



Greetings from the U.S. Commercial Service of Northeast Ohio!

Featured items:

Free Seminar on Exporting presented by Geauga Growth Partnership and Congressman Steven C. LaTourette

October 18, 2011, Punderson Manor Lodge, Geauga County, OH, FREE
Learn more about the top challenges faced by exporters, export finance and services provided by the federal government to grow your exports in this half day seminar.

Learn more/register: Contact Leslie Bednar at [440-564-1060](tel:440-564-1060) or info@geaugagrowth.com

Free Seminar on Exporting presented by Congressman Jim Renacci

October 19, 2011, 9am - 11:30am, Walsh University, Canton, OH, FREE
Learn more about the top challenges faced by exporters, export finance and intellectual property rights from a variety of expert presenters in this half day seminar.

Learn more/register: Contact Thomas Queen at thomas.queen@mail.house.gov or [330-489-4414](tel:330-489-4414)

Global Target Program at Cleveland State University and University of Toledo

University of Toledo's program begins October 19, 2011 - last chance to register, \$1,595

Cleveland State's program is recruiting now for the 2012 calendar year

Global Target is a program for small to medium-sized businesses that need guidance in "going global". This one-year training program is for companies that are currently exporting to one or two countries or are reactive exporters responding to international inquiries, but that now want to "target" export sales as a growth strategy for their company. These programs include faculty-led market research, mentoring by companies experienced in exporting, distinguished international business speakers, as well as counseling by the U.S. Commercial Service and the Gold Key Service (pre-screened meetings in country with 4-5 potential foreign buyers that are interested in meeting with you) which is paid for by a sponsor.

Toledo: Learn more/register: www.utoledo.edu/business/ or contact Dr. Tom Sharkey at [419-530-2285](tel:419-530-2285) or thomas.sharkey@utoledo.edu

CSU: Learn more: respond to this email or contact Marie Herlvi at CSU, [216 523-7278](tel:216-523-7278) or m.herlvi@csuohio.edu

The U.S. Commercial Service is organizing the following events:

One on One Appointments with Mr. Fred Elliott of the Aerospace Team of the US Commercial Service

Mr. Elliott has been with the Commerce Department since 1980 and has led trade missions to Japan, the Middle East, and Europe and has represented ITA on dozens of U.S. delegations negotiating trade agreements and/or the settlement of trade disputes. Take advantage of his expertise as he visits Cleveland for one day only! November 2, 2011, Cleveland USEAC

Learn more/register: call [216-522-4750](tel:216-522-4750) or email office.cleveland@trade.gov

Our office is supporting the following partner events. This information is provided as a service to USEAC clients, and is in no way an endorsement of any firm or company:

"Export Now: Five Keys to Going Global" by former U.S. Undersecretary of Commerce Fred Lavin, presented by the Cleveland Council on World Affairs
October 6, 2011, 6pm, The Union Club of Cleveland, Cleveland, OH, \$20 for members, \$30 for nonmembers

Learn more/register: call [216-255-9002](tel:216-255-9002) or www.ccwa.org

Conference: "Managing China's Business Landscape" presented by the China Resource Network and Cleveland State University

October 7, 2011, 8:30am to 4pm, Cleveland State University, Cleveland, OH \$395.00

Learn more/register: <http://www.chinaresourcenetwork.com/events.html>

"Export Procedures: What you need to know to be successful" presented by the Ohio Foreign Commerce Association

October 10, 2011, 11:45am at Bar Louie restaurant in Legacy Village, \$15 for members, \$18 for nonmembers

Learn more/register: contact Jerry Cernosky at [440-248-7461](tel:440-248-7461) or jcernosky@all2easy.net

Export Training Seminar presented by the Ohio Small Business Development Center at Rhodes State College

October 11, 2011, 8am - 12:30pm, Ford Motor Company Lima Engine Plant, Lima, OH FREE

Learn more/register: call [419-995-8464](tel:419-995-8464) or email Beth Sanders at sanders.b@rhodesstate.edu

"A Tour of World Economies" featuring Dr. Ken Mayland, President of ClearView Economics LLC and presented by the International Business Network

October 12, 2011, 8:30-10am, Holiday Inn Rockside, Independence, OH, \$20 for members, \$30 for nonmembers

Learn more/register: call [216-771-1200](tel:216-771-1200) or admin@neoibn.org

**Seminar: REACH Compliance presented by
the International Trade Assistance Center**

October 27, 2011, 8:30am - 1pm, GOJO Industries Headquarters, Akron, OH, \$50

Learn more/register: www.neotec.org/site.cfm/ITAC/REACH-Seminar-Registration.cfm or call [866-253-4358](tel:866-253-4358)

International Trade Seminars presented by KL Gates LLP

Seminar 1: "US and EU Export Controls, Embargoes and Sanctions, How to Cope" and

Seminar 2: "Off-Shore Procurement and Importing into the US and EU: Risks and Mangement" October 24, 2011, 10am to 3:30pm, Ritz Carlton, Cleveland, OH, FREE

Learn more/register: call Jerome Zaucha at [202-778-9013](tel:202-778-9013) or jerome.zaucha@klgates.com

"Going Global" International Trade Forum

November 4, 2011, 7:30 - 9am, Kent State Univ Tuscarawas, New Philadelphia, OH, FREE

Learn more/register: <http://www.braintreepartners.org/events/events/view/167/date/>