

## How Are We Doing So Far? What Others Say About World Trade Center Alaska.



**Dennis L. Mitchell - Vice President Oil and Gas, Lynden International**

Lynden International has been a member of the World Trade Center Alaska for 25 years. They provide timely and relevant information regarding Alaska's role in international trade and assist many companies in finding the right path when navigating this arena. Our involvement has led to many valuable business contacts both in Alaska and internationally which has enhanced our opportunities. We encourage businesses with an interest in expanding to international markets to become a member of WTCAK and discover the benefits of being a part of this dynamic group.

**Richard Strutz - Regional President, Wells Fargo Bank Alaska**



Understanding our customers' international trade needs is of paramount importance to Wells Fargo, and World Trade Center Alaska connects us with the resources to stay well informed about pertinent economic trade issues impacting Alaska. World Trade Center Alaska has helped us develop long-term relationships with Alaskan businesses that are just entering the global marketplace or expanding their horizons. We look forward to continuing our membership with WTC Alaska and working with them to advocate for Alaskan businesses. Congratulations to World Trade Center Alaska for 25 years of connecting Alaskan businesses with the global marketplace!



**Gregory Galik - Founder & Chairman, Alaska Brands Group, Anchorage**

I discovered the value of membership in the World Trade Center Alaska over ten years ago. Through my business career, and several business endeavors, World Trade Center Alaska has been vital to connecting and selling in markets worldwide. Now our business depends on WTCAK to help us expand and reach the world with our Premium Glacial Water business. The assistance Greg and his staff has provided is priceless, and their association with the U.S. Department of Commerce and other trade organizations have provided welcome introductions and 'deal-flow' for us. No matter your enterprise, product or service, if you are planning to do business in foreign markets, I encourage you to become a member of World Trade Center Alaska. You'll find that membership a valuable second Passport that will open doors for you!

**Bill Brophy - Vice President, Customer Relations, Usibelli Coal Mine, Inc.**



Usibelli Coal Mine (UCM) is proud to have been a member of World Trade Center Alaska (WTCAK) for many years. Over the years, UCM and WTCAK have successfully partnered to market Alaska coal to a variety of international customers on the Pacific Rim. The management team at WTCAK possesses the talent and expertise to prosper business relationships for international trade missions abroad. They continue to develop strategic plans and conduct market surveys that foster great relationships with allied countries. It is a great pleasure to applaud the great work at WTCAK as we celebrate their 25<sup>th</sup> Anniversary.



**Angelina Skowronski - Marketing Development, The Auction Block Co.**

The Auction Block Co., a locally-owned Homer-based seafood company, has worked with WTCAK for a number of years. This last year was my first personal experience with the organization and I was delightedly impressed with their work. Our goal was to expand our markets to Europe and it could not have been so smoothly attained if not for the aid of Alex Salov and the WTCAK team. They helped us in every corner of the process from linking us with the appropriate contacts abroad to answering my many travel and visa questions. They were effective communicators, professional, and met every interaction with great enthusiasm and genuine care. It was a true pleasure working with them. We are greatly appreciative for their hard work put forth.

**Samuel Pelant - Managing Director, PolyEarth Construction International, LLC**



PolyEarth Construction International is a small Alaska-based company that has successfully prosecuted projects in the Middle East and Mediterranean regions. With an interest in finding available opportunities in South Asia, PolyEarth approached World Trade Center Alaska for help. With World Trade Center Alaska's help, and through their excellent South Asian regional network connections, we have developed key relationships that we are using to create some new and very exciting export items from Alaska to South Asia. We could not have done this efficiently and effectively without the support we received from World Trade Center Alaska. When it comes to supporting the export of Alaskan goods and services, World Trade Center Alaska is truly a World Class organization!



**Ryan B. Gilbert - Business Advisor and International Trade Specialist, Alaska Small Business Development Center**

Greg Wolf and his staff at the World Trade Center Alaska apply their expertise where it matters, while their professional relationships throughout the world put global commerce at the fingertips of all Alaskan businesses. I had the pleasure of accompanying WTCAK on the 2011 China Trade Mission and witnessed, first hand, the unparalleled value of their connectedness.