

FACES OF TRADE

Small Business Success Stories



with Singapore

INNOVATIVE GAS SYSTEMS, INC.



Malvern, Pennsylvania

Roderik Alewijnse, Vice President

www.igs-global.com

Innovative Gas Systems, Inc. (IGS) designs and manufactures systems for the production of oxygen, nitrogen and hydrogen. The company has more than 75 patents that support its work and has plants in California and Texas. For every \$1 million in sales, the company creates two to three new jobs in the United States.

IGS sells capital equipment that is subject to unrecoverable import duties. Singapore is a country in which many of its clients are investing. For the buyer, the import duties have a negative impact on return on investment calculations. Without trade barriers, the products that IGS manufacturers will become more attractive to its buyers.

Vice President Roderik Alewijnse comments, **“A free trade agreement with Singapore would undoubtedly expand our sales to that region. Many decision makers are located in Singapore therefore eliminating trade barriers would remove one less hurdle in our continued relationship with Singapore.”**

Industry: Heavy Manufacturing

Number of U.S. Employees: 28

Major Product Sold to Singapore: Nitrogen Membranes

Years of Involvement in Singapore: 10

