



NEWS RELEASE

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Framingham-based Nanmac Corporation Wins National SBA Small Business Exporter Award

BOSTON – Dan Nanigian, president of Framingham-based Nanmac Corporation, has been named the U.S. Small Business Administration's 2010 New England and Massachusetts Small Business Exporter of the Year according to an announcement made by Robert H. Nelson, Massachusetts SBA Director.

After winning the state and regional awards, Nanigian's package was sent on for National competition where he was also named the National Small Business Exporter of the Year.

The Small Business Exporter of the Year Award is presented annually to an individual or individuals who own and operate a small business engaged in exporting. Nominations are evaluated on the following criteria: (1) Increased sales, profits and/or growth of employment because of exporting. (2) Creative overseas marketing strategies. (3) Effective solutions to export-related problems and (4) Voluntary assistance with other firms engaged in exporting. Paula Murphy, Director, Massachusetts Export Center, nominated Nanigian for this award.

Nanmac Corporation, founded in 1956, and under the leadership of 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.

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Since Nanigian acquired the company in 2003, revenue has increased almost 450 percent and export sales have increased almost 525 percent. This is largely due to the overseas marketing strategy that Nanigian has adapted. To increase business with China, Nanmac created a 'localized' website and a CD catalog fully translated into simplified Chinese.

“It is no wonder that Nanigian was selected as the National Small Business Exporter of the Year. Nanigian is a natural fit for this award,” said Nelson. “By taking advantage of the services offered Massachusetts Export Center, an SBA resource partner, Nanigian has learned how to effectively compete in the international marketplace. Now he is taking what he learned and teaching others about expanding globally by speaking at training seminars conducted by the Export Center.”

Nanigian will be honored along with ten other small business award winners, at an awards breakfast at the DCU Center in Worcester on Tuesday, June 8, 2010 at 8:00 a.m. Lieutenant Governor Timothy P. Murray will be the keynote speaker at this event. Nanigian will also be headed to Washington D.C. to be honored during National Small Business Week May 23-29.

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