

# WTCAK Trade Development Programs

## WTCAK has five focused trade development programs...

These programs are designed to give members and community partners the ideas, information and hands-on assistance to identify and pursue business opportunities in Alaska's major markets.

Four of the programs are country specific: *China Calling*, *Japan Focus*, *Korea Connection*, and *Canada: Opportunities Next Door*.

These countries represent the state's four largest trading partners.

Another program, *New Markets-New Customers*, is focused on new, high potential markets that are experiencing rapid economic growth.



## What our clients say about us...

We encourage businesses with an interest in expanding to international markets to become a member of WTCAK and discover the benefits of being a part of this dynamic group.

**Dennis L. Mitchell - Vice President Oil and Gas, Lynden International**

WTCAK has helped us develop long-term relationships with Alaskan businesses that are just entering the global marketplace or expanding their horizons.

**Richard Strutz - Regional President, Wells Fargo Bank Alaska**

Through my business career, and several business endeavors, WTCAK has been vital to connecting and selling in markets worldwide.

**Gregory Galik - Founder & Chairman, Alaska Brands Group, Anchorage**

Over the years, Usibelli Coal Mine and WTCAK have successfully partnered to market Alaska coal to a variety of international customers on the Pacific Rim.

**Bill Brophy - Vice President, Customer Relations, Usibelli Coal Mine, Inc.**

They helped us in every corner of the process from linking us with the appropriate contacts abroad to answering my many travel and visa questions.

**Angelina Skowronski - Marketing Development, The Auction Block Co.**

With WTCAK's help, and through their excellent South Asian regional network connections, we have developed key relationships that we are using to create some new and very exciting export items from Alaska to South Asia.

**Samuel Pelant - Managing Director, PolyEarth Construction International, LLC**

WTCAK staff apply their expertise where it matters, while their professional relationships throughout the world put global commerce at the fingertips of all Alaskan businesses.

**Ryan B. Gilbert - Business Advisor and International Trade Specialist, Alaska Small Business Development Center**