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Acting Governor Kim Guadagno Highlights New Jersey Manufacturers During 2014 Business Export Tour

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Trenton, NJ – Continuing her statewide tour highlighting New Jersey businesses that are growing by exporting their goods and services internationally, Acting Governor Kim Guadagno today visited Fornazor International Inc. in Hillsdale and 21st Century Group LLC in North Arlington.

"In this global economy, many New Jersey businesses depend on a world market. The companies I met with today understand that exporting is a great way to grow business," said Acting Governor Guadagno. "With expert advice, the state's Office of International Business Development and Protocol is helping businesses identify export opportunities that can help to increase a company's profitability. The Christie Administration congratulates the achievements of Fornazor International Inc and 21st Century Group LLC. as they develop new opportunities."

Fornazor International is a U.S. trading company and feed manufacturer exporting commodities globally since 1979. Fornazor exports and trades a variety of vegetable, animal and marine, proteins primarily to the Asian and Middle Eastern markets. The company owns and operates loading facilities on the east coast and also has a forage export facility in Kansas where they produce alfalfa pellets.

Through in-depth market research the state's Office of International Business Development and Protocol assisted Fornazor in identifying new markets to expand their export portfolio. Efforts are underway to establish partnerships and contacts to help the company locate potential new buyers and a distribution channel into Dubai.

"It is such a pleasure to host Acting Governor Kim Guadagno during her visit today," said John Fornazor Sr., president of Fornazor International. "As we work to increase our export potential, we are indeed grateful for the support we have received from the state of New Jersey. And we look forward to continued growth in the state."

Established in 2007, 21st Century Group constructs solar installations for government facilities, churches, and charitable institutions in New York. In addition, the company manufactures solar hot water heaters for homes, pools, and industrial applications. The company also distributes solar heating systems for the United States Military, as well as transportation and warehousing industries.

Last year, New Jersey awarded 21st Century Group a \$6,200 State Trade and Export Promotion (STEP) grant that helped cover costs for 21st Century to attend trade missions in Bogota, Colombia, as well as the Western African countries of Cameroon and Gabon. As a result of this international exposure the company has received orders from Burkina Faso and Zambia and landed a contract to send 50,000 solar street lights to Jamaica. Funded by federal grants through the SBA and matching funds from the state, STEP is designed to help increase the number of small businesses that are exporting and to raise the value of exports for those small businesses that are currently exporting.

"We are so pleased to have the Acting Governor visit with us today," said Jeffrey Stein President of 21st Century Group. "The products we sell overseas enhance people's lives and helps to bring them to the modern era. Thanks to the valuable support and guidance we have received from the state and the Office of International Business Development & Protocol we have experienced tremendous growth and that has increased our ability to positively impact communities around the globe."

New Jersey currently ranks fifth in the U.S. in the number of small business exporters in the State, with more than

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14,400 New Jersey small business enterprises currently selling goods and services in foreign markets. Exporting directly supports over 72,000 Jersey jobs. Over 21,000 companies exported from New Jersey locations in 2011, contributing to what is now a \$37 billion export business.

Created within the Department of State's Business Action Center (BAC) in 2012, The Office of International Business Development and Protocol's, mission is to attract foreign direct investment and assist New Jersey companies with export opportunities. It is also responsible for managing all aspects of export promotion activities, and establishing and maintaining positive working relationships with the foreign business investment community.

Businesses considering a move to New Jersey or in need of assistance are encouraged to call New Jersey's Business Action Center at (866) 534-7789 or visit the State's Business Portal at www.newjerseybusiness.gov.

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