



FACES *of* TRADE[®]

Allentown, Pennsylvania

James Edward Olson
Chief Executive Officer

Industry
Manufacturing

Number of U.S. Employees
47

www.homesteadvalve.com

Olson Technologies, Inc. sells large valves to water treatment plants in China and Taiwan. The company believes the reason for its success in these markets is because Chinese and Taiwanese engineers depend on the expertise and quality standards of American companies in building large valves. Olson Technologies started selling valves in these markets "piggybacking" on the efforts of a much larger New York Stock Exchange-listed company, a common method for smaller companies entering an overseas market.

Ten percent of Olson Technologies' gross sales are due to exports. If China removes its trade barrier against American products, James Olson, Chief Executive Officer, estimates that the company will grow by over thirty percent. He believes that as developing nations like China strive to improve their standards of living, they will depend on Olson Technologies to supply valves to build better roads, airports, power plants, water treatment plants and sewage plants.

"We sell our products all over the world. In the past we did more business with other countries, but the future for China is very big if PNTR is extended to that market," notes Olson.