

## For Immediate Release

### Brewster, NY Company Named 'Exporter of the Year' by U.S. Export Promotion Magazine

Hipotronics, Inc. has received a 2010 Exporter of the Year award from ThinkGlobal Inc., publisher of *Commercial News USA*, the official export promotion magazine of the U.S. Department of Commerce.

Located in Brewster, New York, Hipotronics, Inc. – part of Hubbell, Inc., an NYSE listed, diversified manufacturer of electrical products – is a leading full-line manufacturer of high-voltage test equipment and measurement instrumentation.

"Hipotronics is proud to be selected by *Commercial News USA* as Exporter of the Year," said Chris Faust, General Manager. "Our high voltage test and diagnostic equipment plays a critical role in providing safe and reliable electrical power all over the world. Typically, nearly half our annual sales are generated through exports. In fact, Hipotronics was firmly established in places such as China, India, Russia, and Brazil decades before the term 'globalization' was coined."

Founded in Brewster, NY in 1962, Hipotronics manufactures high voltage test and diagnostic equipment for the utility and electrical apparatus industries. The company has been awarded over 20 U.S. and international patents for test technology innovations and has a worldwide installed base of well over 1,000 large systems. Hipotronics is part of the Hubbell High Voltage Test Business, which also includes our international partners Haefely Test, Tettex Instruments, and Robinson Instruments - all pioneers in the field of electrical testing. Today the Hubbell High Voltage Test Business operates manufacturing facilities and sales/service offices on three continents.

"Today, our export business continues to increase as developing nations electrify rural areas for the first time," said Faust," and as emerging economies grow and demand more electrical power, as renewables such as solar, hydro and wind comprise a greater percentage of worldwide electrical generation, as nations seek more efficient means for electrical transmission, and as smart grid technology continues to emerge. The global power grid is evolving at a tremendous pace, and as always Hipotronics' technology, service, and application experience are well ahead of the curve."

*Commercial News USA* is a catalog-style magazine that reaches more than a quarter million readers in 176 countries worldwide. Awards were given to one U.S. company in each of 11 industry categories. Hipotronics, Inc. was the winner in the Electrical/Electronics category. All Exporter of the Year award winners were profiled in the May-June 2010 issue of the magazine.

Criteria on which winners were selected included the total number of documented export transactions completed in 2008, the total percentage increase in sales in 2008 compared to 2007, exports as percentage of total sales, the company's commitment to exporting, the company's commitment to customer service, and the company's innovation and originality in marketing products or services. To be eligible for the award, a company must currently be exporting from the United States.

Gregory Sandler, publisher of *Commercial News USA*, said that the success of Hipotronics, Inc. indicates clearly how American companies can benefit from exporting. "American companies that want to grow and to expand beyond their current trading areas need to consider opportunities outside of the U.S.," said Sandler. "World markets offer real potential for U.S. exporters.

"Information about the Exporter of the Year awards, including profiles of all the winning companies, is available online at [www.exporteroftheyear.com](http://www.exporteroftheyear.com). The current issue of *Commercial News USA* is available online at [www.thinkglobal.us](http://www.thinkglobal.us). Information about Hipotronics is available at [www.hipotronics.com](http://www.hipotronics.com).



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