

Export Success



**DIVERSIFIED
PLASTICS, INC.**

Office of Trade and International Relations



Diversified Plastics

- founded in **1976**
- **family-owned** business
- based in **Missoula, Montana**
- over **50** employees
- machining, molding and casting **plastic parts**
- serve **water treatment** facilities, **home brewing** and **agriculture** industries



Marketing Consultation

- OTIR **regional outreach** strategy
- **one-on-one** on-site meetings with companies that have **export potential**
- refocusing on exports after **losing a key OEM supplier**
- renewed interest in **domestic and international** trade shows



WEFTEC TRADE SHOW

- world's largest **water quality show** in Chicago in September of 2015
- participated in MT DOC-led **Montana Pavilion** featuring **4 Montana companies**.
- exposed Diversified Plastics to **international buyers** in Asian markets and **mitigate risks**



Trade Mission / S. Korea and Taiwan

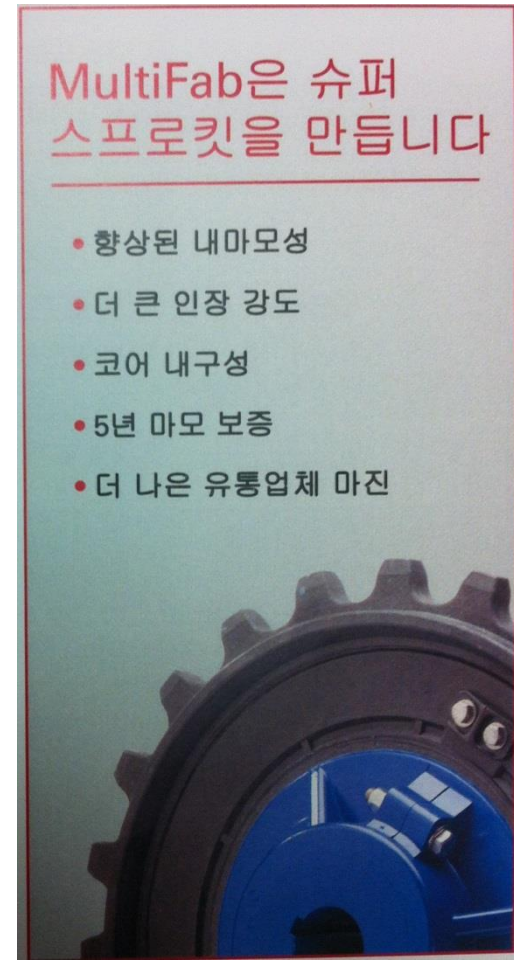


- participated in **Governor-led** trade mission
- utilized **Gold Key** Matchmaking Service provided by **US Commercial Service**
- attended networking functions with **international trade organizations**
- following mission anticipates export sales of **\$142,000** in 2015, and **\$200,000** in 2016



Translation Services

- Applied for and were awarded STEP funds to **translate brochures and sales sheets into Korean and Traditional Chinese.**



Successes

- Gained Domestic and International Trade Show Experience.
- Created documents for use in International Markets.
- Utilized STEP grants effectively.
- Signed a Sole Distribution Agreement with Korean Firm.
- Expect to double their exports within 18 months.



Contacts

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