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Governor McDonnell, Secretary Jim Cheng, Paul Grossman and Matthias Duys met with corporate executives from The Hornschuch Group during the Governor's first international marketing mission. On September 10, 2010, the Governor announced that The Hornschuch Group will invest \$28.3 million to expand its O'Sullivan Films operation in Winchester. The project will create 174 new jobs.

Governor McDonnell Promotes Virginia in Europe

Fostering existing relationships, encouraging business investment, and touting Virginia tourism and a growing wine industry—these were the goals of Governor McDonnell's first international marketing mission to Europe July 17-24.

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VALET Program Graduates 7 Companies; Welcomes 12 New Companies

Seven companies graduated from VEDP's Virginia Leaders in Export Trade (VALET) program in July, including Air Systems International, Inc. of Chesapeake; CVG, Inc. of Chantilly; Foot Levelers of Roanoke; Hamilton Beach Brands, Inc. of Henrico; Ply Gem Building Products of Roanoke and Rocky Mount; PARI Respiratory Equipment, Inc. of Chesterfield; and VSD, LLC of Virginia Beach.

Launched in January 2002, the VALET program assists exporters in the Commonwealth that have firmly established domestic operations and are committed to international exporting as an expansion strategy. Participating firms are chosen based on their dedication to growth through export. The VALET program now has 93 graduates.

VEDP- International Trade also welcomes 12 new companies into the two-year VALET program. The new companies accepted into the program include BDI of Chantilly; BOSH Global Services of Newport News; Customer

Value Partners and SSB BART Group, Inc., both of Fairfax; Delta Pure Filtration of Hanover; Identification International, Inc. (i3) of Blacksburg; Shibuya Hoppmann Corporation of Culpeper; Syntronics LLC of Spotsylvania; Timber Truss Housing Systems, Inc. of Salem; Universal Companies, Inc. of Abingdon; Valkyrie Enterprises, LLC of Virginia Beach; and WR Systems, Ltd. of Norfolk.

These companies join the program as part of the 18th class of VALET companies. To participate, each eligible business must meet several quantitative criteria and complete an application process. Participating firms are chosen based on their dedication to growth through export. Currently, more than 100 Virginia companies have been accepted to participate in the VALET program. ■



Mar-Bal Incorporated Wins Award from Eaton Corporation

Diversified industrial manufacturer Eaton Corporation has recognized Mar-Bal, Incorporated with the Eaton Premier Supplier Award. The Eaton Supplier Award recognizes its top suppliers for their contributions in the areas of cost management, innovation, quality, delivery, and other attributes delivered in 2009 that contributed to Eaton's success. Mar-Bal, an innovative leader in the thermoset industry since 1970, is part of an elite group that represents the top 0.05% of Eaton's global supply base. The company received the award at Eaton's supplier meeting in Cleveland, Ohio.

Mar-Bal's goal is to be the customer service leader in the engineered composites industry through innovations in molding, materials and process development, and to develop and continuously improve long-term relationships with customers, suppliers and employees.

Eaton Corporation is a global technology leader in electrical components and systems for power quality, distribution and control; hydraulics components, systems and services for industrial and mobile equipment; aerospace fuel, hydraulics and pneumatic systems for commercial and military use; and truck and automotive drivetrain and powertrain systems for performance, fuel economy and safety. ■

VALET Program Expands and Welcomes New VALET Program Co-Manager

The new fiscal year marked big changes for the Virginia Economic Development Partnership – International Trade, specifically, for its Virginia Leaders in Export Trade (VALET) program as it began the process of expanding. More companies accepted into the program that will receive more assistance ultimately translates into increased exports from Virginia.

Previously, the VALET program had 30 companies as participants over the course of two years. Due to the proven increase in international sales for companies in the program, the VALET program has expanded to work with more Virginia companies. Instead of accepting only 15 companies into the program each year, 25 will be selected for the program, for a total of 50 per two years. In addition, companies in the program will have access to \$15,000 in reimbursement funds, an increase from \$10,000, from the Commonwealth. The program will continue to provide participating companies assistance from a team of experienced international service providers to help them meet their international goals. Private-sector service providers such as attorneys, Web designers, bankers, translators and freight forwarders contribute essential expertise for expansion into international markets.

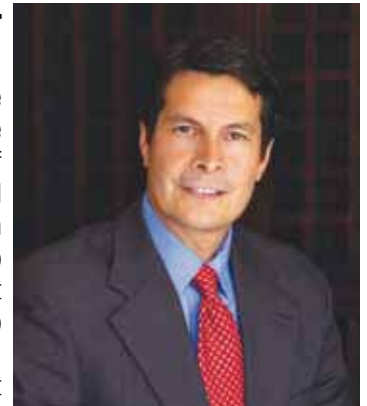
"The VALET Program generates international sales for Virginia companies," said Paul Grossman, VEDP Director of International Trade and Investment. "Since its inception in 2002, the program has worked with

more than 100 companies to produce an average 88 percent increase in international sales. Because of the program's proven success and because jobs are created when Virginia companies sell more into global markets, it is important that we expand the VALET Program to assist more Virginia companies."

Besides the obvious benefit of increased financial assistance, larger classes will translate into greater networking opportunities. It is also expected that the expanded VALET program will offer more occasions for companies to discuss relevant international business topics in person and via Web-based discussions.

With the expansion of the program, the need for another VALET Program Manager was evident. Now, along with Leslie Parpart, the VALET program will be co-managed by Oscar Ruiz, the latest world traveler to join the ranks of VEDP – International Trade.

With extensive experience in international business, Ruiz joins VEDP – International Trade after a successful career with the Albemarle Corporation.



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