



FOR IMMEDIATE RELEASE  
May 23, 2019

Contact: Tony Ceballos, (215) 597-7141

## **Pennsylvania Firms Receive Presidential “E” Award the Highest American Honor for Export Success**

**WASHINGTON** – Today, U.S. Secretary of Commerce Wilbur Ross honored three Pennsylvania exporters with the 2019 President’s “E” Award along with 48 U.S. companies and organizations, recognizing their contribution to American export growth.

“President Donald J. Trump has placed a high priority on restoring the balance of global trade to ensure American businesses and workers are not left behind,” said Secretary of Commerce Wilbur Ross. “With companies like these awardees who have placed a premium on export success, we can reclaim the lost years of ever-expanding trade deficits.”

The President’s “E” Award was created in 1961 by Executive Order of the President and is the highest recognition a U.S. entity can receive for making a significant contribution to the expansion of U.S. exports. In 2018 alone, the United States exported \$2.5 trillion worth of goods and services – the highest on record.

Pennsylvania companies **PDC Machines Inc.**, **R&M International Sales Corp**, and **MACK Defense LLC** received the “E” Award for Exports for demonstrating a sustained increase in export sales over a four-year period.

- [PDC Machines Inc.](#), a manufacturer of industrial gas compressors for automotive fuel markets and hydrogen gas compressors for hydrogen refueling stations, more than doubled both its export sales and its percentage of export sales to total sales over the past four years. “Commerce support in SE (Southeast Asia) was important for sure. Our big sales numbers increases was directly attributable to the above,” said Kareem Afzal, Vice President, Business Development, PDC Machines Inc.
- [R&M International Sales Corporation](#), a leading supplier of textiles, plastics, and recycling materials to the global community, nearly doubled its export sales over the past four years and has increased exports to 79% of total sales. “Throughout our 40 years of international trade collaboration R&M has found the services of the U.S. trade departments to be invaluable and an integral part of our success.” said Stephen Rawson, Partner, R&M International Sales Corporation.
- [Mack Defense LLC](#), a manufacturer of tactical, logistical, commercial, and specialty vehicles for government and military customers worldwide, reported record export sales which grew to more than 50% of total sales. “Exporting is an important part of our sales,” said David Hartzell, President & CEO, MACK Defense, LLC. “Buyers and consumers in foreign markets want quality products made in the United States, and we are honored to receive the “E” Award.”

American companies are nominated for “E” Awards through the U.S. & Foreign Commercial Service office network, located within the U.S. Department of Commerce’s International Trade Administration. Record years of successive export growth and an applicant’s demonstration of an innovative international marketing plan that led to the increase in exports is a significant factor in selecting the overall winners.

“Pennsylvania exporters continue to take advantage of international growth opportunities and these Export Award winners are a prime example of how local companies are expanding their global market share to meet worldwide demand for high quality, U.S. goods.,” said Tony Ceballos, Director of the U.S. Commercial Service in Philadelphia, whose office also serves Delaware. “Throughout the year, our Philadelphia office—working in tandem with our U.S. Commercial service global network in U.S. Embassies and Consulates—helps hundreds of local businesses realize their export goals. Our office can assist your business as well.”

For more information about the “E” Awards and the benefits of exporting, visit [www.export.gov](http://www.export.gov).

###