



## Export Success Story

### University-Government Partnership Helps Local Small Businesses Export

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Material Storage Systems, Inc. (MSSI) is a manufacturing company engaged in the design and fabrication of steel products for the storage of feed ingredients and raw materials for industrial applications. While MSSI was founded in 1997, their “Lemanco” branded products have been available for over 40 years. During that time, the company has developed a reputation as a leader in quality agricultural and industrial storage. The products are in use in 35 countries and are applicable to any industry having a need for bulk storage for free-flowing materials. The company applied for the Alabama Export Council Trade Mission/Trade Show Grant Program and subsequently attended AFIA Agro de las Americas Expo Guadalajara. As a result of attending this show, Mr. Leach reported signing a representative for Venezuela.

Over the years, MSSI has successfully exported its products to Mexico, Egypt, Syria, Peru, Saudi Arabia, Bolivia, Canada, Japan, Costa Rica, Kenya, Colombia, El Salvador, Jamaica, Hong Kong, Republic of China, Thailand, Puerto Rico, Barbados, Indonesia, Venezuela, Ecuador, Suriname, Trinidad, Panama, Philippines, South Korea, Honduras, Iran, Cuba, Lebanon, Guatemala, Malaysia, and Poland.