

**For immediate release
October 12, 1999**

**World Trade Council luncheon to feature
Jim Whipkey, vice president of IBS and Associates**

Jim Whipkey, vice president of IBS and Associates, will be the featured speaker at the Tri-State World Trade Council luncheon at 11:30 a.m. on Thursday, October 21, Carter Hall, University Center at the University of Southern Indiana. His speech will focus on opportunities for Tri-State organizations to conduct business in Canada. The luncheon cost is \$8.50 by October 20; \$10 at the door.

Whipkey has been associated with IBS for over seven years. A large part of the client base for IBS, whose principle offices are in close proximity to Washington D.C., is in aerospace and defense. IBS works with management to provide product market assessment, sales strategy planning, and international sales representation. IBS has sales experience in over 70 countries and has been directly responsible for over three billion dollars in international sales.

This presentation is part of a program series offered by the Tri-State World Trade Council that seeks to encourage international trade at area firms. An affiliate of USI Extended Services, the Trade Council meetings provide an opportunity to learn from the experiences of others and network with those who share an interest in the global marketplace.

For luncheon lecture reservations call 812/464-1864, fax 812/465-7061; or email <extserv.usi.edu>.