



**FOR IMMEDIATE RELEASE**  
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## **Bush Administration Official Honors New Jersey Company for Export Achievements**

**Washington D.C.** - Israel Hernandez, Assistant Secretary for Trade Promotion and Director-General of the U.S. Commercial Service today presented the U.S. Commerce Department's Export Achievement Certificate to AERCO International, Inc. of Northvale, NJ. The award is presented to businesses that have benefited from the Department's Commercial Service export assistance to make their first export sale or open new foreign markets.

"There has never been a better time to export," said Hernandez. "The U.S. has cultivated better opportunities for American companies to sell their goods and services around the world, and together with free trade agreements, lowered barriers for American goods and services, Internet, and ease of transportation, American companies like AERCO are working to increase their bottom line through exporting that support good jobs here at home. I commend AERCO for their outstanding export accomplishments."

AERCO is a leading supplier of boilers and water heating products, and the originator of semi-instantaneous water heating. Looking to expand its export sales abroad, the company benefited from export counseling, market research, trade events, and other services provided by Commercial Service specialists from the Newark U.S. Export Assistance Center and agency offices abroad. In 2003, the firm participated in the Gold Key Service program that provides for pre-arranged business appointments abroad, all pre-screened by the Commercial Service in Poland—with a focus on the high potential of companies in Warsaw to offer AERCO's products. As a result of participation in the Gold Key, AERCO reported the signing of an agreement in Poland.

"We've found that the benefits coming from USEAC support and programs can be realized in more ways than solely the creation of exports," says AERCO Vice President Fred Campagna. "Our view is that any resulting activity that enhances our quality, competitiveness, product offering, profitability or global reach will certainly enhance our ability to thrive and thus protect or increase job levels both here and abroad."

With its network of offices across the U.S. and in more than 80 countries, the U.S. Commercial Service utilizes its global presence and international marketing expertise to help U.S. companies sell their products and services worldwide. In 2005, the U.S. Commercial Service helped generate nearly 12,500 export successes worth billions of dollars in U.S. export sales. For more information on the U.S. Commercial Service, please visit [www.export.gov](http://www.export.gov) or call 973-645-4682.

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