



FACES of TRADE[®]

MAGNETIZER[®]

**Pipersville,
Pennsylvania**

Arthur L. Pease
President

Industry
Manufacturing

Number of U.S. Employees
250

Exporting to China Since
1991

www.magnetizer.com

The Magnetizer Group, Inc. has experienced ongoing success in the China market by using its patented magnetic technology to address environmental concerns and fuel conservation issues. The company has developed products that address consumer and industrial needs, as well as the growing demand for environmentally friendly products.

In China, trains draw drinking water for passengers from wells located along the route. As there are no procedures in place to test the water, all water is boiled on the trains. As the water boils, the boilers develop scale, which restricts the flow of water and increased the time needed for the water to boil. By applying the Magnetizers to the boilers, the flow of water is increased, it boilers faster, and fuel is conserved. The Magnetizers are also applied to the train's engines, which increases the overall fuel economy and reduces the emission of smoke.

Magnetizer products are being used by several of the railway bureaus across China, as well as in a growing number of commercial boilers and emission control systems in Chinese vehicles. **"Our business is growing in China, but we do face certain challenges. Principal among them is our concern about protecting the patent and trademark for our products. With China's pending entry into the World Trade Organization, and the increased leverage we will have in addressing intellectual property protection issues that forum, we think permanent normal trade relations with China is definitely in the best interest of our company and its employees,"** says Magnetizer's Senior Director Don Rogers.