

Trench It Scoops Export Scholarship



Tauranga Chamber member Janine Cooney, Director of Trench-It Industries was the first recipient of the joint New Zealand School of Export and Tauranga Chamber of Commerce 'Export Scholarship'. The Award contributes to Janine's course fees at the School where she

is enrolled in the distance learning Diploma of International Trade.

Trench-It Industries Ltd has been manufacturing for the domestic market for over 18 years and after recent success in exporting to Singapore and the UK, this small but determined specialist trenching company is setting its sights on *"becoming one of the world's most recognised trencher manufacturers"* says Janine.

The company which designs and manufactures from its premises in Tauranga, is owned by Janine and her husband Matt. Having set aside capital investment for export development and established an Advisory Board, Janine is now learning about all aspects of international trade from researching potential markets to export documentation and getting paid.

"The Diploma will allow our company to have the skills to become more competitive and be in a far better position to succeed in our goals and ambitions" said Janine, *"and because I work daily in our business, I am able to structure the Diploma study time required into my weekly schedule"*.

Evidence of Janine's commitment to growing the family business, together with her long term desire to help other exporters in the Tauranga region was the key to winning the Export Scholarship. *"I am very excited to part of the NZ School of Export, and hope to achieve an international qualification and be able to assist other businesses grow their export business once Trench It has achieved its export goals"* she said.