



## Steel Belt Systems – Illinois SBDC at College of DuPage

Steel Belt Systems (SBS) USA in Gilberts, IL is an engineered solution and manufacturing company specializing in the design and manufacturer of steel belt systems for continuous industrial processes.



In a relatively short amount of time, SBS has made concerted efforts to expand into international markets. Over the course of about a year, this export sales development was made possible with the help and guidance of Zach Person, Program Manager of the Illinois International Trade Center at College of DuPage. This assistance included - market research, target company list development, sales lead generation and automation, marketing outreach campaign creation and localization, trade show preparation, and guidance on how to find and apply for grants. These grants included the Illinois State Trade and Export Promotion grant, the Metro Chicago Exports grant and matching grant funds from Kane County. The combination of all these resources allowed the SBS export team to expand the scope of their international business development travel to include Brazil, Canada, Colombia and Mexico.

SBS stated, "The short-term results allowed the SBS export team to convert these trade missions into purchase orders for our multi-million dollar machines and spare parts business. These purchase orders are anticipated to increase Steel Belt Systems overall exports to Latin America by 5-10% in 2016. Working with Zach and the entire Illinois export development ecosystem has opened unexpected doors to new markets and provided top-of-the line help and support to win this new export business safely and profitably. We look forward to continue working with our Chicagoland partners to grow our export sales even more in the coming years."

Congrats to the Village of Gilberts on a successful business.