

## NEWS RELEASE

### FOR RELEASE:

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## State Program Prepares Twelve Virginia Companies for Export

--VALET program graduates another class--

**RICHMOND** – Fourteen companies from across the Commonwealth graduated from VEDP's **Virginia Leaders in Export Trade (VALET) program**, touting impressive results from their newly acquired tools to successfully export products and services overseas.

The twelve companies include Alliance Engineering of Midlothian County; Alpha Industries of Chantilly; Cooper Instruments of Fauquier County; DRS C3 & Aviation of Chesapeake; FDP Virginia, Inc. of Essex County; Hanbury Evans Wright Vlattas and Co. of Norfolk; Innovative Wireless Technologies of Bedford County, ManTech International of Stafford County; **Mar-Bal, Inc. of Pulaski County**; Mikro Systems of Albemarle County; Northland Forest Products of Fluvanna County and Waterborne Environmental, Inc. Collectively, these companies have increased their international sales by more than 57 percent during their two years in the Program.



Pictured, Left to Right: Diane Thomas - International Trade Manager, VEDP; Ron Poff - Marketing Manager, Mar-Bal; Paul Grossman, Vice-President, VEDP.



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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 137 graduates.

“The VALET program accelerates the development of international business by connecting companies with the practical tools needed for successful export sales,” said Paul Grossman, VEDP Director of International Trade and Investment. “These graduating companies have utilized all of the resources of the VALET program and have increased their international sales as a result. This class of companies worked extremely hard during a very tough international climate, and I am confident that they will see the return on their investment for years to come.”

Currently, the VALET program has 50 companies as participants. The program provides participating companies assistance from the Commonwealth and from a team of experienced international service providers to help meet their international goals. These private sector service providers, such as attorneys, website designers, bankers, translators, accountants and freight forwarders contribute essential expertise to assist companies in executing their export initiatives.

The Virginia Economic Development Partnership, a marketing organization, was created by the Virginia General Assembly in 1995 to encourage, stimulate, and support the development and expansion of the economy of the Commonwealth. The Partnership is a state authority, which is governed by a 22-member Board of Directors appointed by the Governor and the Virginia General Assembly. To accomplish its objectives of promoting economic expansion within the Commonwealth, the Partnership focuses its efforts on business recruitment, expansion and international trade. VEDP has offices in Virginia, Belgium, Shanghai, Mexico, Japan, India and the United Kingdom.

*To learn more about VALET program, visit [www.ExportVirginia.org](http://www.ExportVirginia.org).*