

# Massachusetts Export Center

## RECENT CLIENT TESTIMONIALS

"Because we are a small and growing business with limited resources, the assistance provided through the Mass Export Center over many years has been invaluable to our recent business success overseas. The Export Center has provided countless hours of advice and assistance, and they are a joy to work with. From understanding and meeting exporting regulatory requirements to new market expansion, the Export Center has exceeded our expectations in every aspect of our export business development."

**Rick Waszkiewicz**  
**Randolph Engineering, Inc.**  
**Randolph**

RANDOLPH

"The Massachusetts Export Center has helped our company to significantly grow our international sales. The programs and services that they offer should be considered a model for other states around the country."



**Brooke Fishback**  
**Health Enterprises, Inc.**  
**North Attleboro**

"Our cooperation with the Mass Export Center is the cornerstone of our export efforts. With their help, we have expanded our distribution network and supported international partners to grow revenue. Mass Export is doing a fantastic job supporting the state's small businesses."

**Timothy Linderman - Dimensional Insight, Burlington**



"We had an excellent opportunity to sell to the largest aircraft manufacturer in Brazil. The Mass Export Center provided expert guidance to help us through the morass of documentation, regulation and legal issues. We closed an excellent long term customer due to their help. Thanks so much."

**Bryan Manning**  
**Capacitec, Inc.**  
**Ayer**



"The Massachusetts Export Center was very responsive, conducted market research and provided us with targeted trade leads that led to substantial international business for us."



**Anthony Garreffa**  
**Ocean Spray Cranberries**  
**Middleboro**

"If Sifos has an export question, we do not hesitate to ask the Export Center, knowing with full confidence that we always receive a fast, accurate and helpful response!"



**David Lucia**  
**Sifos Technologies, Inc.**  
**Tewksbury**

"The Mass Export Center was able to train our R&D staff to better understand the impact and necessity of export regulatory compliance. They were and continue to be our go-to resource for all export questions."

**Susan Fairchild**  
**Chase Corporation**  
**Westwood**



"The service that the Mass Export Center provides is extremely critical to a small company like ours. This service saves hundreds of hours and thousands of dollars that we would have had to incur to gain the same information on our own. They are the best!"



**Manny Jerome**  
**EY Technologies**  
**Fall River**

"Mass Export has been a great help in our efforts to expand our sales internationally. Their support has had a real impact in our business – we have been able to expand our brand into key European markets, leading to long-term growth for our organization."

**Kevin McLaughlin - Flexo Concepts, Plymouth**



"The research conducted by the Mass Export Center for overseas sales agents was very targeted and helpful. Spire has hired several of the representatives introduced to us by the Export Center. We are very pleased with their support and will continue to use them for future international business expansion."

**Ed Hurley**  
**Spire Solar**  
**Bedford**



# Massachusetts Export Center

"When we seek advice from the MA Export Center, they are always very responsive and knowledgeable. Their expertise has helped us to ensure we are complying with US and country-specific regulations for our export sales. Thank you!"

**Cathy Rocheleau**  
Rocheleau Tool & Die Co., Inc.  
Fitchburg



"Our company was very pleased with the thorough market analysis and distributor partner search conducted by the Massachusetts Export Center. We were also given excellent regulatory compliance guidance that allowed us to better serve our customers."

**Megan Nichols- Harvey Tool, Rowley**



"The Mass Export Center has been a crucial source of expertise that we have needed to grow our export business. We will continue to rely on them as our business grows internationally."

**James Edgerly**  
The BioSolve Company  
Lexington



## Massachusetts Export Center FY2014 Activities & Accomplishments

700 Companies Assisted

213 In-Depth Client Cases

7,060 Hours of Direct Assistance  
Provided to Client Cases

32 Export Seminars Organized and Held

1,350 Companies Attending Export Training

\$150,000,000 in Export Sales  
Generated for Clients

[www.mass.gov/export](http://www.mass.gov/export)

"The Export Center was invaluable to us as we planned our international sales strategy. They helped us understand the myriad of regulations surrounding the import and export of human biospecimens, which saved us a huge amount of time and resources."



**Jill Mullan**  
iSpecimen  
Lexington

"The support from the Massachusetts Export Center helped enhance our trade show presentation at EMO-Hannover, Germany and brought us a number of new clients."

**Robert Savage**  
Hassay Savage Corporation  
Turners Falls



"The support of the Massachusetts Export Center has been critical to our successful launch internationally. Their insight and professionalism have been most helpful."

**John Beckner**  
Creative Material Technologies  
Palmer



"I would like to thank the Mass Export Center - what could have been a difficult, lengthy process was made much easier with their assistance. Mass Export was crucial in helping our company to obtain required approvals in Thailand."



**Michelle Hardiman**  
Medical Monofilament Manufacturing  
Plymouth

"The Massachusetts Export Center has been tremendously helpful. They helped us to navigate and understand the export market in China."

**Eugene Krofah**  
Wilatta Inc.  
Boston



The Massachusetts Small Business Development Center Network is a partnership of the U.S. Small Business Administration and the Massachusetts Office of Business Development through the University of Massachusetts Amherst Isenberg School of Management

