



News Release

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FOR IMMEDIATE RELEASE:

McLane Research Laboratories Inc. Awarded Exporter of the Year
Cape Cod-based firm leverages STEP Grants and Massachusetts Export Center for global reach

BOSTON – The Small Business Administration (SBA) has named McLane Research Laboratories, Inc. the 2017 Exporter of the Year for Massachusetts.

McLane earned the recognition for its success as a leading manufacturer and exporter of vital instrumentation serving the international oceanographic community. McLane manufactures and develops underwater robots and flotation for the ocean and freshwater science communities to enable worldwide investigators to achieve their research and scientific goals. McLane exports products directly and through sales representatives in Canada, Mexico, India, Brazil, Chile, Japan, Korea, China, Indonesia, Vietnam, Australia, UK, Ireland, Middle East, Spain, Portugal, France, Russia, and Germany.

“McLane has not only been a recipient of SBA STEP grants that have assisted in defraying costs to promote American exports, but has also worked with the MA Export Center and the Small Business Development Center to reach new markets globally.” said SBA Massachusetts District Director Robert Nelson. “Congratulations to all at McLane - it is truly amazing what our small businesses in the Commonwealth are doing internationally due to a combination of passion and hard work.”

For over 34 years, McLane has supported the commercial and academic sectors, employing engineers and support personnel from Cape Cod and technical sales representatives in 22 countries worldwide. The company’s state-of-the-art facility just up the road from Woods Hole houses a 50-foot deep test tank -- which allows for testing instrumentation and training of their customers worldwide.

“We are so fortunate to be part of the extraordinary science community here on Cape Cod and to work with the world leaders of ocean sciences,” states Dr. Yuki Honjo, owner of McLane. “We are immensely proud of our team here at McLane and what we have accomplished in furthering the frontier of autonomous in-situ ocean instrumentation.”

In 2012, McLane secured an SBA Export Express Business Line of Credit to support the manufacturing of their state of the art Environmental Sample Processor (ESP). The ESP provides in situ collection and analysis of water samples from the subsurface ocean. The ESP is a capital intensive, highly sophisticated, programmable instrument designed for deep water sample analysis, often used in Harmful Algal Bloom (HABS) research. The SBA Export Business Line of Credit facilitated the R&D and assembly of these instruments to deliver to institutional, governmental and commercial clients all over the world.

The company was nominated by Karen Gallagher, Vice President of Business Banking at Eastern Bank.

McLane will be honored at an SBA awards lunch along with the other 2017 Massachusetts Small Business Week winners at Granite Links Golf Club on May 2, 2017.

About the U.S. Small Business Administration:

The [U.S. Small Business Administration](http://www.sba.gov) (SBA) was created in 1953 and since January 13, 2012, has served as a Cabinet-level agency of the federal government to aid, counsel, assist and protect the interests of small business concerns, to preserve free competitive enterprise and to maintain and strengthen the overall economy of our nation. The SBA helps Americans start, build and grow businesses. Through an extensive network of field offices and partnerships with public and private organizations, the SBA delivers its services to people throughout the United States, Puerto Rico, the U.S. Virgin Islands and Guam. To learn more, visit www.sba.gov

About McLane Research Laboratories:

McLane Research Laboratories, Inc. was founded in 1983 to provide advanced time-series samplers and engineering design services to the international oceanographic community. Product lines include a range of bio-geochemical/physical oceanography sampling and profiling instruments for use in oceanographic research and environmental monitoring. The objective of McLane Research Laboratories is to enable worldwide investigators to achieve their research and scientific goals by providing advanced, cost-effective instrumentation. For more information on McLane Research Laboratories, visit www.mclanelabs.com.

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