



FACES *of* TRADE[®]



McKean, Pennsylvania

Roderic B. Karpen
Chairman and CEO

Industry
Manufacturing

Number of U.S. Employees
195

Exporting to China Since
1986

www.cpoesvulcan.com

Copes-Vulcan, Inc., a Pennsylvania-based producer of control valves for power plants, supplies the control valves for Power Plant No. 1 in Beijing. Robert J. Darragh, Vice President for International Marketing and Sales, explains, "This plant supplies electricity and steam to our embassy in China. My wife and I spent time with the Director of this plant while visiting there and I found the hospitality and sincerity of the Chinese people remarkable."

Copes-Vulcan has done business in China since 1986. The company's sales in China depend on stability in the U.S.-China relationship. "**The 'China bashing' that takes place in Congress during the trade stsus reviews is too political and detracts from our efforts to build business and trust,**" states Darragh. If PNTR is extended to China, Darragh estimates that Copes-Vulcan's business will continue to grow in that very important market.