



For Immediate Release

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[International Business Event Attracts State Manufacturers](#)

Newark, NJ...On Tuesday, November 6, 2018, U.S. Commercial Service, New Jersey District Export Council (NJ DEC) and Sobel & Co., Certified Public Accountants and Advisors, hosted this popular annual event celebrating the manufacturing sector with an emphasis on the export community.

Alan Sobel, Managing Member of Sobel & Co., kicked off the evening as he welcomed everyone, introducing Sobel & Co. and reflecting on its role as a thought leader since it was founded in 1956. Based on a commitment to serving middle market, closely-held businesses with good counsel and strategic solutions, Sobel & Co. has maintained its focus on the manufacturing/exporting industry.

The agenda for the event recognized the contributions of manufacturers in the state.

“This evening is unique because of its specific focus on connecting business leaders – from presidents to export managers to logistics and finance experts to international business development professionals – across a range of manufacturing niches. Talking to peers is always one of the most effective ways for gaining new insights and ideas,” noted Susan Widmer, Director, Northern NJ Commercial Service. Susan was joined by Tricia McLain, Senior International Trade Specialist as well as by Janice Barlow, Senior International Trade Specialist from the Central-Southern NJ Commercial Service, Lawrenceville.

Chairman of the NJ DEC, Michel Wouters, has been a major influencer in the state, instrumental in building the success of the export sector and the local District Export Council. Working with Susan Widmer and her team, Michel has expanded the reach of the NJ DEC, offering exciting field trips well as training programs and other technical events along with regularly scheduled NJDEC plenary sessions such as the one that preceded the November 6th networking event.

Along with the opportunity to interact on an informal basis with colleagues in the industry as well as consultants and government representatives, the event provided a glimpse into the important relationship that the United States enjoys with Canada. Guest speaker, Khawar Nasim, Deputy Consul General – Consulate General of Canada addressed important issue and answered questions throughout his presentation

The formal presentation concluded when Tricia McLain awarded Case Medical, Inc. the Export Achievement Certificate. Marcia Frieze, owner and CEO of this South Hackensack, New Jersey based manufacturer, accepted the certificate on behalf of the company. Founded in 1992 the company produces high quality, cost effective instrument processing products and services. Their mission is to promote healthier hospitals and patients, which they accomplish by manufacturing the highest quality, cost-effective, validated products for medical device reprocessing; promoting best practices for the health and well-being of patients, staff and future generations; and innovating new ways to make products safer for patients, staff and the environment. Through these actions Case Medical helps eliminate reprocessing errors and related healthcare acquired infections which contributes to a lower total cost of care and a higher incidence of positive patient outcomes. They are extremely proud to have been recognized by NJ D.E.C. as well as to be known as a U.S. EPA Safer Choice Partner of the Year, obtained a score of 91% out of 100% according to the Chemical Footprint's latest release for 2018.

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About New Jersey District Export Council

The **New Jersey District Export Council (NJDEC)** is an organization of leaders from across New Jersey whose knowledge of international business provides a source of professional advice for local firms. Closely affiliated with the U.S. Commercial Service, New Jersey Offices, the NJDEC combines the energies of nearly 30 volunteers to supply specialized expertise to small and medium-sized businesses in their local community who are interested in exporting.

About U.S. Commercial Services - Northern New Jersey

The U.S. Commercial Service is the trade promotion arm of the U.S. Department of Commerce's International Trade Administration. U.S. Commercial Service trade professionals in over 100 U.S. cities and in more than 75 countries help U.S. companies get started in exporting or increase sales to new global markets. The northern NJ office covers Sussex, Passaic, Essex, Bergen, Hudson, Morris, Union, Somerset and Warren counties.

About Sobel & Co.

Sobel & Co., originally established in Newark, New Jersey, has been successfully serving middle market, entrepreneurial and family owned businesses since its inception in 1956. Today the firm operates from Livingston, NJ with over 110 professionals working in a client centric and nurturing culture that supports its reputation for delivering services and solutions across a range of industries. The firm was built on core values that speak to the staff's commitment to each other, to clients and to the community.