



# *News Release*

**Massachusetts District Office**

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## **Westborough-based EMSEAL Wins SBA Massachusetts Exporter of the Year Award**

**BOSTON** – EMSEAL has been named the 2015 New England and Massachusetts SBA Exporter of the Year. EMSEAL manufactures innovative expansion joints and sealants to allow large buildings, such as: stadiums, office buildings, hospitals, malls, and airports – to adjust to environmental shifts without being damaged, improve public safety conditions and enable sustainability through energy conservation.

Since 2004, EMSEAL has been supported by the free business advisory services of the Massachusetts Export Center which is part of the Massachusetts Small Business Development Center -- supported by SBA, the Massachusetts Department of Business Development and the University of Massachusetts Amherst, Isenberg School of Management. In addition, in 2013 EMSEAL received a \$10,000 STEP grant for export assistance that was used to fund an international trade mission and seminar program in the United Kingdom.

As a result of this relationship, EMSEAL was able to identify and evaluate international distributors in numerous foreign markets. Today EMSEAL has significantly increased its geographic footprint by expanding into some very challenging emerging markets, including: Afghanistan, Iraq, Ukraine, Jordan, Indonesia, India, and others.

- In 2014, EMSEAL had 92 employees and export sales accounted for about 10-12 percent of the company's revenue and have grown 25-30 percent over the last four years.
- As a result of strong export performance, the company recently created 8 new export jobs, including 2 export sales manager positions, 1 logistics coordinator position and 5 manufacturing positions.
- EMSEAL has about 60 international distributors in almost 50 countries worldwide and is poised for a much stronger increase in export sales over the next several years.

The evaluation criteria for the exporter award includes staying power, growth in number of employees, increase in sales, current and past financial performance, innovativeness of product, response to adversity and contributions to community-oriented projects.

“The Exporter of the Year award by the SBA is significant and it is noteworthy that EMSEAL was named not only the MA Exporter of the Year, but also the New England Exporter of the Year. The rallying wisdom at EMSEAL is “This is not our recession – we will not participate” and the numbers show the results...a fantastic business that has expanded over time with increased revenues, profitability, territories and employees.” said Robert H. Nelson, Massachusetts District Director.

EMSEAL will be honored along with the other Massachusetts Small Business Week 2015 award winners at a luncheon event at Sheraton Framingham on May 4, 2015.

**About SBA National Small Business Week:**

Every year since 1963, the President of the United States has issued a proclamation announcing National Small Business Week, which recognizes the critical contributions of America’s entrepreneurs and small business owners. More than half of Americans either own or work for a small business, and they create about two out of every three new jobs in the U.S. each year. As part of National Small Business Week, the U.S. Small Business Administration takes the opportunity to highlight the impact of outstanding entrepreneurs, small business owners, and others from all 50 states and U.S. territories. Every day, they’re working to grow small business, create 21<sup>st</sup> century jobs, drive innovation, and increase America’s global competitiveness.

**About EMSEAL:**

EMSEAL manufactures and distributes pre-compressed sealants and expansion joints to commercial, industrial, and institutional users worldwide. EMSEAL is the leading innovator and manufacturer of premium sealants and expansion joint systems for the commercial construction industry as well as for numerous gasketing applications in specialty market applications. The Company operates from multiple locations. The corporate headquarters in Westborough, Massachusetts is the primary sales, marketing, and technical support unit for worldwide sales as well as the manufacturing unit for the Company's engineered, extruded joint product lines. Its two Toronto, Ontario locations (EMSEAL, LLC) manufacture EMSEAL's pre-compressed, impregnated foam sealant technologies. For more information on EMSEAL, please visit: [www.emseal.com](http://www.emseal.com)

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