

Monthly Newsletter



Southern Ohio District Export Council Cincinnati, Columbus, Dayton

Oct/Nov/Dec 2008



Save The Date! - SODEC

October 22, 2009 - The 4th Annual SODEC/Xavier University International Trade Conference will take place on October 22, 2009 at Xavier University's Cintas Center. Planning is taking place for another great event. Mark your calendar to attend!

Save The Date! Cincinnati Sub-Chapter

December 10, 2008: Canada Customs Documentation and Regulations will be hosted by Frost Brown Todd. Call: (513) 651-6166 for more information.

December 16, 2008: Cincinnati USA Hispanic Chamber presents the Chamber's First Posada at the Cincinnati Art Museum. Call (513) 366-2383 for more information.

March 6, 2009: 2009 Around the World International Conference Series. The first of four events in this series is "Selling to India: Opportunities Await", which will be held in Clermont County. For more information contact Kara Sweeney (513) 684-2944.

Save The Date! Dayton Sub-Chapter

December 11, 2008: MVITA's Holiday Luncheon, "A Mexican Fiesta Holiday Celebration" will be hosted in Dayton, Ohio. Call (937) 226-8482 for more information.

2009 DEC Steering Committee Selected - Officers have been selected for the new 2009 Steering Committee. Congratulations to the following members:

Chair	Don Gallion	dgallion@fcxinc.com
Vice-Chair	Lori Van Arsdale	lorijo2@hotmail.com
Secretary	Jim Morrison	jmorrison@sbea.org

There will be five sub committees for 2009, to be chaired by:

Elec. Comm.	Bob Lee	bob.lee@beaconallied.com
Trade Policy	Spence Ross	spencerross@ptonline.net
Legislative	Tom Norwalk	tomnorwalk@aol.com
Education	Carolanne Dickson	cdickson@hawaii.edu
"Green" Tech.	Lori VanArsdale	lorijo2@hotmail.com



Ohio Lieutenant Governor, Lee Fisher speaks to NODEC/SODEC members about Ohio's outlook on Int'l trade and the states strategic plan.

SODEC/NODEC Joint Meeting

November 13, 2008: U.S. Commercial Service - Columbus hosted a joint meeting of the Southern Ohio and North Ohio District Export Councils. The keynote speaker was Ohio Lieutenant Governor, Lee Fisher, who discussed Ohio's Outlook on International Trade and other aspects of the state's strategic plan for the Ohio Department of Development.

Other U.S. Commercial Service (USCS) participants at the meeting were: USCS - Columbus Director, Roberta Ford and Export Assistance Specialist, Jo Daugherty; USCS-Cleveland Director, Sue Whitney and International Trade Specialist, Danielle Rust; and USCS Dayton Manager, Debbie Dirr.

There were 35 NODEC/SODEC members attending the meeting which was hosted by SODEC member, Tony Hucceby in the Greenhouse Room of Huntington National Bank in downtown Columbus. For more information, [click here](#) for a copy of the meeting minutes.



U.S. Commercial Service Great Lakes Regional Director, Michael Miller, briefed the audience on the Commercial Service's priorities for Fiscal Year 2009 at the SODEC/NODEC meeting in Columbus, OH.

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Assistant U.S. Trade Representative, Everett Eissenstat addressed pending U.S. free trade agreements with foreign countries and their impact on the U.S. at "Selling to Central & South America" event held at Xavier's Cintas Center, Oct. 29, 2008.

Cincinnati Sub-Chapter Activities & Events

October 29, 2008: U.S. Commercial Service - Cincinnati hosted the Third Annual Southern Ohio District Export Council (SODEC)/Xavier University International Trade Conference at Xavier University's Cintas Center in Cincinnati, Ohio. This year's program, "Selling to Central & South America," featured a keynote luncheon presentation by Everett Eissenstat, Assistant U.S. Trade Representative (USTR) for the Western Hemisphere with introductory remarks by U.S. Commercial Service' National Partner and conference luncheon sponsor, FedEx Services Worldwide International Account Manager, James Reno.

The conference, which attracted over 240 attendees, began with welcome remarks by U.S. Commercial Service - Cincinnati Director, Marcia Brandstadt.



Raghu Tadepalli, Associate Dean of Xavier University's Williams College of Business moderated the conference.

Cincinnati Sub-Chapter Activities & Events cont.

The morning session began with a political overview of Central & South America by Cindy Stockwell, Senior Executive Director of Xavier University's Williams College of Business Undergraduate Programs. Following Ms. Stockwell's political overview of the two regions, Commercial Service - Central American Regional Commercial Counselor, Michael McGee; Commercial Service - Western Hemisphere Regional Director, Brian Brisson; and Commercial Service - Colombia Commercial Counselor, Margaret Hanson-Muse provided market challenges and opportunities of the CAFTA and South American regions, which included briefings on the following countries: El Salvador, Guatemala, Honduras, Nicaragua, Costa Rica, Argentina, Brazil, Uruguay, Venezuela, Chile, Colombia, Panama, & Peru.



U.S. Department of Commerce - U.S. Commercial Service Western Hemisphere Regional Director, Brian Brisson discussed emerging opportunities in South America.

U.S. Commercial Service - Cincinnati Director, Marcia Brandstadt, provided concluding remarks and announced the raffle prize winners. Throughout the day, U.S. Commercial Service - Cincinnati was recognized as an excellent resource for international trade assistance. In addition to Ms. Brandstadt and the presenters, the U.S. Commercial Service was also represented by Columbus Director, Roberta Ford; Lexington Director, Sara Moreno; Louisville Director, Peggy Pauley; Cincinnati International Trade Specialist, Kara Sweeney; Cincinnati Export Assistance Specialist, Penny Toschlog; Cincinnati PSC, Jennifer Schwachter; and Cincinnati Intern Isaac Muhlenkamp.

Please contact Penny Toschlog at Penny.Toschlog@mail.doc.gov with any information that you would like to have submitted in the next newsletter by no later than the 25th of each month.



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Attendees network at the 3rd Annual SODEC/Xavier University International Trade Conference, "Selling to Central & South America" on Wednesday, October 29, 2008 at the Cintas Center at Xavier University in Cincinnati, Ohio.

Columbus Sub-Chapter Activities & Events

October 21, 2008: U.S. Commercial Service - Columbus Director, Roberta Ford; SODEC/Columbus Subchapter chairman Martijn Steger; SODEC/Columbus ex-officio Deb Scherer and NODEC Chair David Bowen, participated in the third meeting of the Ohio Department of Development Global Markets Advisory Team. Key topics of discussion were: Update on the Implementation of the State of Ohio's Strategic Plan; Budget Update and Presentations (via phone) from Europe; and Israel on Target Industries for Investment Attraction Strategies. There were approximately thirty participants at the meeting held in downtown Columbus.

October 23, 2008: Roberta Ford, Director of U.S. Commercial Service office in Columbus, partnered with the Ohio Small Business Development Center-Marietta to sponsor a Basic Export Workshop.

Oct 23, 2008 cont. - Ms. Ford briefed the audience on determining their export readiness; benefits of exporting; and export assistance and programs offered by the U.S. Commercial Service. Special guest speaker Congressman Charlie Wilson (OH-6) kicked off the event and made remarks on the importance of international trade. SODEC/Columbus Subchapter member Gregg Frazier assisted by identifying an export success speaker from the rural area. There were 16 attendees at the workshop which was held at Washington State Community College in Marietta, Ohio.

Columbus Sub-Chapter Activities & Events cont.

October 31, 2008: CS Columbus hosted Commercial Specialist Josette Fiore from CS Buenos Aires. Roberta Ford, Director of the CS Columbus office, arranged for Ms. Fiore to meet with five client companies, including SODEC/Columbus Subchapter member William Opatt of Allied Minerals. Commercial Specialist Fiore shared her market and industry knowledge and expertise with the clients in their pursuit of export success in the Argentine market. Ms. Fiore's visit was part of a joint centralized temporary duty assignment proposal shared by the Great Lakes Network offices in Columbus, Detroit, Grand Rapids, Cincinnati, Indianapolis, Lexington and Louisville.

November 14, 2008: CS Columbus Director, Roberta Ford, made a presentation at an international trade symposium organized by the International Trade Assistance Center at Columbus State Community College in Columbus. Ms. Ford briefed the audience on assessing their export readiness and described the export assistance and programs available from the Commercial Service. Other topics by various speakers included export financing, NAFTA and letters of credit. There were 30 attendees at the event. SODEC/Columbus Subchapter was a co-marketer of the event.

For Your Information

As of June 2, 2008, the submission to the government of export information must now be through the Automated Export System (AES). Beginning **October 31, 2008**, the SED in paper form will be rejected and not considered to be a valid filing of information as required under the Foreign Trade Regulations (15CFR§30). For more information on AES filing requirements [click here](#).

On August 21, 2008, B.I.S. published a final rule in the Federal Register that stated, in part, that beginning **October 20, 2008** all export and re-export license applications, other than Special Comprehensive License and Special Iraq Reconstruction License applications, classification requests, encryption review requests, License Exception AGR notifications, and 'attached' related documents must be submitted to B.I.S. via its Simplified Network Application Process - Redesign (SNAP-R) system unless B.I.S. authorizes paper submissions." Please contact (513) 684-2944 for additional information.



Happy Holidays!

