



Massachusetts Export Center

Recent Client Projects

Gardner – Help a manufacturer of clinical laboratory supplies to establish a European distribution center supporting millions in exports each year.

Leominster – Help a manufacturer of heating cables to negotiate a 2-year, \$3 Million contract for a series of sales to Russia. Also provide technical assistance to help the company fulfill the shipments required by the contract.

Groton – Perform a distributor search for a urological device manufacturer, resulting in a new partnership in the Middle East and export sales of over \$600,000.

Boxborough – Help an environmental consulting & equipment provider to negotiate a \$450,000 sale to Russia. Provided logistical, legal, and operational support to help the firm close the deal.

Andover – Help a manufacturer of heart transplant devices to develop European sales channels. Identified over 50 distributors of cardiac surgical instruments in Europe, resulting in over \$5 Million in near-term export sales for the client.

Andover – Identify potential partners in India for a manufacturer of tennis court surfacing systems, resulting in over \$100,000 in export sales the first year.

Wilmington – Perform an analysis of the Italian market to help a manufacturer of waterproofing chemicals for textiles to negotiate an agreement which led to over \$300,000 in export sales for the first year of the contract.

Woburn – Provide technical assistance on export declaration and compliance issues to help a manufacturer make a \$2 Million sale of cargo inspection systems to Poland.

North Adams – Provide export operational technical assistance to a manufacturer of heat sealers and industrial tools enabling the firm to ship over \$50,000 in goods to South America.

Bedford – Perform a Spanish distributor search for a manufacturer of solar photovoltaic production systems, resulting in a new distributor in Spain for the firm. Significant export sales are anticipated.

Dalton – Provide in-house training and technical assistance to help a manufacturer of specialty papers develop a corporate export compliance program which supports several million dollars in exports each year.

Cambridge – Perform market analysis and distributor search in key Asian markets for a developer of nanotechnology coating systems. Also provide technical assistance in the areas of licensing, classification & documentation to help the firm export over \$750,000 to Japan and Taiwan.

Northampton – Help a new-to-export manufacturer of chemical dyes with export regulatory and NAFTA compliance issues, enabling the firm to make its first \$30,000 sale to Canada with additional sales expected in the future.

Boston – Perform a Central Europe distributor search for a developer of in-vitro diagnostics. The firm signed on new distributors in Austria, the Czech Republic and Hungary as a result, and reported preliminary export sales of over \$100,000.

Medway – Perform a European distributor search to help a manufacturer of medical OEM metal tubing. The company signed a contract with a Netherlands-based firm, resulting in over \$1,000,000 in the first year.

Westfield – Provide technical assistance to a scope manufacturer whose export shipments were routinely seized by Customs due to paperwork errors. The firm has since successfully shipped over \$400,000 in exports without incident.

Palmer – Provide ECCN classification guidance to help a manufacturer of aluminum sand castings successfully export over \$100,000 of product to Asia.

Worcester – Help a manufacturer of industrial magnets with licensing issues for shipments to India and Bangladesh worth nearly \$100,000.

Marlborough – Identify a new German distributor for a manufacturer of foodservice equipment, resulting in over \$150,000 in exports for the first year of the contract.

Franklin – Perform a European cardiology distributor search for a manufacturer of medical devices for coronary artery disease. The client reported over \$200,000 in preliminary export sales as a result.

New Bedford – organized a visit of European seafood buyers to several New Bedford seafood companies, resulting in over \$200,000 in export sales.

Marshfield – Help a manufacturer of law enforcement power boats to structure and negotiate payment terms for a multi-million dollar sale to government authorities in the Caribbean.

Westwood – Perform a distributor search for a manufacturer of laboratory blood analysis instrumentation, resulting in 3 new distributors in Latin America and 1 new distributor in India. Significant export sales are anticipated.

Taunton – Provide technical assistance to help a manufacturer of defense & aerospace communication systems develop a corporate compliance program under ITAR, supporting millions in exports each year.

Whitman – Perform a competitive analysis of the Japanese market for a manufacturer of laparoscopic surgical instrumentation, enabling the firm to negotiate a contract for \$55,000 per year.