

U.S. Commerce Trade Official Honors Bucks County Companies for Export Achievements

The U.S. Commercial Service today presented two Bucks County, PA companies with the Commerce Department's Export Achievement Certificate. The awards, presented to PARIS Technologies International, Inc. of Doylestown, and Tobias Associates of Ivyland, recognizes companies that have used the export services of the U.S. Commercial Service to make their first export sale or open new foreign markets.

"Most of the jobs in America are created by small businesses," said Thomas McGinty, National Director for U.S. Operations with the Commercial Service. "Small and medium-sized companies like these comprise almost 97 percent of U.S. exporters. The Bush administration will continue to work hard to help U.S. companies increase their exports and generate high-paying jobs for the working people of Pennsylvania."

PARIS Technologies is a software development and marketing organization with offices in Asia, Australia, Europe and North America. Paris provides solutions that enable medium and large enterprises to rapidly convert operational data into business-critical knowledge through its next generation OLAP (online analytical processing) applications. Working with trade specialist Debora Sykes of the Philadelphia U.S. Export Assistance Center, Paris signed up for the Platinum Key Service in Philippines to identify new distributors throughout Asia. The firm has also benefited from Commercial Service support through high-tech trade missions, trade shows, and other events. As a result of its export growth, the firm has also expanded its staff.

Tobias Associates is a manufacturer of graphic arts equipment, automatic plate scanners and table top/portable densitometry that are used in the printing, photographic and paper/electronic publishing industries. A client of the U.S. Export Assistance Center, Tobias has benefited from counseling, market research and trade leads to make new export sales to Russia, Germany, Mexico, Canada, and Austria. Trade specialist Sykes has worked closely with Tobias to develop a strategic marketing plan that maximizes Tobias' exposure at graphic arts industry trade shows in Europe. Tobias has added new staff to keep pace with its export growth.

Both Export achievement awardees are members of Mid-Atlantic District Export Council, a key industry advisory group that promotes U.S. exports.

The U.S. Export Assistance Center in Philadelphia is part of the global network of the U.S. Commercial Service, a Commerce Department agency that helps small and medium-sized U.S. businesses sell their products and services globally. The U.S. Commerce Department's Commercial Service network includes offices in 107 domestic cities and 85 countries.

Firms looking to expand international sales should contact the Philadelphia U.S. Export Assistance Center at 215.597.6101 or www.buyusa.gov/philadelphia

For more information about the United States Department of Commerce at www.ita.doc.gov/media or contact Curt Cultice at 202.482.3809

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