Exporter of the Year (Massachusetts & New England) Michael E. Montemagno, President Diamond Antenna and Microwave Corporation (Littleton, MA)

Established in 1956, Diamond Antenna and Microwave has grown to become a leading global competitor in design, manufacturing and testing of high-reliability precision RF rotary joints and integrated rotating subsystems. Diamond Antenna's rotary joints are electro-mechanical devices used to transmit radio frequency (RF) signals through a rotational interface via waveguide or coaxial lines. Ancillary items can be incorporated to pass system power, data signals, fiber connections, air and/or fluid to form a complex integrated rotational subsystem.

The company employs 65 people at its headquarters in Littleton, MA and has been exporting for the past 20 years. Diamond Antenna has established itself as a technological leader providing rotary joints for numerous ground, shipboard, submarine, aircraft and commercial platforms, as well as space applications. The company's technical staff has a unique combination of experience in the electrical, mechanical, electromechanical, and quality aspects of the RF microwave technology field.

Massachusetts Export Center has been working with Diamond Antenna since 2013 when the company was under the previous management. Over the years, the Export Center has helped Diamond Antenna with a variety of different export-related issues, focusing on export regulatory compliance and export operational concerns. Our assistance included export compliance manual reviews, export classification, export licensing determination, origin determination under Free Trade Agreements and a comprehensive export compliance risk assessment that was conducted with the help of Mass Export Center's proprietary export compliance risk assessment tool. Through the Export Center, Diamond Antenna has also taken advantage of the STEP Grant program that led to a significant increase in exports. The company has been a member of Compliance Alliance, an initiative of the Massachusetts Export Center, for the past 7 years. Since 2018, Diamond Antenna has taken extensive advantage of the training programs offered by the Massachusetts Export Center, with the employees of the company attending over 25 online and in-person events.

Exporting has been an important and long-term part of Diamond Antenna's business. Exports currently average approximately 27% of the company's overall revenue. The company's goal is to increase export revenue to 35% of total revenue within the next three years. Diamond Antenna exports to about 20 export markets, including Australia, Belgium, Brazil, Canada, China, France, India, Israel, Italy, Japan, Norway, South Africa, South Korea, Spain, Taiwan, Turkey, Ukraine and the United Kingdom.

In 2024, Diamond Antenna and Microwave, which was nominated by the Massachusetts Export Center, won the Massachusetts and New England Regional Exporter of the Year awards.