

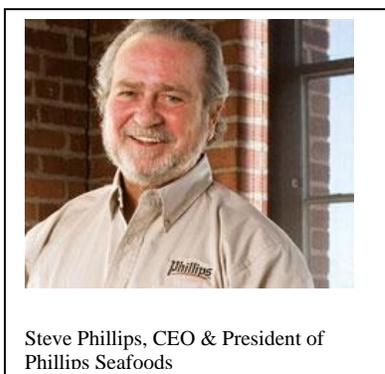


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Growing Jobs Locally and Selling Globally: Maryland Businesses Recognized for International Business Leadership

by Christine Hansen for MDbizMedia

The World Trade Center Institute this evening will recognize seven Maryland businesses for their leadership in international business, and will honor Steve Phillips, President and CEO of Phillips Foods with the Governor's International Award.



Steve Phillips, CEO & President of Phillips Seafoods

The Governor's International Leadership Award, the highest honor given in the Maryland business community, recognizes decades of exemplary global leadership. The winners consistently demonstrate creativity and innovative strategies to drive industry leadership and world-class results while positively impacting Maryland's place on the global stage.

Phillips and his family have been in the seafood business for close to 100 years, and the Phillips Seafood

Restaurants brand is recognized nationwide. In 1990, Phillips took his brand global and established the blue swimming crab industry across Southeast Asia. The company currently operates 17 crab processing plants across 9 Asian countries. The overseas processing facilities ensure a dependable year-round source of crab for Steve's own restaurants, as well as thousands of restaurants and grocery stores across the country through the company's retail and foodservice divisions. Headquartered in downtown Baltimore, Phillips' global manufacturing facility provides hundreds of jobs within the local community. The company has initiated a global program to reduce energy and water use and minimize processing waste, and pushed for the formation of an association of "Seafood Sustainability Directors" to coordinate broader industry efforts in the United States.

The companies receiving the business leadership awards are DARCARS automotive group; Firaxis,



The Phillips family original crabhouse. Photo courtesy of Phillips Foodservice website.

[Marlin Steel Wire Products](#); Ports America Chesapeake, Qiagen, Stulz ATS; and United Therapeutics. The awards are given to company leaders who have demonstrated exceptional business leadership, determination, and creative strategy in international business. The winners were selected among a competitive roster of 80 business leaders and voted on by the International Business Leadership Awards Committee. Awarded for the past 15 years, the International Business Leadership Award has become widely recognized as one of the most prestigious honors in the Maryland business world. The event is expected to draw more than 300 of Maryland's top business leaders, including 75 Presidents and Chief Executive Officers, as well as senior government officials.

Marlin Steel, one of the companies being honored tonight, was a recipient of the Export MD grant for fiscal year 2009. The company manufactures [wire baskets for industrial applications](#) and used the grant to translate their website in five different languages.

“Five percent of [global consumers](#) are Americans. The rest are from across the globe. It makes a lot of sense that in order to grow and thrive and prosper, you have to sell beyond our borders,” said [President of Marlin Steel, Drew Greenblatt](#). “We make everything in Baltimore City, and we export to 34 countries. The global clients are critical to our success and growth. It's friendlier for our global clients to read about our services and products in their [native language](#).”

Greenblatt also added that [Marlin Steel is proud to be one of the recipients of the international business leadership award](#) because it is a testament to the success of the

company.

“We are proud to receive the award – I think it's a signal to small business throughout the State that this is a wonderful strategy to fuel Maryland's economy,” he said. “The biggest bang for your buck for small businesses is to pursue the [export market](#). A fourth of our employees owe their livelihoods to our global clients. We grow jobs locally and sell globally.”

Through its main office in Baltimore and 10 offices around the globe, the Department of Business and Economic Development's Office of International Investment and Trade works to stimulate foreign direct investment in Maryland, offers export assistance for small and mid-sized Maryland



Marlin Steel's website translated for French customers.

companies and coordinates international trade and investment missions and trade show opportunities for Maryland companies. In the past two years, the Department has opened offices in Colombia, India, and Russia to mention a few. Currently, Maryland has representation in the following ten foreign countries: Shanghai, China; Paris, France; Haifa, Israel; Seoul, South Korea; Bogota, Colombia; Taipei, Taiwan; Haryana, India; Hanoi and Ho Chi Minh City, Vietnam; Montenegro, Western Balkans; and Moscow, Russia.

<http://mdbizmedia.wordpress.com/2011/03/10/growing-jobs-locally-and-selling-globally-maryland-businesses-recognized-for-international-business-leadership/>

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