

# Massachusetts Export Center

## RECENT CLIENT TESTIMONIALS

<p>"Mass Export Center was instrumental in helping us expand our Military Power Management presence and business in Canada and strategic European countries. This effort is critical in allowing us to diversify market potential and maintain stable sales revenue in markets unaffected by the ups and downs of the US DoD."</p> <p><b>Protonex Technology Corporation</b> Southborough</p> 	<p>"With the help of the Massachusetts Export Center, we managed to more than double sales to customers in China and other East Asian countries."</p> <p><b>Boston Centerless</b> Woburn</p> 	<p>"We appreciate the thoughtful answers to the complicated questions that exports raise -- the Massachusetts Export Center is our go-to resource."</p> <p><b>McLane Research Laboratories</b> East Falmouth</p> 
<p>"The Massachusetts Export Center is a terrifically valuable resource for export knowledge and insight, and always responsive and accessible."</p> <p><b>Artaic, LLC</b> Boston</p> 	<p>"Our collaboration with the Massachusetts Export Center and US Commercial Services is an integral part of our export strategy. This collaboration has helped increase our brand recognition in target export markets, expand our distribution network, and has increased our export volume. This export revenue is essential to the health of our business and our ability to hire and retain staff in the U.S."</p> <p><b>Dimensional Insight</b> Burlington</p> 	<p>"The Massachusetts Export Center is a valuable partner truly interested in our success. It is a perfect example of collaboration between government and the private sector."</p> <p><b>High Technology, Inc.</b> North Attleboro</p> 
<p>"The Massachusetts Export Center offers a wealth of knowledge and global trade expertise. They offer a wide variety of assistance and are professional with their approach."</p> <p><b>Sterlingwear of Boston</b> East Boston</p> 	<p>"The Massachusetts Export Center helps to take "complicated" and "confusing" out of the increasingly complex world of international trade."</p> <p><b>Precision Engineering, Inc.</b> Uxbridge</p> 	<p>"As we evaluate product export opportunities, the Export Center has been truly instrumental in helping us through global trade licensing processes and providing key contacts with newfound resources."</p> <p><b>Advanced Radiation Therapy, LLC</b> Tyngsborough</p> 



# Massachusetts Export Center

"The MA Export Center has been a valuable resource to Vaccon for many years. They provide educational assistance regarding export regulations, shipping guidelines and country-specific policies. Most recently, they helped us to obtain a Step Grant which enabled us to participate in our first international trade exhibition. We are currently working on several engineering projects directly related to prospects we met at the show."

**Vaccon Company, Inc.**  
Medway



"Rocheleau Tool & Die Co., Inc. has been working with the MA Export Center since 2007. Through the services of the Export Center, we have resources available to us regarding compliance with the Export Administration Regulations. The staff at the Export Center is always very courteous, professional, and prompt with replies to questions. It is an asset to have the support of the MA Export Center available to exporters."



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

"The Massachusetts Export Center has been very diligent and persistent in its support of our research for global distribution partners. Their skills and work quality are outstanding."

**REXA, Inc.**  
West Bridgewater



## Massachusetts Export Center Recent Fiscal Year 2018 Activities & Accomplishments

450 Companies Assisted

125 In-Depth Client Cases

4,270 Hours of Direct Assistance  
Provided to Client Cases

20 Export Training Programs  
Organized and Held

1,135 Companies Attending Export Training

\$203,000,000 in Export Sales  
Generated for Clients

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

"The STEP Grant provided by Massachusetts Export Center helped enable Lenco Armored Vehicles to display our products at a premium trade show in a part of the world that may have been too cost-prohibitive to otherwise attend."

**Lenco Industries, Inc.**  
Pittsfield



"The export counseling and knowledge provided by the Massachusetts Export Center on numerous issues was amazing. I encourage every business owner to inquire on how the Export Center may assist your business."

**Traveler's Supply, Inc.**  
West Springfield



"The Massachusetts Export Center was crucial in our success in exporting electronic gauges to Brazil for the assembly of new model commercial aircraft."

**Capacitec, Inc.**  
Ayer



"The Massachusetts Export Center has been a critical partner to expanding Wildlife Acoustics' Exports!"

**Wildlife Acoustics, Inc.**  
Maynard



"Having the Mass Export Center's service for a small business, like ours, is critical to developing our export sales, which average 25% of total."

**Nanmac Corporation**  
Holliston

