



News Release

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LINCOLN FIRM WINS SBA'S 2011 MASSACHUSETTS SMALL BUSINESS EXPORTER OF THE YEAR AWARD

Benjamin Wells of Wells Research and Development wins small business award

Benjamin Wells, President of Wells Research and Development of Lincoln, MA has been named the U.S. Small Business Administration's 2011 Small Business Exporter of the Year according to an announcement made by Bob Nelson, Massachusetts SBA District Director.

The Small Business Exporter of the Year Award is presented annually to a business that meets the following criteria:

- 1) Increased sales, profits and/or growth of employment because of exporting.
- 2) Creative overseas marketing strategies, with description of products and markets served.
- 3) Effective solutions to export-related problems
- 4) Encouragement of other small businesses to export.
- 5) Introduction of unique trading companies, relationships, products or services.
- 6) Volunteer assistance to other small businesses entering the export market.

Wells Research and Development started as a consulting company in 1996 and has since developed a line of modular production line test equipment that is now used in military, medical, consumer, and industrial products all across North America, Europe, the Middle East and Asia. Approximately 40% of their business is export.

"Congratulations to Benjamin Wells on this well deserved award," said SBA Director Nelson. "The impact that Wells Research has made in the global arena is phenomenal and their accomplishments are outstanding and commendable."

Mr. Wells will be honored for this award along with the other 2011 winners at a luncheon on May 26 at the Wyndham Andover Hotel in Andover, MA.

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