

# Business MATCHMAKING



A Cooperative Agreement between SBA and HP Small Business Foundation

## **Progress Plastics, Inc.**

### **Louisville, KY**

Identifying potential buyers has never been a problem for John Kulisics, president of Progress Plastics, who started his small business 32 years ago. Getting a chance to sit down and talk with potential new clients, however, has been and remains a constant challenge.

**“Making connections and being able to have serious business conversations is the hard part,” said Kulisics, whose company manufactures tooling for many industries including automotive, appliance, athletic and electronics. “Potential clients are cautious and not very prone to respond to e-mails and phone calls because they are inundated with sales pitches from hundreds of companies every day.”**

For this reason, Kulisics, who traveled from Louisville to the Business Matchmaking event held March 4-5 in Orlando, was grateful that he had an above-average 10 interviews with a variety of corporate and government procurement officers.

Business Matchmaking, a partnership between the U.S. Small Business Administration and HP, provides opportunities for small businesses to have personal appointments with government and corporate procurement officials regarding potential contracts. The program’s events also include networking and education sessions and provide valuable insight on local financing options, how to apply for the Government Services Administration (GSA) schedule, access to technology resources, international trade and trends in technology and marketing.

## **One Day Equals One Year**

**“It would have taken a year to meet as many buyers as I did in one day at the Business Matchmaking event,” said Kulisics. “Of the 10 interviews I had, seven were specifically related to my industry and were very productive.**

**“What was particularly valuable,” Kulisics added, “was if you caught a buyer’s attention at the event, you weren’t simply exchanging business cards. Rather, you**

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**were meeting a person with whom you could actually do business. This was usually someone who could understand your business and serve as your primary contact, or who would refer you to the right people whether they were buyers or engineers.”**

Several meetings “were very promising,” said Kulisics,

**“including contacts with corporations representing the computer/printer, aerospace and automotive manufacturing industries. Although these relationships are presently only in the talking stage, I’m confident further discussions will lead to our being considered for contract work.”**

### **Progress Plastics ‘Looking To Expand’**

Kulisics is proud of his company’s success and is “looking to expand by increasing our customer base,” he said. The company’s services, which focus principally on small plastic parts weighing less than 10 ounces, include face milling, etching, injection molding, and prototype tooling and manufacturing.

**“Progress Plastics is especially interested in expanding its capabilities in the manufacture of custom-injected molded thermal plastic parts for the automobile and communications industries,” said Kulisics. “This includes molded plastic parts for land and cell phones, as well as walkie-talkies.”**

Kulisics said he plans to attend future Business Matchmaking events.

**“These events offer a great opportunity to have serious business discussions,” said Kulisics, “and I can’t wait to make more quality contacts.”**

**Note to Media:** Below is contact information to learn more about Progress Plastics and its experience with Business Matchmaking.



John Kulisics, President  
Progress Plastics, Inc.

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