



NEWS

The Association for Suppliers of Printing, Publishing and Converting Technologies

Volume XXII, Number 6 June 2003

NPES ATTENDS TAX BILL SIGNING CEREMONY

NPES leaders joined other business representatives at the White House on May 28 for President Bush's signing of the new tax law, which "should help stimulate the market for new equipment purchases by firms that have held off making capital purchases," according to NPES President Regis J. Delmontagne.

Delmontagne termed the new law "unequaled in recent history" and "a win-win situation for suppliers and users." NPES, working as a steering committee member of the Tax Relief Coalition that was specifically commended by President Bush for its strong support of his tax proposal, lobbied vigorously for the bill's passage, stepping up its advocacy in late May as the measure neared enactment.

Among the law's key provisions is a 50 percent bonus depreciation provision for printing, publishing and converting machinery and other capital equipment. NPES, working through the Cost Recovery Action Group coalition, had urged the



U.S. Commerce Secretary Don Evans, Senate Majority Leader Bill Frist and House Ways and Means Committee Chairman Bill Thomas look on as President George W. Bush signs historic tax cut legislation, containing unprecedented capital investment incentives.

continued on page 2

TOBIAS PRESENTATION LAUNCHES NEW EURASIA CENTER IN MOSCOW

The new NPES Eurasia Sales and Service Center in Moscow recently hosted its first formal event, a technical and sales presentation by Tobias Associates.

About 50 people attended "Quality Control Systems for Printing Procedures," which featured both a technical lecture and demonstrations of Tobias products. Among the audience, more than 30 people represented printers and other potential customers, while 18 came from trade companies who are potential dealers or representatives for products of NPES member firms.

The United States Trade and Development Agency provided a \$164,600 grant to the Russian Printing Industry Association to create the facility, in an agreement that names NPES as the sole contractor to establish and manage the Center. NPES is responsible for selecting and equipping the site, hiring staff, organizing training seminars and demonstrations, and recruiting U.S. suppliers and Eurasian distribu-

tors to participate as Center partners.

"Seminars like this, which provide both technical education and a chance to learn about specific products, are one of the key missions of the Eurasian Sales and Service Center for Graphic Communications Technologies," said NPES President Regis J. Delmontagne. "The Center will provide high quality training to Russian industry personnel, and offer NPES members the opportunity to demonstrate products, distribute literature, contact potential distributors, provide technical support and service and strengthen their presence in the Russian market."

continued on page 2

Inside

International Focus
Buy-Site Adds Service
Graphic Arts Show Company
NPES Meetings Schedule

Page 3
Page 4
Page 5
Page 6

PDF STANDARDS REVISION COMPLETED

At the May 21-22 meeting of the International Organization for Standardization's Technical Committee 130 WG 2 TF 2, Technical Experts representing Belgium, Brazil, Germany, Japan, Switzerland, United Kingdom and the United States completed the revision of three ISO standards relating to the use of PDF for the exchange of prepress digital data exchange. The standards will now be prepared for publication, expected later summer this summer. The standards are increasingly being used by major publications, especially for the exchange of files for advertisements. Shown in the photo, left to right, are **Larry Warter**, Fuji Photo Film USA; **Masayoshi Aoki**, Sikei University; **Tim Donahue**, Nexpress Solutions; **Ulrich Hoffmann**, Heidelberg; **John Iobst**, Newspaper Association of America; **Bruno Mortara**, Prata da Casa; **David McDowell**, NPES; **David Kauffman**, Creo; **Martin Bailey** (Chairman), Global

Graphics Software; **Olaf Drümmer**, Callas Software gmbh; **Mary Abbott** (Secretary), NPES; **Uve Junglas**, IFRA; **Dan Everard**, Creo; **David Van Driessche**, Enfocus Software; **Walter Steiger**, EMPA/Ugra; **Andy Den Tandt**, Enfocus Software; **Hans Ott**, GretagMacbeth; **Dwight Kelly**, Apago. ■

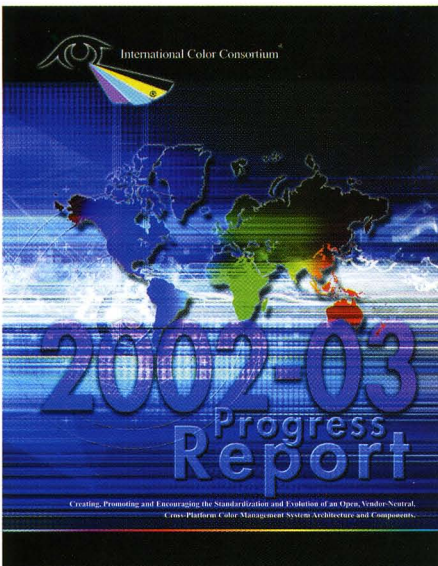


ICC PUBLISHES PROGRESS REPORT

The International Color Consortium® has published its second Progress Report covering the activities and accomplishments of the group during 2002 and early 2003. Highlights include several actions taken by the ICC to make the specification easier for implementers to use and address issues raised by users in implementing workflows based on ICC profiles and the organization's commitment to turn the specification into a formal International Organization for Standardization standard.

The 16-page process color report contains complete information on the activities of each of the ICC's six working groups including their objectives and an assessment of their progress towards improving the ICC specification, as well as a list of user concerns which are being addressed and a workflow template.

Hard copies of the report are available upon request to NPES Vice President William K. Smythe, who serves as ICC Secretary, telephone 703/264-7200 or e-mail ksmythe@npes.org. Or, a pdf version of the document can be downloaded from the ICC web site at <http://www.color.org/iccprogressreport.pdf>. ■



BUY-\$ITESM ADDS NEW TELECOMMUNICATIONS SERVICE

members has added a new telecommunications program offering up to 40 percent in monthly savings. PowerNet Global Communications offers voice and data services including long distance and toll free service as low as 4.9 cents per minute, calling cards, integrated T-1, OC 3-OC 192, private line and dedicated and dialup service

The Buy-\$ite web-based group purchasing program for NPES mem-

through a 100 percent fiber optic network.

To learn more about this new service, call 1/800-239-7420 to speak with a representative of BTC, the marketing and management representative for PowerNet Global. Tell the representative that you are a member of NPES and request information on the special program.

For information about the Buy-\$ite, contact Administrator Keith White at 703/264-7200 or e-mail kwhite@npes.org. ■