



NEVADA
Industry Excellence
"YOUR STRATEGIC GROWTH PARTNER"

Formerly known as **MAP**

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ExporTech Company Testimonials

ExporTech has proven that you can successfully grow your company through international exports. Every company that has completed ExporTech and implemented their export plan has experienced significant growth. Typically, here's what companies say ...

7/3/12

ElectraTherm in Reno makes energy reclamation equipment that they now successfully ship worldwide thanks to the help of ExporTech they attended in 2011. ElectraTherm was visited by President Obama in the Spring of 2011. ElectraTherm's CFO, Steve Olson, stated, "The ExporTech program greatly accelerated our learning curve covering the complex landscape of regulations and best practices for exporting. ExporTech is very comprehensive, from market assessment to logistics to finance and the myriad US government resources available for companies looking to grow exports. Our exports have more than doubled over the last year and we continue to expand our company to meet strong demand from overseas."

5/15/12

Axis International manufactures laser cutting equipment in Las Vegas for the metal fabrication industry. ExporTech has helped owner, Jim Dill, increase sales by \$340,000, created 3 new jobs, retained 2 jobs, invested in \$25,000 in more production equipment, invested in \$8,000 in IT equipment and spent \$8,000 in workforce training. Jim also indicated he is now expanding into larger facilities as his growth continues.

9/10/11

Paul Edward, Las Vegas owner of Chef Rubber, is now shipping his high end dessert molds and products all over the world. "With the assistance we got from the local, state and federal experts in ExporTech we increased our sales by \$250,000 within 6 months," Edwards said. Within a 1.5 years Chef Rubber sales grew to about double. Consequently, 11 more people were hired to handle the additional production according to Mr. Edwards. In addition, Chef Rubber's international presence has now attracted the "World Pastry Forum" to Vegas where famous chefs worldwide attend for their annual competition and networking event.

3/11/11

Las Vegas based, Sable Systems, who manufacture high end gas analyzers and respirometry equipment, are another ExporTech user. "Participation in ExporTech in 2010 contributed to several areas of improvement at Sable Systems," said Robbin Turner, General Manager, "(our) gross revenue from exports increased by \$40,000 to a total of \$1,093,000 in total export sales. Export sales are now 54% of total sales. In 2010, our income due to exports rose above our mean for the previous three years by 4%, with an 8% rise from 2009 to 2010. ...

Particularly valuable was the 'meaty' information that helped us improve our processes in Export Control Compliance, Legal Protection of Intellectual Property, and Market research to help us assess which markets were most promising for our future investments". Sable Systems has recently attended their 2nd ExporTech session this spring to assist their export efforts to Brazil.

9/15/11

Magnetico manufacturers specialized magnetically enhanced mattresses for health in Vegas. Per Vice President , Joan Yarem, ExporTech directly resulted in sales growth of over \$38,000 within 6 months of implementing the ExporTech plan.

7-20-12

Cary Fisher, President of Fisher Space Pen, stated, "Even though Fisher Space Pen Co. had a thriving export business already, our participation in ExporTech helped us train and broaden the perspective of our export team. ExporTech helped us learn about updated procedures and find knowledgeable resources to deal with new challenges.