



## CASE STUDIES

<p><b>Client – Chemical Manufacturer</b></p> <p>FY 2009 – 2010</p> <p>Export Country – Philippines</p> <p>\$3,800,000 in Exports</p>	<p>The Client is a manufacturer of specialty chemicals for a variety of high-technology industries.</p> <p>In 2010, the Client approached us for assistance in the Philippine market. They had a potential customer interested in purchasing their products, but in order to import the chemicals into the country, the customer was required to report to the Philippines Department of Environment &amp; Natural Resources (DENR) what it was they were importing and the chemical formulation of their chemicals. Our Client was required to provide all the CAS numbers and the exact percentages of each formulation within the product. Our Client was not comfortable with providing full disclosure given the proprietary nature of their chemical.</p> <p>Our office did some research into the specific disclosure rules, and we then arranged a meeting between DENR and the Client. In addition, we asked the US Embassy to participate in the meeting to offer some advocacy assistance to the Client. Through this intervention, DENR finally relented and agreed to allow our Client to provide a range instead of an exact amount of each ingredient in their each chemical.</p>
<p><b>Client – Manufacturer of welding consumables</b></p> <p>FY 2008 – 2009</p> <p>Export Country – Singapore</p> <p>\$140,000 in Exports</p>	<p>Our Client manufactures a complete line of welding consumables and thermal spray materials in stainless steel, nickel and copper nickel alloys for the offshore and oil &amp; gas sectors.</p> <p>In 2007, our Client sought our assistance in identifying and prequalifying potential distributors, and to then arrange business matching meetings with these prequalified distributors. During the visit, our Client was able to select a distributor from among the companies we arranged meetings with, and since then he has been pleased to see regular sales of a couple of hundred</p>

	<p>thousand dollars each year. He subsequently asked us to do similar work for him in Malaysia, and again, he has seen the same results as a result of our work.</p>
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<p><b>Client – Manufacturer of Seawalls</b></p> <p>FY 2009 – 2010</p> <p>Export Country – Vietnam</p> <p>\$576,000 in Exports</p>	<p>The Client is a manufacturer of seawalls using recycled vinyl window compound.</p> <p>In 2010, they requested our assistance in identifying potential distributors and direct customers in Vietnam for their products. As a result of our search, we were able to identify one distributor and one direct customer. In addition, we were able to arrange for the media to witness the installation of his products along one of the rivers in Ho Chi Minh City and the resulting publicity generated further interest in his products.</p>
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