

What Members Have to Say About the Center

"Services available through the center can be invaluable when attempting to enter the Russian market. Having knowledgeable people available to consult enables firms who have no experience in the market to behave and conduct business in a culturally acceptable manner. The folks at the center know the market, the customers and have the contacts to make doing business in Russia much easier than trying to start from scratch. Their services enabled us to schedule an appointment with a potential customer that we had previously been unsuccessful in seeing. They're a very valuable resource."

Kathy Marx

Vice President, Marketing and Strategic Planning, Flint Ink Corporation

"Of the many decisions I had to make during 2003, I believe the best was to use the services of the American Technology Print Center in Moscow to help us enter the Russian graphic arts marketplace. The staff has been exceptionally helpful to us, by providing their knowledge and suggestions regarding all aspects for developing a successful marketing plan. The net results are that we have secured a major graphic arts dealer, developed an advertising program, and attended our first trade exhibition in Moscow that resulted in a large number of qualified sales leads. I wholeheartedly suggest other NPES manufacturers use the services of the Center to help develop their export markets."

William Bender

Sales Manager, Tobias Associates

"NPES has been a valuable resource to Pamarco and DGM on many levels, most recently with the advice and insight into opportunities in Russia provided by the American Technology Print Center."

David Moreland

Vice President, Sales and Marketing, Pamarco/Dauphin Graphic Machines

"The American Technology Print Center has been helpful for Baumfolder Corporation to establish additional contacts in this emerging region of the world - we value this NPES initiative and can recommend that other members take advantage of this resource."

Ulrik Nygaard

President and CEO, Baumfolder Corporation

“The American Technology Print Center and its staff were instrumental in finding us a dealer for our perfect binder in Russia. The staff are friendly, know the language, and more importantly, knows the ins and outs of dealing with Russians.”

David Spiel
Vice President, Spiel Associates, Inc.

"Goss International has the highest regard for NPES and its wide range of services and materials for our industry. The new American Technology Print Center, focused on the Russian market, is of particular interest to Goss as we already have a significant customer base across Russia and the whole of Eastern Europe. The Russian market is already expanding due to an ever-growing need for the latest in communications innovation -- in our case, for advanced technology newspaper and commercial web offset printing press systems. Since 2003 our global focus has been positioned as follows, so we believe that both NPES and Goss are moving forward with essentially the same approach to our industry -- Innovation for Business. We welcome this new NPES Russian market initiative and plan to fully involve ourselves in its activities in 2004 and beyond."

David Stamp
Global Director of Marketing, Goss International

"Cooperation with The NPES American Technology Print Center has significantly assisted XANTÉ in developing its presence in Russia. In November 2003, the Center and XANTÉ co-hosted a XANTÉ Product Demonstration and Technology seminar, which resulted in multiple product sales as well as provided our company with vital market information along with industry contacts. The Center provides XANTÉ an important venue that enables us to demonstrate our unique printing technologies. Product literature translations, participation in industry exhibitions and industry related research are just a few of the additional services the Center has also provided XANTÉ."

Mark Swanzy
Chief Operating Officer, XANTÉ Corporation