



National, New England and Massachusetts Small Business Exporter



Ana Ma, SBA Chief of Staff, Jeanne Hult, SBA New England Regional Administrator, Dan Nanigian, President, Nanmac Corporation, and Bob Nelson, SBA Massachusetts District Director

Daniel J. Nanigian, President Nanmac Corporation

Nanmac Corporation, founded in 1956, and under the leadership of Dan Nanigian since 2003, designs and manufactures high performance temperature sensors and related products for heat treating, solar cell manufacturing, aerospace, defense and plastics companies in the U.S. and currently over thirty other countries.

While under Nanigian's direction, revenue has increased almost 450 percent and export sales have increased almost 525 percent. This is largely due to the overseas marketing strategy that he has adopted. To increase business with China, Nanmac created a 'localized' website and a CD catalog fully translated into simplified Chinese.