

# You Export WHAT? To WHERE?

## 17th Annual International Trade Conference

### World Trade Center Harrisburg



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York, PA  
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# MRG Labs



- Developers of Grease Thief® Technology
- Provide Grease and Oil Analysis Services
- Lubrication and Equipment Reliability Training
- Root Cause Failure Analysis
- Main Industries we work in: Wind, Pharma, Manufacturing, Robotics

# Background

- \* 80% of world's bearings are grease lubricated
- \* Development of tool to both sample and analyze greases for Equipment Reliability
- \* Grease Thief® patented and designated as ASTM Standard Practice for grease sampling and analysis
- \* ASTM D7718 in 2011 and ASTM D7918 in 2015

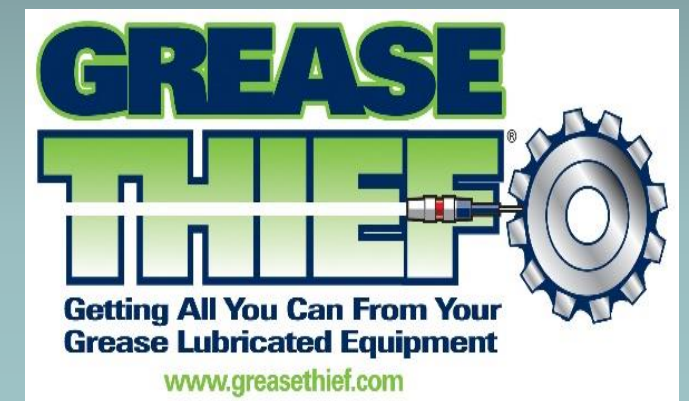




Pillow Block



Electric Motor



MOV Gearbox



Robot Kit



Wind Turbine



# Grease Thief Analyzer





# Grease Thief® Goes International

- Grease Thief Sampling Kits can be found in 13 countries including: Spain, France, Denmark, Australia and China.
- Grease Thief Analyzers can be found in California, Spain, China and York, PA.









# Product Distribution

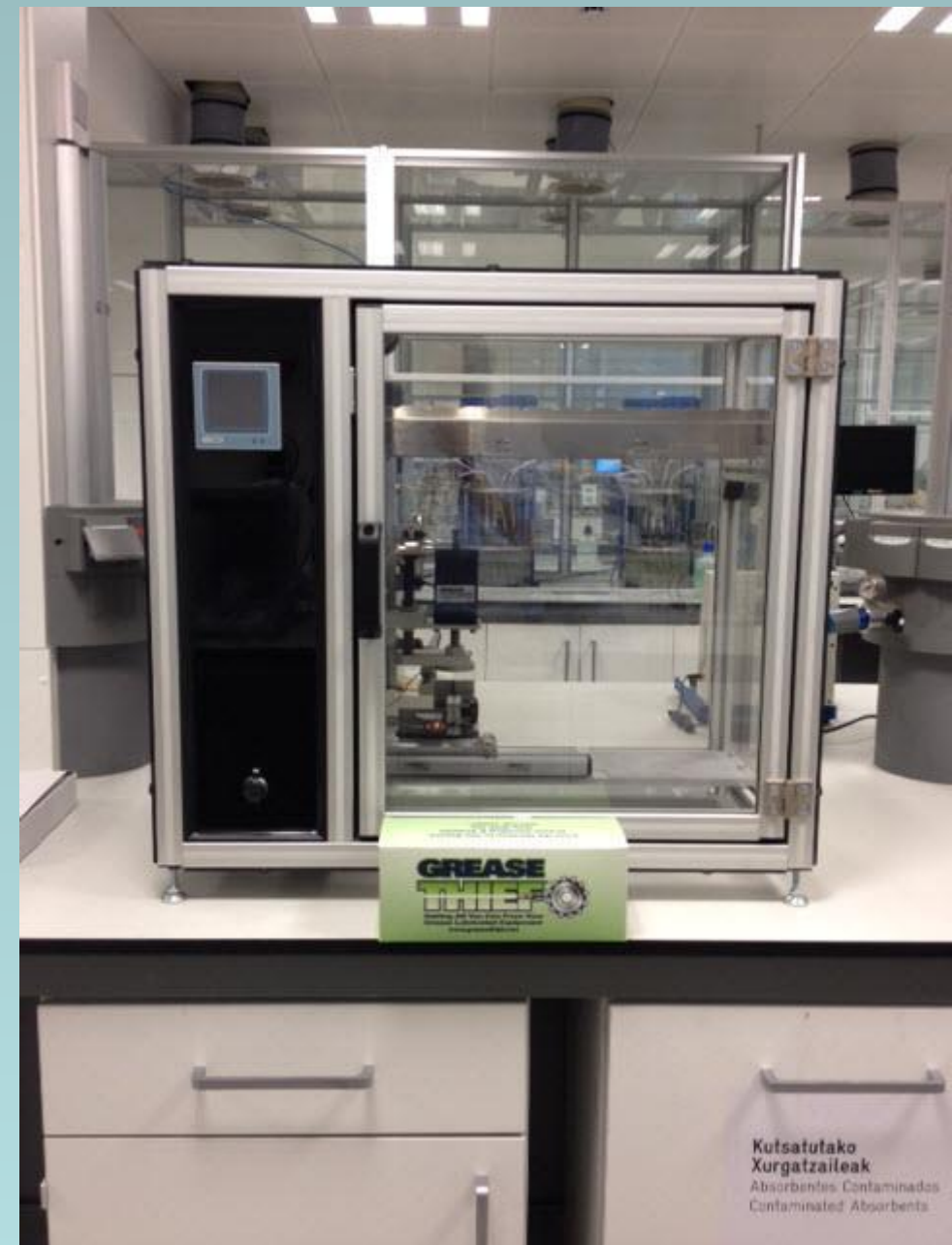
- Developing shipping procedures
- Quality Program Development
- Harmonized Codes
- Export Documentation
- Website Development





# Case Study #1: Grease Thief Analyzer to Spain

- Developing the contract - language barrier
- CE Designation
- Letter of Credit
- Shipping and proper INCOTERMS



Grease Thief Analyzer at Tekniker in Bilbao, Spain

# Case Study #2: Fraud Alert

- Fall 2013, received RUSH large order of Grease Thief Kits to New Zealand.
- Payment by stolen credit cards
- Wired money to California before receiving the funds in our account
- Removed money from wire account and never heard from them again.
- Received call from person whose credit card was stolen



# Lessons Learned

- If it is too good to be true, it probably is.
- Develop and implement new customer procedures running credit checks when necessary.
- Take your time
- Get as much cash as possible up front before shipping product.

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