

Waco Export Achievement Certificate Presentations March 20, 2003

Exports are big business for small and mid-sized Central Texas companies. That was the word from U.S. Commerce Department, U.S. Export Assistance Director, Daniel Swart, who presented two Central Texas companies, The Dwyer Group of Waco, Texas and Laerdal Medical (formerly known as Medical Plastics Laboratories) of Gatesville, Texas and one local organization, the McLennan Community College Small Business Development Center, with the U.S. Commercial Service's Export Achievement Certificate at an presentation event in Waco, at the training facility of The Dwyer Group on Thursday, March 20th, during a Texas Camino Real Export Council Meeting.

The U.S. Department of Commerce's Export Achievement Certificate recognizes companies that are business clients of the Commerce Department's U.S. Commercial Service and have used their services to make their first export sale or open new foreign markets and for organizations that have partnered with us in promoting exporting. "With Texas now ranking as the Nation's top exporting state, over California, small and midsized companies like The Dwyer Group and Laerdal, Inc. comprise almost 97 percent of U.S. exporters," said Daniel Swart. Karen Parker, Manager of the Austin U.S. Export Assistance Center (USEAC) provided background on how each of the awardees has worked with their office.

The Dwyer Group, is a franchiser of six service-based franchise brands and one associate brand in the field of repair and maintenance of domestic homes and commercial buildings, located in Waco, Texas. They have been a client of the Austin USEAC for many years and are familiar with working with the U.S. Commercial posts at Embassies and Consulates when traveling to new international locations. They were recognized for two cases where Don Dwyer, Jr, Vice President of International, used the U.S. Commercial Service for their export expansion efforts, into Saudi Arabia and Malaysia Dina Dwyer- Owens was the recipient for The Dwyer Group.

Laerdal Medical – or formerly known as, Medical Plastics Laboratory, manufactures medical training equipment, anatomical models and patient simulators. Mr. Danilo Graham, Latin America, Account Executive, identified that the specific service he used with the Austin USEAC that was most helpful for their company, was assistance in locating international contacts and partners in Colombia. Mr. Graham indicated, "without our service, it will be difficult to know exactly where to go, and get credible information." Susan Snoddy, Sales Manager, and Danilo Graham, Latin America Account Executive, were the recipients for Laerdal Medical.

McLennan Community College SBDC works with existing and startup small companies to help them grow and compete in today's global economy. SBDCs are available for small companies in every phase of the business life cycle, helping entrepreneurs make sound decisions and succeed. The Austin USEAC has worked with them to bring numerous exporting programs to the Central Texas community over the years. They were recognized as a partner to the Austin USEAC and in bringing export knowledge and services to the attention of the small and medium businesses in Central Texas. Leo Sullivan, Counselor, were the recipients for McLennan Community College SBDC.

The Austin U.S. Export Assistance Center is part of the worldwide network of the U.S. Commercial Service, a U.S. Commerce Department agency that helps small and medium-sized U.S. businesses sell their products and services globally. The Austin USEAC covers the Central Texas area. The Texas U.S. Export Assistance network includes offices in Houston, Dallas, Austin, San Antonio, and Fort Worth. The U.S. Commercial Service network includes 107 U.S. Export Assistance Centers throughout the United States and more than 150 international offices. In 2002, the U.S. Commercial Service helped U.S. businesses generate export sales worth more than \$21 billion.

