporation, Pella, Iowa

For more than 65 years, Vermeer Corporation has been a leader in providing agricultural and industrial equipment that is built tough, built to perform, built for value and backed by caring customer service. Vermeer is a privately held manufacturer, based in Pella, Iowa, with nearly 3,000 employees. Founded by Gary Vermeer, the company is in its second generation of family management under President and CEO Mary Vermeer Andringa and Board Chair Bob Vermeer as well as members of the third generation. Today, Vermeer reaches customers in more than 60 nations.

Its footprint extends around the world, including locations in the Netherlands, Germany, China, Singapore, Hong Kong, Canada and Brazil as well as various wholly and partially owned subsidiaries in several states. More than 500 dealership locations worldwide offer local parts, service and sales support. Vermeer exports more than 30 percent of its Pella production. While domestic growth has been steady, growth in exports enables the company to remain strong during times of slower domestic sales. International trade is also a force for innovation and a key component enabling Vermeer to expand its Iowa employee base.

WESCO International, Inc., Pittsburgh, Pa.

WESCO, a publicly traded Fortune 500 holding company, is a leading provider of electrical, industrial and communications maintenance, repair and operating and original equipment manufacturers' products, construction materials and advanced supply chain management and logistic services. In 2012, WESCO's annual sales were approximately \$6.6 billion. WESCO employs about 9,000 people and maintains relationships with more than 18,000 suppliers worldwide. WESCO serves more than 65,000 active customers globally, including commercial and industrial businesses, contractors, government agencies and utilities. WESCO operates nine fully automated distribution centers and approximately 475 full-service branches in North America and international markets, providing a local presence for customers and a global network to serve multi-location businesses and multi-national corporations.