



EXPORT MANAGEMENT COMPANIES

For any company that is interested in exporting, but does not have the means to dedicate a staff to international operations, an Export Management Company should be the first step. Export management companies (EMCs) act as the international sales department of a client manufacturer or service provider. Each client receives specialized services according to their specific objectives and once there is a clear understanding of these objectives, the EMC is able to manage the company's international operations. To accomplish this, the EMC has an array of services such as foreign market research and development; development of distribution channels; customer service; order processing; transportation and distribution of goods; order forecasting; inventory management; transportation rate negotiation; documentation; and compliance.

For many companies, outsourcing the management of export operations to an EMC will save money and may even increase revenue. An EMC employs trained specialists who are educated on the nuances of international shipping and regulations, and/or particular industries and foreign markets. Companies who do not contract an EMC take on the expense of training a dedicated staff and maintaining their education on the ever-changing export regulations. The ideal EMC has an experienced staff, which will reduce the errors in export transactions, thus reducing any costly penalties. Specialization in your industry and geographic focus are also key characteristics to look for when contracting an export management company.

It is important to remember that if export documentation completed by your export management company does not comply with federal regulations, you, the exporter, is ultimately liable for any penalties that may result. Though a dedicated staff to your company's operations may not be economically feasible, it is important that you are aware your responsibilities as an exporter.

*This list may not reflect all the export management companies in Massachusetts.



EXPORT MANAGEMENT COMPANIES

Jill Bodnar or Xie Guobin, VP, President

Ambassador Export Management (China)

36 Baymor Drive

East Longmeadow, MA 01028

Phone: 413-525-2121

Fax: 413-525-9033

Email: chinafit@public3.sta.net.cn

Website:

Number of Employees: 6

Established: 1993

Geographic Emphasis: China

Service Description: Chinese nationals with U.S. base to assist all types of CHina-US business, expertise in China start-up business, import/export, Chinese factories.

Gerry Grant, President

B & G Export Management Associates

300 High St.

P.O. Box 71

Holyoke, MA 01040

Phone: 413-536-4565

Fax: 413-536-5249

Email:

Website:

Number of Employees: 3

Established: 1976

Geographic Emphasis: Worldwide

Service Description: Purchasing and reselling of products, especially paper, furniture and medical supplies.

Rod Nickerson, Owner

Boston Export Management Company

72 Bisson Street

Beverly, MA 01915-4646

Phone: 978-927-5051

Fax: 978-889-5534

Email:

Website:

Number of Employees:

Established: 1991

Geographic Emphasis: Worldwide

Service Description: Export Management (U.S. Made products only).



Elizabeth Jacobsen,
Boston Export Services and Trading
8 Cedar Farms Road
Phone: 508-533-6180
Fax: 508-533-6931
Email: danex@fastdial.net
Website:
Number of Employees: 1
Established: 1985
Geographic Emphasis:
Service Description: Supplier of computer, software and office supplies.

Michael Thomann, Director of New Business
Boston International Group, Ltd.
71 Church Street
Suite 1
Winchester, MA 01890
Phone: 781-721-1475
Fax: 781-721-9750
Email: thoma@mediaone.net
Website:
Number of Employees: 5
Established: 1991
Geographic Emphasis:
Service Description: International Business Development.

Don Crummet, President
Boston Intertrade
142 Pine Street
Norton, MA 02766
Phone: 508-243-8482
Fax: 508-285-8656
Email: dcrummet@aol.com
Website:
Number of Employees:
Established:
Geographic Emphasis: Worldwide: Japan
Service Description:



Damon P. Reed, President

Charles H. Reed Export, Inc.

P.O. Box 596

Norwell, MA 02061-0596

Phone: 781-659-1555

Fax: 781-659-1357

Email: damonr@mediaone.net

Website:

Number of Employees: 2

Established: 1967

Geographic Emphasis: Worldwide

Service Description: Export sales of small manufacturers that do not have an in-house export department. The company also sources foreign manufacturers of parts for inclusion in US manufactured products.

J. Marvin Reynolds, Vice President/General Manager

Congruent International, Inc.

One Boston Place

Fifth Floor

Boston, MA 02108

Phone: 617-619-3680

Fax: 617-242-9700

Email: jmreynolds@congruent-int.com

Website: www.congruent-int.com

Number of Employees: 10

Established: 1999

Geographic Emphasis: Asia, Western and Eastern Europe, Latin America

Service Description: Export Management services for technology-particularly telecommunications looking at international markets. Offers offices in Hong Kong and United Kingdom.

Bert G. Jacobsen, President & CEO

Danex International

8 Cedar Farms Road

Medway, MA 02053-2243

Phone: 508-533-9020

Fax: 508-533-6931

Email: danex@fastdial.net

Website:

Number of Employees: 2

Established: 1997

Geographic Emphasis: Worldwide

Service Description: Work to develop, implement, and manage international business. Primary focus is within the data, document, and information management, security and storage areas of the computer industry.



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Felecia Elias, President

Elias Global Enterprises

700 Great Pond Road
North Andover, MA 01845

Phone: 978-685-2885

Fax: 978-685-3195

Email: eliasglob@aol.com

Website:

Number of Employees:

Established:

Geographic Emphasis: Europe, Latin America: Mexico

Service Description: Market research, consulting, export management, sales and direct sales for construction industry; materials, equipment, and prefabricated homes.

Joe Glynn, President

Glynn International, Inc.

393A Walnut Street
Brookline, MA 02445-7523

Phone: 617-232-5400

Fax: 617-232-5400

Email: jglynn@aol.com

Website:

Number of Employees: 5

Established: 1986

Geographic Emphasis: Western and Eastern Europe, Far East

Service Description: Computer peripherals, software, biomedical, medical equipment, and telecommunications expertise.

Kenneth C. Barney, Vice President

INTRAL Corporation

World Trade Center
Suite 316

Boston, MA 02210

Phone: 617-439-5880

Fax: 617-439-5850

Email: info@intral.com

Website: www.intral.com

Number of Employees: 36

Established: 1987

Geographic Emphasis: Worldwide

Service Description: Comprehensive import and export logistics management including forecasting, sourcing, materials management, transportation, documentation, execution, and reporting.



Patrick R. Mehr, President

Mehr & Company

31 Woodcliffe Rd.

Lexington, MA 02421-7833

Phone: 781-372-1055

Fax:

Email:

Website:

Number of Employees:

Established: 1989

Geographic Emphasis: Worldwide

Service Description: Identify independent representatives and distributors in Europe with complimentary products and already serving similar markets; French capabilities.

Eddy Jabre, President

Nedcorp

P.O.Box 368

Winchester, MA 01890

Phone: 781-729-5844

Fax: 781-729-8411

Email: netcorp@usa.net

Website:

Number of Employees: 5

Established: 1986

Geographic Emphasis: Middle East

Service Description: Export trading and management.

Skip Aluisy, President

New England Trading Associates

389 West Elm Street

Pembroke, MA 02359

Phone: 781-826-0012

Fax: 781-826-9834

Email: skipa@ma.ultranet.com

Website:

Number of Employees: 4

Established: 1996

Geographic Emphasis: Worldwide

Service Description: Research, sales generation, foreign agent recruitment, training, advertising and shipment.



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David Downs, President
Northeast Trade Consultants (NETC), Inc.
505 Paradise Road, Suite 144
P.O.Box 2001
Swampscott, MA 01907
Phone: 781-599-8721
Fax: 781-598-5272
Email: mdave@aol.com
Website:
Number of Employees: 30
Established: 1992
Geographic Emphasis: Eastern Europe, Russia/NIS
Service Description: Export construction and renovation materials to Russia.

Ted Palashis,
Overbrook Scientific
20 Hilton Street
Hyde Park, MA 02136-3023
Phone: 617-276-3710
Fax:
Email: overbrook@rcn.com
Website:
Number of Employees:
Established:
Geographic Emphasis: Greece
Service Description: Export management company specializing in environmental and chemical analysis instrumentation.

Nickie Covenor,
PTI Professional Technologies, Inc.
P.O. Box 368
Chelmsford, MA 01824
Phone: 978-256-8362
Fax: 978-256-8237
Email:
Website:
Number of Employees:
Established:
Geographic Emphasis:
Service Description: Represents a consortium of Japanese companies looking to import and market U.S. products. PTI purchases the product and arranges shipment to its clients.



Deepak Singh, President

R & R Associates

25 Hazelbrook Lane

Wayland, MA 01778

Phone: 508-358-4267

Fax: 508-358-8148

Email: rishrad@aol.com

Website:

Number of Employees: 2

Established: 1996

Geographic Emphasis: India

Service Description:

Sean L. Anderson, Director

Rudis, Ltd.

62 Delawanda Drive

Worcester, MA 01603

Phone: 508-757-0184

Fax: 413-304-6005

Email: SeanA2000@earthlink.net

Website:

Number of Employees: 9

Established: 1999

Geographic Emphasis: Eastern Europe, Russia/NIS

Service Description: With over 10 years experience working in Russia, we are experienced in all aspects of importing and exporting with Russia.

Sam D. Starobin, President

Sam D. Starobin Associates

311 Dean Road

Brookline, MA 02445

Phone: 617-277-3535/5812

Fax: 617-277-4592

Email:

Website:

Number of Employees: 2

Established: 1988

Geographic Emphasis:

Service Description: Business services for export & foreign investment.



Ruth A. Salinger,

SGI

3 Crafts Road

Gloucester, MA 01930

Phone: 978-283-2677

Fax:

Email:

Website:

Number of Employees:

Established:

Geographic Emphasis: Eastern Europe, Russia/NIS

Service Description: Providing export management services.

Michael Rooney, CEO

Software Export Corporation

Post Office Box 32

Cambridge, MA 02139-0001

Phone: 617-354-9600

Fax: 781-459-5980

Email:

Website:

Number of Employees: 6

Established: 1989

Geographic Emphasis: Worldwide

Service Description: Software Export Corporation serves as an export management company specializing in the software industry.

Bill Leamon, President

SVI International

P.O. Box 507

Natick, MA 01760

Phone: 508-881-1667

Fax: 508-881-8230

Email:

Website:

Number of Employees:

Established:

Geographic Emphasis: Worldwide

Service Description: Worldwide marketing and exporting of healthcare and medical devices.



Shelagh Travers, Product Manager

Teknis Corporation

P.O. Box 2570

Attleboro Falls, MA 02761

Phone: 508-699-5022

Fax: 508-699-6059

Email:

Website:

Number of Employees: 5

Established: 1959

Geographic Emphasis: Worldwide

Service Description: Financial, marketing, technology transfer and sales.

Robert Bearce, Principal & Owner

The Black Lobster Company

P.O. Box 651

North Scituate, MA 02060

Phone: 781-545-4502

Fax: 781-545-4881

Email: blacklobster@earthlink.net

Website: www.blacklobster.com

Number of Employees:

Established:

Geographic Emphasis: Asia: Japan, Taiwan, Singapore, Hong Kong; Europe: Spain, Italy, Netherlands

Service Description: We are an introduction and information research company; locates importers and distributors overseas; provides a step by step process to enter international markets.

Arthur T. Dee, President

The Boston Exchange Company, Inc.

301 Newbury Street

Suite 223

Danvers, MA 01923

Phone: 978-774-7322

Fax: 978-774-7322

Email:

Website:

Number of Employees: 1

Established: 1995

Geographic Emphasis: Asia, Europe

Service Description: Provides export management services.



Herbert F. Radford,
TradeSource, Inc.

22 Wells Avenue
P.O. Box 412
Westwood, MA 02090-0412
Phone: 781-461-8337
Fax: 781-461-8337
Email:
Website:
Number of Employees:
Established:

Geographic Emphasis: Worldwide
Service Description: Market research and representation. Spanish, French languages.
Medical, electronics industries. Trade operations management; Thundrebird Network member.

Richard Jarvis, CEO
UnitedStatesExportStore.com, Inc.

33 Dinsmore Avenue, #505
Framingham, MA 01702-6041
Phone: 508-872-1973
Fax: 425-732-1837
Email: rickjarvis@attbi.com
Website: www.UnitedStatesExportStore.com
Number of Employees: 8
Established: 1996

Geographic Emphasis: Norway, Australia, China, Hong Kong, Canada
Service Description: We manufacture consumer products in the US and overseas. We will sell your products globally. Att: Foreign Importers/Distributors/Retailers we can source USA made products for you.

Vatche Ghazarian,

V G Services

65 Colonial Avenue
Waltham, MA 02453
Phone: 781-642-0829/893-3101
Fax: 781-642-0829/893-3101
Email: Vatcheg@aol.com.
Website:

Number of Employees: 1
Established: 1995
Geographic Emphasis: India, China, Brazil, NIS
Service Description:



Andres Lopez, Managing Director
Wellesley Square Associates, LTD.
28 Cavanagh Rd
Wellesley, MA 02481
Phone: 781-237-1010
Fax: 781-237-5372
Email:
Website:
Number of Employees:
Established:
Geographic Emphasis: Latin America
Service Description: managemnt consulting on exporting

John Facella, President
Westford Management Company
5 Landmark Road
Westford, MA 01886-4427
Phone: 978-392-1598
Fax: 978-392-1598
Email: jfacella@tiac.net
Website:
Number of Employees:
Established:
Geographic Emphasis: Europe
Service Description: Specializing in Europe, Westford offers international consulting and export management services.

Nwosu Young, President & CEO
Young International Group Corporation
PO Box 391531
Cambridge, MA 02139
Phone: 617-442-1701
Fax: 509-357-0531
Email: president@younginternationalgroupcorp.com
Website: www.younginternationalgroupcorp.com
Number of Employees: 15
Established: 1986
Geographic Emphasis: Africa: Gana, Nigeria; Western Europe: Spain; Eastern Europe: Slovenia
Service Description: Provides services in: export management, consignment shipping, trade finance resources, product search management, and international trade research and market development.



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Robert Zisa, President

ZED Group, Inc.

IMC Box 6475

248 Broadway

Chelsea, MA 02150

Phone: 617-889-2220

Fax: 617-889-0170

Email: international.sales@verizon.net

Website: www.zedgroup.com

Number of Employees: 5

Established: 1970

Geographic Emphasis: Worldwide

Service Description: Complete sales, marketing through stocking distributors. Services include management of foreign and financial aspects and documentation.