

Texas Ahead



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“The state supports the business environment.”



John Blodgett
President
Detex Corporation

The Lone Star State a Giant of World Trade

In the Hill Country town of New Braunfels, the Detex Corporation makes safety and security equipment for customers in more than 50 countries. President John Blodgett says that being located in Texas gives his company a unique competitive advantage in global markets. “Texas is such a great place to be,” he says. “The unemployment is low, and there’s a great work force here. And being centrally located in the U.S. gives us an excellent shipping advantage.”

Companies that want to enter the arena of international trade can get a lot of help in Texas. “The state supports the business environment,” Blodgett says, pointing to a variety of expertise and training opportunities. The University of Texas, Texas State University and Texas A&M University all offer world-class programs on global trade and exporting opportunities.

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Texas: Crossroads of the World

Texas is a hub for world trade, linking North and South, East and West. It’s an ideal location for international commerce.

- Texas has led the U.S. in exports for eight consecutive years. According to the U.S. International Trade Administration (ITA), Texas exported \$163.0 billion worth of goods in 2009; California was a distant second among states, with \$120.1 billion in exports. In that year, Texas exported products to 225 nations and territories.
- The Federal Reserve Bank of Dallas reports that about 14 percent of Texas’ economic output is related to exports. That’s nearly twice as big a share as for the U.S. as a whole.
- According to the Business Roundtable, an association of chief executives of leading U.S. companies, about 2.2 million Texas jobs were linked to international trade in 2004, a total second only to California’s.
- In 2009, computers and electronic products were Texas’ most important exports, at \$32.1 billion or about 19.7 percent of the total. Chemicals were a close second, at \$31 billion or 19 percent of the total.
- Texas’ closest international neighbor is its largest trading partner by far. According to ITA, Mexico accounted for about 34.4 percent of our exports (\$56.1 billion) in 2009 — more than the total exports of all states except California and New York in that year.
- Texas exporters also have increasingly close ties with the powerhouse economies of East Asia. In 2009, our 10 biggest export destinations included China, South Korea and Singapore, with Japan and Taiwan at 11th and 12th, respectively.



Detex Corporation sells its products to more than 50 countries.

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And the Texas Governor's International Business & Recruitment Program can assist would-be exporters in breaking into foreign markets, and help them promote their products with trade missions, trade shows and seminars.

Detex is just one of thousands of companies that have made Texas trade a truly worldwide enterprise.

- Trade's benefits are not restricted to large companies. According to the U.S. International Trade Administration, 92 percent of the 23,784 Texas companies that exported goods in 2007 were small or medium-sized businesses (those with fewer than 500 employees). These companies accounted for 32 percent of the state's exports in that year.

What Texas exports...

In 2009, computers and electronics were Texas' biggest exports, closely followed by chemicals.

2009 Texas Exports by Commodity

Commodity	Export Totals (in \$ millions)
Computers & electronic products	\$ 32,080.7
Chemicals	30,991.2
Machinery (except electrical)	23,791.6
Petroleum and coal products	21,415.6
Transportation equipment	14,377.5
Electrical equipment, appliances and parts	5,551.2
Fabricated metal products	5,519.2
Primary metal manufactures	4,959.5
Crop production	3,986.8
Misc. manufactures	3,643.6
Other	16,729.2
Total Texas Exports	\$163,046.2

Note: Total may not add due to rounding.
Source: U.S. International Trade Administration.

...and where we send it

Mexico is our largest export destination, but Asian economies are playing an increasingly important role.

2009 Texas Exports by Country

Country	Export Totals (in \$ millions)
Mexico	\$56,062.9
Canada	13,751.8
China	8,907.7
Netherlands	6,099.2
South Korea	5,300.1
Singapore	5,179.1
Brazil	5,061.0
United Kingdom	3,222.1
Belgium	2,995.3
Columbia	2,794.0
Other	53,673.1
Total Texas Exports	\$163,046.2

Note: Total may not add due to rounding.
Source: U.S. International Trade Administration.



Find more economic development resources for your Texas enterprise at www.TexasAhead.org or www.TexasEdge.org for detailed economic data.