

CLIENT SUCCESS: TWO SOCKETS-TWO METERS, INC.

South Dakota Manufacturing Extension Partnership

Being able to speak one-on-one with experts within the various aspects of exporting was very beneficial. Dakota MEP provided an excellent opportunity to put all the experts in one room and provided the information that was important to us.

Mitch Richter,
Marketing

ExporTech Provides High Voltage Results for Two Sockets - Two Meters, Inc.

Two Sockets - Two Meters, Inc. (TSTM), of Sioux Falls, South Dakota, manufactures and provides meter sockets and voltage transformers to the electrical industry nationwide. TSTM is a fully-independent company that sprang from the experience and resources of a meter services operation known as May Engineering. They are dedicated to improving metering function, installation, cost and safety across the electricity industry. TSTM began in 1996 to explore the marketability of products developed in response to a catastrophic solid-state meter explosion in Nebraska. The company employs 3 people.

Situation:

TSTM was interested in developing a market outside of the U.S., specifically in Mexico or Canada, for their VT-pack voltage transformer assembly. Their VT-Pack, a lightweight, easily-installed, multi-transformer assemblage, is applicable to most 480V metering applications regardless of location.

Solution:

TSTM participated in an ExporTech seminar facilitated by the North Dakota Manufacturing Extension Partnership (Dakota MEP), a NIST MEP network affiliate. The seminar provided an understanding of what they needed to do to begin exporting, from identifying the correct forms to fill out, identifying financing options, and highlighting best practices. The ExporTech training provided the necessary background information. Also, it connected them with others in the region who have experience in exporting. As a result of the ExporTech training, TSTM was able to export an order to Canada. They used much of the knowledge gained from the seminar to develop a relationship with an expeditor, made sure they had included the proper international commercial terms in the contract, used the proper trucking company and applied best practices for dealing with the monetary exchange rate.

Results:

- Exported over \$500,000 order to Canada
- Developed new market opportunities

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