



TRADER

January 2012

The TRADER keeps MVITA members informed of upcoming international events and other international happenings in the Miami Valley and Southwest Ohio.

Upcoming MVITA Events & Happenings

Thursday, January 19th (West Chester, OH) – Executive Seminar “The Exporters’ Toolkit”

MVITA will host a morning seminar focused on highlighting the tools that a company needs in exporting goods and services internationally. A panel of international experts will make presentations and provide straight answers and tips on all aspects of exporting. This seminar is for CEOs, CFOs, Company Presidents and Senior Executives looking for answers on growing their business in 2012 and beyond through exports.

Place: The Wingate Inn – 7500 Tylers Place Blvd., West Chester, OH 45408

Time: 9:30 am to 11:30 am. **Cost:** \$25 MVITA members, \$35 Non-members

More Info: http://www.mvita.org/documents/The_Exporter's_Toolkit_Seminar_011912_Flyer.pdf

To register, e-mail mvita@earthlink.net or call 937-226-8482

Thursday, January 19th (West Chester, OH) – Executive Luncheon “Sales Channels are Critical to Your International Success”

- MVITA will hold an Executive Luncheon immediately following the Executive Seminar. Mike Nemeth, General Manager of Elliott Tool Technologies, Ltd. will be the featured speaker at this luncheon. Mike will discuss how this small tool and engineering company in Dayton has successfully achieved outstanding results in expanding its business through exports via their varied international sales channels. Elliott Tool exports approximately 30% of its sales.

Place: The Wingate Inn – 7500 Tylers Place Blvd., West Chester, OH 45408

Time: 11:30 am to 1:00 pm. **Cost:** \$45 MVITA members, \$55 Non-members, \$25 Students

More Info: http://www.mvita.org/documents/Flyer_January_2012_Luncheon_new.pdf

To register, e-mail mvita@earthlink.net or call 937-226-8482

Make Exports a Priority in 2012

MVITA is kicking off 2012 with 2 Back-to-Back events as mentioned above on Thursday, January 19th at the Wingate Inn in West Chester. The following special prices are being made available if you plan to attend both events: MVITA Members: \$60 per person and Non-Members: \$75 per person.

Special prices for a table of six persons are also available: Seminar Only: \$150 per table; Lunch Only: \$250 per table; Both Seminar and Lunch: \$350 per table.

To register, e-mail mvita@earthlink.net or call 937-226-8482

MVITA 2012 Membership

As MVITA is a volunteer Not-for-Profit organization, Membership dues and corporate sponsorships of our events are essential to MVITA's growth and success in its mission to promote international trade in Southwest Ohio. Membership Renewal Invoices are being mailed now. If you know of a company, organization or individual that may be interested in joining MVITA for 2012, please send the lead to Jim Ireton by e-mail at mvita@earthlink.net or call 937-226-8482.

2012 Corporate Sponsorships

If your company is interested being a 2012 Event Sponsor or placing an ad in MVITA's 2012 Membership Directory, please contact Jim Ireton by e-mail at mvita@earthlink.net or call 937-226-8482

We welcome the following New Members to MVITA

Michael Kou

Growth By Exports, Inc

An Export Consulting and Global Project Management Company

www.growthbyexport.com

Barbara Castilano

Marketing Options LLC

A Full Service Marketing Consulting Firm

www.moptions.com

Other Upcoming International Events & Happenings

Friday, January 27th (Cincinnati, OH) – “5th Annual Lunar New Year Gala”

The Greater Cincinnati Chinese Chamber of Commerce will celebrate the Year of the Dragon at a Gala Celebration at Cincinnati Music Hall featuring Dinner, Silent Auction & Piano Concert.

Place: Cincinnati Music Hall, 1241 Elm St., Cincinnati, OH, 45202

Time: 4:30 pm to 10 pm. **Cost:** \$128/person for GCCCC Members; \$148/person for Non-members

More Info: <http://library.constantcontact.com/download/get/file/1102549439128-587/Newsletter+Gala.pdf>

Thursday, March 22nd (Cincinnati, OH) – Xavier University/SODEC 6th Annual International Trade Conference - “Hot Market Watch: Selling to Brazil, China, South Korea & Vietnam/ASEAN”

Place: Cintas Center at Xavier University, 1624 Herald Avenue, Cincinnati, OH, 45202

Time: 7 am to 5 pm. **Cost:** \$80 per person

More Info at: <http://www.hotmarketwatch.com>

Questions: Email kara.sweeney@trade.gov or call (513) 684-2944

Upcoming Trade Missions

The Ohio Department of Development's Global Markets Division, in partnership with The Council of Great Lakes Governors trade missions:

March 16-28, 2012 - A multi-sector trade mission to **Indonesia, Vietnam, and Thailand** with scheduled one-on-one business appointments and country-specific business briefings and events. Additional Info at: www.cglg.org/projects/ivt2012mission/index.aspx

Interested parties may contact Zoe Munro at 312-407-0177 or e-mail zmunro@cglg.org

April 14-24, 2012 - A multi-sector trade mission to **Brazil, Chile, and Columbia** to assist small-to-medium sized companies with exporting products and services to these rapidly growing markets with an additional sub-focus on the water industry. Additional Info at: www.cglg.org/projects/bcc2012mission/index.aspx
Contact Emily Tucker at 614-466-5331 or e-mail Emily.tucker@development.ohio.gov