



O-1673 Parkland Tr. NW
Grand Rapids, MI 49534
P: 616.292.6196
F: 616.825.6259
www.eco-rta.com

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I am happy to recommend the Van Andel Global Trade Center as an excellent resource for anyone that is looking to find out about importing or exporting to other countries for the first time.

In 2006 our company decided that in order to stay competitive we would need to find some way to lower our material costs. After our research we came to the conclusion that importing some of these from China would be the only way that we could accomplish this.

We were referred to the VAGTC by a colleague of ours and they were an essential part of success. They helped us with basic language skills, cultural do's and don'ts that were essential to doing business, and our Chinese business cards. But most helpful was giving us advice when we had a dispute over quality with our manufacturer two years later.

Using the Van Andel Global Trade Center, we felt comfortable knowing that we had a reliable resource on our side in case we had any problems before or during our working with Chinese manufactures.

If you have any more questions please feel free to call me anytime at the number above.

Sincerely,

A handwritten signature in black ink, appearing to read "Patrick Kapenga", written in a cursive style.

Patrick Kapenga
Co-Founder President, ECO LLC