

**Atlantic Research Corporation**

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Subject: Recommendation for JMK Contact

To Whom It May Concern:

Atlantic Research Corporation (ARC) initially hired Ms. Julia Karpeisky and JMK Contact as a consultant in 1997 and has retained her services over the past 6 years. During this period of time I have had the pleasure of working closely with Ms. Karpeisky and other members of her firm JMK Contact as a principal ARC management interface. ARC is a developer and producer of rockets for satellites and sought JMK's consulting and interpretation services to facilitate and expand our business relationship with a Russian design bureau, Fakel, pursuing similar technologies.

From the start of our relationship JMK has supported ARC as an active member of our new business team. In addition to interpretation services, she has provided advice, back channeled communication, recommended strategies, interpreted Russian reactions, and recommended language for use in drafting legal agreements. Oftentimes we have asked Ms. Karpeisky to contact Russian partners directly, delivering messages and providing feedback thus saving time and improving our regular communications.

Ms. Karpeisky performed a vital role in the establishment of our current successful working relationship with Fakel and the Russian Aviation and Space Agency (RASA). When interpreting, Ms. Karpeisky took the time to understand key words and acronyms used in the complex field of plasma rocket technology thus greatly improving communications between both parties. Additionally, she provided us with further interpretation on what is said to aid our comprehension of the meaning. The open communications that developed resulted in a high level of trust between both companies thus smoothing future business discussions and negotiations.

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Over the past years working with Fakel, JMK has provided invaluable support on a variety of challenging and critical endeavors including:

- Hosting formal reviews and meetings for major prime contractors including Boeing and Lockheed Martin in Russia.
- Preparation of a joint ARC/Fakel presentation on a multimillion dollar program proposal to a prime contractor.
- Obtaining a decree signed by the Russian Prime Minister.
- Establishment of a Limited Liability Company including ARC, Fakel and the RASA.

This all required close coordination with Fakel and involved senior level involvement with representatives from several Russian government agencies including the RASA and the Russian Ministry of Defense.

On several occasions JMK Contact has provided ARC with translation support, in both the US and Russia, on a very short notice through an extensive network of translators. All JMK contact representatives have displayed a high level of professionalism and skill. I highly recommend JMK contact to anyone who is seeking to establish long term relationships with Russian firms, or is in the need of quality interpretations services.

Sincerely,



Craig Clauss  
Director, Business Development  
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Atlantic Research Corporation