

INTERNATIONAL TRADE CONFERENCE
TO BE HELD IN INDIANAPOLIS



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Lt. Gov. Frank O'Bannon will be the keynote speaker for a one-day "New Era of Trade for Indiana" conference to be held Friday, March 31, in the Executive Conference Center at Indiana University/Purdue University-Indianapolis.

More than 40 experts on international trade in business, government, and academia will participate in morning sessions identifying support services and afternoon sessions devoted to case studies of successful international expansion efforts in medical instruments, electronics, automotive components, agriculture, furniture, paint products, metal finishing, and brass valves and fittings.

The conference is a partnership effort for Indiana's five baccalaureate-granting state universities with the Corporation for Indiana's International Future (CIIF) and other federal, state, and local government agencies involved with international trade development. CIIF is a not-for-profit organization created by the 1987 General Assembly to enhance Hoosier competitiveness.

Indiana's "Partners in Export" matching grant program, which allows small business to contract with state universities for consultation services or coursework, will be among state support programs highlighted at the conference. Also, representatives will discuss services available from Indiana overseas offices and Chicago-based foreign consulates and chambers of commerce. A C.Itoh trading company spokesman will discuss trading company roles in international development.

Conference underwriters include Indiana investor-owned utilities, banks, business publications, and professional organizations. For information, contact Dr. M. Edward Jones, associate vice president for Academic Affairs and director of Extended Services at the University of Southern Indiana, (812) 464-1863.

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