



FACES *of* TRADE[®]



New Castle, Pennsylvania

Stephen J. Benes
Regional Sales Manger

Industry
Air Curtain Manufacturing

Number of U.S. Employees
60

Years of International Involvement
1+

www.berner.com

Berner International was the first air curtain manufacturer in the United States. Since 1956, the company has been manufacturing air curtains for customers ranging from small mom-and-pop stores to industrial corporate giants such as General Motors, Ford, Toyota, Starbucks, Wal-Mart, and Walgreens. Berner also engineers and distributes Posi-Flow fabric duct, replacing costly sheet metal ductwork in many facilities, including gymnasiums and warehouses.

In 2004, Berner received Ernst & Young's Entrepreneur of the Year Award for Manufacturing, which recognizes outstanding entrepreneurs who are building and leading dynamic businesses. Berner also has been honored by the U.S. Small Business Administration as the 2006 Small Business Exporter of the Year for Western Pennsylvania.

Existing trade barriers have limited Berner's ability to successfully export products to Peru. Stephen J. Benes, regional sales manager, says that eliminating trade barriers will be an important step in opening up this growing market.

"Passage of a free trade agreement will put U.S. manufacturers on a more level playing field, allowing us to market our products at more competitive prices and gain market share. In addition to providing new technologies and quality products to customers in the region, growing the international market in a profitable manner will mean Berner can hire more employees and create jobs in Western Pennsylvania."