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## **CONGRESSMAN BOBBY SCOTT HONORS HAMPTON FIRM FOR EXPORT SALES ACHIEVEMENT**

HAMPTON – Congressman Bobby Scott (VA-3) joined the U.S. Commercial Service, Richmond field office to present Teledyne Hastings Instruments with an Export Achievement Award in recognition of the firm’s recent exporting success.

According to Congressman Scott, “Small business success contributes to the economic vitality of the entire community. American small businesses employ about half of our nation’s workers and are the number one job creator in the United States. Small businesses are driving our continued economic recovery. It’s for this reason that a prosperous and dynamic trading environment is such a critical priority for Americans, and why Teledyne Hastings Instruments’ recent export success is something worth celebrating.”

The Hampton-based manufacturer has exported its vacuum and gas mass flow instruments to various countries for many years. Beginning in 2015, Teledyne Hastings Instruments worked with U.S. Commercial Service offices in Virginia and Japan to reinvigorate the firm’s prospects in that key market.

According to Scott Paris, Site Leader at Teledyne Hastings Instruments, “Export business is important to the growth of our vacuum gauge and mass flow controller business here at Teledyne Hastings. We are very grateful to the U.S. Commercial Service of the Department of Commerce for assistance over the years in helping us improve our international presence.”

Small businesses play a vital role in promoting “Made in America” products in international markets, with 98 percent of U.S. exporting companies having fewer than 500 employees. Companies like Teledyne Hastings Instruments create and support jobs in local communities across the country.

“We’re here to work hand-in-hand with local firms to assess their export potential and provide solutions that make their goals of operating internationally a reality,” said Joshua Kaplan, Director of U.S. Commercial Service Richmond. “Our local office can connect local firms to our network of trade specialists in more than 75 markets. Our international colleagues help Virginia firms with translation, transportation, regulations, and matchmaking in challenging global markets.”

Teledyne Hastings Instruments is part of the Virginia export ecosystem that supported 78,434 jobs in 2016 and \$16.5 billion in goods exported in 2017.

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### **International Trade Administration**

*The International Trade Administration (ITA) is the premier resource for American companies competing in the global marketplace. ITA has 2,100 employees assisting U.S. exporters in more than 100 U.S. cities and 75 markets worldwide. For more information on ITA visit [www.trade.gov](http://www.trade.gov).*