

For immediate release

February 26, 2001

What: Export financing seminar
Who: Speaker, Mr. Richard "Chip" Thomas, global trade and banking expert
When: 8 a.m. to 4 p.m., Thursday, March 15
Where: USI University Conference Center, Room 201
Sponsor: Tri-State World Trade Council and University of Southern Indiana

Export finance expert to speak at seminar in March

Mr. Richard "Chip" Thomas, global trade and banking expert, will be the featured speaker at the export financing seminar, "Essentials of Export Financing: How to Increase Sales and Profits in the Global Marketplace," at the USI University Conference Center, beginning at 8 a.m. on Thursday, March 15.

He will explain how to take full advantage of financing tools; how to offer competitive credit terms, and yet receive payment upon shipment; how to protect balance sheets and cash flow from the risks of international trade; and how to identify credit-worthy prospects and structure successful sales contracts.

Thomas received a B.A. from Southern Illinois University and an M.A. from the American Graduate School of International Management. He spent two and one-half years working in Colombia, South America, with the Peace Corps, followed by two years in Colombia with the United States Information Agency.

He then spent 20 years in international banking, specializing in international trade and finance. During his banking career, Thomas developed a skill in training, and was responsible for international product and service training for Mellon Bank's customers and employees. After leaving banking in 1995, Thomas helped establish the American Export Training Institute, which provides practical training in export finance to corporations and financial institutions throughout the United States and Canada.

Anyone responsible for export financing and sales may benefit from this seminar. The cost, including a comprehensive workbook, is \$135 per person, or \$125 for two or more registering together from the same organization. The registration deadline is March 8, although late registration will be available. To register or receive more information, call Extended Services at USI, 812/464-1989 or 800/467-8600, or e-mail extserv@usi.edu.

The program is being presented with support from the Purdue Center for International Business and Research and Fifth Third Bank.

Larry Bohleber, USI manager of Center for Human Resources Development, 464-1989, or Kathy Funke in our office, 465-7050 also are available to answer questions you have about this release.

Sent to: *Alan Julian-Courier & Press, Randy Wheeler-WIKY, local tv stations, Mt. Vernon Democrat, Warrick Publishing, Princeton Clarion, Henderson Gleaner, Posey County News, Jasper Herald, Owensboro Messenger Inquirer, University Notes*